

Alycia M. Vivona

Chair, Mergers & Acquisitions

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With over 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 chair of Stradley Ronon's mergers & acquisitions practice and chair 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 global leader in financial risk management advisory and technology in its acquisition of an independent financial advisory firm
- 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

FOCUS

Corporate & Securities
Mergers & Acquisitions
Health Law
Emerging Companies & Venture
Capital Funds

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

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 National Cancer Institute (NCI)-designated comprehensive cancer center in the creation of a joint venture with Japan's leading stem cell research company to establish biorepository centers in India
- a provider of mail-order pharmacy services to workers' compensation recipients on ways to structure its business in compliance with federal and Pennsylvania anti-kickback statutes
- a dermatology clinic and its physician-owner in the sale of substantially all of the assets of the dermatology practice to a company that owns, manages and operates dermatology practices throughout the United States
- a not-for-profit corporation that runs a federally-qualified health center (FQHC) regarding a potential restructuring to achieve compliance with FQHC governance requirements
- a not-for-profit corporation in the sale of substantially all the assets of its retail pharmacy subsidiary to a mail order pharmacy provider
- a not-for-profit corporation that runs federally-qualified health centers (FQHC) in connection with a secured credit facility consisting of a term loan and a revolving credit facility with a sublimit for stand-by letters of credit
- 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



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- 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, "Introduction to Transactional Practice," 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

IN THE COMMUNITY

For many years, Alycia has provided *pro bono* service to a non-commercial community radio station in Dobbs Ferry, New York.

