

Health Care Deals 2017: *A Brave New World or Business as Usual?*

Moderator, Ari Markenson, Partner, Winston & Strawn LLP



Ari Markenson is a health care partner in the firm's New York office.

Mr. Markenson has over 20 years of experience in the areas of health care, law, and business. He advises health care industry clients, including providers and payers, on a broad range of matters with significant experience in the representation of health care providers and suppliers. He represents private equity firms on health care transactions, including significant regulatory, M&A, and portfolio company work, including working in an outside general counsel role. He advises clients on mergers, acquisitions and divestitures, due diligence, corporate matters, legal and regulatory compliance issues, including requirements and conditions for participation; fraud and abuse; HIPAA; and survey, certification, and enforcement issues. Mr. Markenson assists clients with Medicare, Medicaid, managed care, and private insurance reimbursement issues, and he represents providers in administrative proceedings, acquisitions, obtaining certificate of need approval and state licensure.

Mr. Markenson writes frequently for industry publications and teaches health care law and other health care management and policy topics at the Columbia University Mailman School of Public Health and the School of Health Sciences Practice at New York Medical College.

Mr. Markenson received his B.A. from Syracuse University in 1993, his J.D. from Brooklyn Law School in 1996, and his M.P.H., Health Policy and Management from Columbia University School of Public Health in 1998.

Sasank Aleti, *Principal, LLR Partners*



Sasank Aleti is a Principal at LLR Partners, a Philadelphia-based private equity fund with over \$2.4 billion under management. LLR invests in middle market growth companies across a broad range of industries, with an emphasis on healthcare services, information technology, and business services. Sasank helps lead the healthcare investment practice, LLR's most active vertical market focus. Prior to LLR, Sasank was an investment banker at UBS. Sasank holds an M.B.A. from Harvard Business School and B.S. from New York University.

Greg Browne, *Managing Director, Ally – Healthcare Capital*



Greg Browne brings over 30 years of leveraged finance experience and 25 years of healthcare capital/origination experience to Ally Corporate Finance as Managing Director of Healthcare Capital. Prior to Ally, he served as Partner at Fifth Street finance where his primary responsibility was the origination of leveraged finance opportunities from private equity firms. Greg also co-founded two highly successful healthcare-focused, middle market, leveraged finance businesses; CapitalSource and GE Capital/ Heller Financial. He has strong leadership capabilities that are supported by a broad, cross-functional skill set including origination, underwriting, and portfolio management.

Greg holds a Bachelor of Arts in Economics and Political Science from Ohio Wesleyan University.

Andrew Colbert, *Managing Director, Ziegler*



Andrew Colbert joined Ziegler in 2006 as a founding member of Ziegler's Healthcare Services & IT Corporate Finance practice. He specializes in advising healthcare services and healthcare information technology companies on a spectrum of strategic and financing alternatives including mergers and acquisitions, capital raising transactions and partnership development. Andrew is also involved in Ziegler's principal investing efforts and serves on the Strategic Leadership Committee at Ziegler.

Andrew takes pride in developing long term relationships with his clients and brings creative structuring insights and deep domain expertise to achieve premium outcomes for his clients. He has been engaged in over 40 transactions totaling over \$1.5 billion in value and has a varied transaction experience, including sell-side and buy-side representation, strategic partnerships, public equity financings, private placements, joint ventures, leveraged buyouts and fairness opinions.

Andrew has completed numerous M&A and capital raising transactions for healthcare companies across healthcare information technology, physician groups / MSOs (radiology, emergency medicine, anesthesia, hospitalist, etc.), provider & payor outsourcing, revenue cycle management, and other healthcare services subsectors. Prior to joining Ziegler, Andrew was an investment banker in the healthcare group at Friedman, Billings, Ramsey & Co.

Andrew is a frequent speaker at many conferences and industry events, including HIMSS, HFMA ANI, Health2.0, and RBMA, among others. Andrew graduated magna cum laude from Colgate University with a B.A. in international relations and a minor in economics. He holds Series 7 and 63 securities licenses. Andrew also serves as a mentor to the Blueprint Health startup accelerator in New York City.

Jeff Woods, *Managing Director – Co-head of Health Care, Parthenon-EY*



Mr. Woods is a Managing Director in the Boston office of Parthenon/EY and co-leads the firm's U.S. Healthcare Practice.

Mr. Woods has more than fifteen years of consulting experience in healthcare services, including providers, payers and health informatics. He has considerable experience in due diligence and portfolio work for private equity clients. Further, his corporate client work includes growth strategy development, operational improvement, post-merger integration and sales force optimization.

Previously, Mr. Woods worked in the business development group at Guidant and in the decision-support software division at Health Management Systems.

Mr. Woods holds a B.A. in Biology from Dartmouth College, an M.S. in Evaluative Clinical Sciences from Dartmouth Medical School, and an M.B.A with distinction from the Tuck School of Business.