

# Alycia M. Vivona

## Co-Chair, Mergers & Acquisitions

New York, NY

202.419.8424

avivona@stradley.com



With two decades of experience in a broad-based corporate practice, Alycia Vivona has developed particular knowledge in the areas of mergers and acquisitions, cross-border representations and health care. She is co-chair of Stradley Ronon's mergers & acquisitions practice and a core member of its health care practice group. Alycia is adept at both translating contract language into concepts that non-lawyers can use in their decision-making and in drafting agreements that accurately document the complex business arrangements devised by her clients. Her pragmatic approach provides useful guidance to health care providers as they navigate federal and state health care laws and regulations.

Alycia's experience in the area of mergers and acquisitions encompasses a variety of legal structures, including asset purchases, stock purchases, mergers, divisional sales, minority investments and joint ventures, as well as the perpetual licensing of software products. Her cross-border experience has involved numerous countries, including Australia, China, Egypt, England, France, Germany, Japan, the Netherlands, Nigeria, Spain, Sweden and Thailand. She advises her health care clients on fraud and abuse matters (including Stark Law and Anti-Kickback Statute compliance), health information privacy and security (including HIPAA compliance), provider enrollment and reimbursement issues. Alycia's general corporate practice extends to corporate restructurings, secured lending, intellectual property licensing, distribution and supply agreements, and other commercial arrangements.

The holder of an M.B.A., *with honors*, from the Columbia University Graduate School of Business, Alycia combines practical business insight with years of legal experience to achieve the best value for her clients.

## RESULTS

Alycia's experience includes the representation of:

### Professional Services

- a research, technology and consulting firm in its acquisition of the assets of a leading physician practice management firm based in Tennessee
- French consulting firm Alten, S.A. in its acquisition by reverse triangular merger of a U.S. technology consulting firm with subsidiaries in the United Kingdom, Germany, France, Canada, Australia and Singapore

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## FOCUS

Mergers & Acquisitions  
Health Care  
Corporate & Securities

## BAR ADMISSIONS

New York

## EDUCATION

J.D., Harlan Fiske Stone Scholar,  
Columbia University School of Law  
M.B.A., *with honors*, Columbia University  
Graduate School of Business  
B.S., *magna cum laude*, Georgetown  
University, Phi Beta Kappa

## MEMBERSHIPS

American Health Lawyers Association  
Board Member, The Croton-Cortlandt  
Center for the Arts, Inc.

## LANGUAGES

French  
Japanese



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- a research, technology and consulting firm in its acquisition by reverse triangular merger of a developer of applications to automate the medical referral and care transition process
- a research, technology and consulting firm in its sale, in the form of a fully-paid, perpetual, worldwide license, to an IT company of an installed version of an industry-leading software product
- a research, technology and consulting firm in the sale of one of its divisions to a workforce management company
- a research, technology and consulting firm in its acquisition by reverse triangular merger of a developer of rounding automation software for hospitals
- a research, technology and consulting firm in its acquisition by reverse triangular merger of a developer of real-time computational medical chart review and analytics

## Health Care

- a Texas-based hospital in the negotiation of numerous commercial contracts, including notably an agreement for the purchase of a CT scanner and a related integrated service agreement with a large health care company

## Food

- a prominent food industry manufacturer and distributor in its unsuccessful nine-figure bid for another prominent company in the food industry
- a prominent food industry manufacturer and distributor in the negotiation of a business development agreement with the developer of a mobile phone application that assists consumers with their shopping choices

## Information Technology

- a wireless technology development and licensing company with a \$1.8 billion market capitalization in structuring and implementing a reorganization of its 11 subsidiaries

## Transportation

- a large public transit entity in negotiations regarding a new payment technology

## **SPEAKING ENGAGEMENTS**

- Presenter, "Mergers and Acquisitions," Firm Hosted CLE Session
- Presenter, "Acquisition Agreements & How In-House Counsel Can Work Efficiently with Outside Counsel," McCormick & Company, Incorporated
- Presenter, "Representations, Warranties and Disclosure Schedules: The Basics," Firm Hosted CLE Session



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## IN THE COMMUNITY

For many years, Alycia has provided *pro bono* service to a non-commercial community radio station in Dobbs Ferry, New York. She also serves on the board of directors of The Croton-Cortlandt Center for the Arts, Inc., a provider of visual arts education for adults and children.

