Hot Topics in Healthcare:
Game Show Style!
TEAMS

Host/Moderator: Suzanne Koenig – SAK Management Services, LLC

Team
- Shane A. Passarelli – Capital One
- Samuel R. Maizel – Dentons US LLP
- Felicia Gerber Perlman – Skadden, Arps, Slate, Meagher & Flom, LLP

Team
- Thomas Banks – Silver Point Capital
- Patrick D. Pilch – BDO USA LLP
- Nancy A. Peterman – Greenberg Traurig, LLP
Questions:

1. What is the weakest or most vulnerable subsector within the healthcare industry with respect to changing reimbursement, regulation, and demographics?
   A. Hospitals
   B. Skilled Nursing Facilities
   C. LTAC
   D. Home Health
   E. Medical Devices
2. What is the biggest contributor to a distressed healthcare provider situation?
   A. Fraud
   B. Reimbursement Changes
   C. Management
   D. Capital
   E. Payor Mix
Questions:

3. What is the key to a successful operational turnaround for a healthcare business?
   A. Engaged Physician and Clinical Staff
   B. Efficient processes
   C. Ability to measure and report/act on outcomes
   D. Ability to take on risk and know your cost of care and delivery
   E. Leadership and Management
Questions:

4. Where is the deal flow coming from?
   A. Tax Exempt (secular and religious nonprofits) Hospitals/Health Systems
   B. Tax Exempt (County, State and Municipal owned) Hospitals/Health Systems
   C. SNFs (ALF as well)
   D. LTAC
   E. For Profit Hospitals/Health Systems
Questions:

5. What is the key transactional issue to be aware of if selling or acquiring a healthcare business?
   A. Regulatory approvals and the time and process it takes
   B. AG approvals-if non-profit
   C. Financing issues
   D. FTC Issues
   E. Tail Liabilities
Questions:

6. What is the most important investment thesis in a distressed transaction (post-bankruptcy or post-distress)?
   A. Sustainability
   B. Relevance
   C. Risk based contracting
   D. Supply/Demand Viability
   E. Management
7. What has been ACA’s greatest impact?
   A. Caused distress in the industry
   B. Caused consolidation/M&A activity
   C. Caused closures of businesses
   D. No impact
   E. Increased Access to Healthcare