



Amanda A. Hayes

Partner

amandahayes@parkerpoe.com

t 919.835.4512



Amanda Hayes counsels clients in connection with mergers and acquisitions, divestitures, and other business matters, with a particular focus on the health care industry. She regularly serves as lead counsel on acquisitions and divestitures, guiding the client through deal structuring, due diligence, drafting, negotiation, and closing. In addition to health care, her approximately 15 years of experience with mergers and acquisitions includes a variety of industries, such as life sciences, manufacturing, retail, automotive, contract research, environmental remediation, engineering, and construction supply.

Beyond mergers and acquisitions, Amanda also advises health care clients in structuring business relationships to comply with regulatory requirements. This counseling includes organizational structuring, corporate governance, buy-sell arrangements, compensation plans, material contract review and negotiation, and other matters.

Amanda regularly advises clients in the following areas:

- Asset and stock acquisitions and sales
- Preparation for sales of businesses
- Joint ventures and strategic alliances
- The federal Anti-Kickback Statute and state law prohibitions on payment of remuneration in return for referrals of health care business
- The federal Stark Law, including structuring relationships to meet Stark Law exceptions for “in-office ancillary services,” leasing arrangements, management and personal services arrangements, and others
- Physician compensation models for compliance with Stark and other applicable laws
- Compliance plans
- Privacy, security, and electronic exchange of health information in compliance with the federal HIPAA and HITECH statutes
- Corporate representation, including formation, corporate maintenance, shareholders' agreements, and other matters
- Commercial contracts



RALEIGH OFFICE



PRACTICE AREAS

Business Law
Commercial Contracts
Mergers, Acquisitions &
Joint Ventures



EDUCATION

University of North Carolina
at Chapel Hill
JD, with honors, 2002
University of Delaware
BA, *magna cum laude*, 1999



ADMISSIONS

North Carolina, 2002



Amanda A. Hayes

Partner

amandahayes@parkerpoe.com

t 919.835.4512



REPRESENTATIVE EXPERIENCE

- Counseled a publicly traded clinical laboratory in more than 30 acquisitions.
- Represented primary care and specialty physician practices in connection with sales to, and strategic partnerships with, health systems.
- Counseled home health and home care agencies in acquisitions and dispositions.
- Represented a contract research organization in sale to an international CRO.
- Counseled a physician practice in connection with practice acquisition and corporate reorganization.
- Counseled a publicly traded automotive dealership group in more than 20 transactions, including purchases and sales of retail automotive dealerships.
- Represented purchasers in management buyout of environmental remediation service company.
- Counseled “stalking horse” buyers in connection with acquisitions under Section 363 of the Bankruptcy Code.

CLIENT ALERTS

- "OIG Releases 2017 Work Plan," November 2016
- "Catastrophe Averted...What's Next for ICD-10?", January 2016
- "Two New Exceptions to Stark to Become Effective in the New Year," December 2015
- "Proposed Exclusive Arrangement Between Lab and Physician Practices May Violate Federal Law," April 2015
- "OIG Releases Health Reform Oversight Plan," March 2015
- "The Game Plan for Health Care Enforcement: Office of Inspector General Releases 2015 Work Plan," November 2014



Amanda A. Hayes

Partner

amandahayes@parkerpoe.com

t 919.835.4512



SPEAKING ENGAGEMENTS

- "Legal & Regulatory Changes," Association for Home & Hospice Care of North Carolina (AHC) Annual Convention & Expo, April 2019
- "Behavioral Health and Integrated Care in 2019: Legal and Regulatory Considerations," i2i Center for Integrative Health, December 2018
- "Physician Compensation Plans and the Stark Law," North Carolina Healthcare Financial Management Association (NCHGMA) 2016 Summer Institute, August 2016
- "Top 10 Surprise Discoveries About Your Practice Guaranteed to Ruin Your Day," North Carolina Medical Group Management Association (NCMGMA), East Carolina Regional Chapter, October 2014
- "Physician Practice Mergers, Acquisitions, and Affiliations," North Carolina Medical Group Management Association (NCMGMA) 2014 Fall Conference, September 2014
- "Entity Formation Considerations," Cardinal Club, October 2011
- "The Legal Life Cycle of a Business," Triangle South Enterprise Center, March 2011

HONORS

- *Chambers USA: America's Leading Lawyers* in Health Care Law, 2017-2018
- *North Carolina Super Lawyers* Rising Star, 2011, 2013
- Phi Beta Kappa

MEMBERSHIPS

- American Health Lawyers Association
- North Carolina Bar Association Health Law Section



Amanda A. Hayes

Partner

amandahayes@parkerpoe.com

t 919.835.4512



- North Carolina Bar Association Business Law Section
- Parker Poe Professional Review Committee
- Parker Poe HIPAA Compliance Team

