HUSCH BLACKWELL

Ragini A. Acharya

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OVERVIEW

Ragini helps clients navigate complex compliance and transactional matters.

Ragini is a healthcare attorney who focuses on transactional work, including affiliations, joint ventures, MSAs, and PSAs. She has managed both buy-side and sell-side deals involving a wide range of healthcare providers, including health systems, physician practices, ambulatory surgical centers, and post-acute care providers, such as assisted living facilities, skilled nursing facilities, and home health agencies. Ragini also advises healthcare providers on general corporate structuring and governance matters.

As part of her transactional practice, Ragini also advises an equally diverse array of healthcare industry clients on regulatory compliance issues. Her primary focus is the compliance questions that arise as part of a transaction or joint venture or in the midst of a change in corporate governance. Ragini's regulatory and risk management work frequently includes matters relating to:

- Anti-Kickback Statute (AKS)
- Stark Law
- Licensing and credentialing
- Privacy and security

With more than a decade of experience, Ragini has devoted her entire legal career to transactions within the healthcare industry. She thrives on the breadth of questions that arise and the complexity of deal structures, and she loves drawing on her experience with previous transactions to create solutions for the

Industries

Education
Healthcare
Life Sciences

Services

Healthcare M&A, Joint Ventures, and Other Transactions
Healthcare Private Equity
Healthcare Regulatory & Compliance Counseling
Post-Acute Care
Private Equity

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next client. Ragini also loves supporting the healthcare industry: she comes from a family of healthcare providers and understands the importance of ensuring that health systems have the financing and corporate structure they need to effectively serve patients.

Known for her clear communication, Ragini takes the time to walk clients through the implications and importance of each provision or option. She excels at providing concise cost/benefit analyses of potential decisions, helping clients choose the best path for their strategic goals.

Experience

CORPORATE/HEALTHCARE TRANSACTIONAL

- Navigated $125 million equity sale of multi-location specialty pharmacies to private equity fund.
- Managed $70 million asset sale of two pediatric practices with multiple locations to private equity fund.
- Negotiated primary care group in unwinding professional services agreement with health system in preparation for sale to private equity fund.
- Represented private equity–owned national optometry practice management company in multiple acquisitions, including $62.5 million asset purchase with 36 locations across Indiana and $45 million asset purchase with 21 locations across Ohio and Kentucky.
- Negotiated investment capital for new-growth healthcare technology company.
- Represented radiation oncology group practice in corporate governance, restructuring and operational matters including $15.6 million equity sale in connection with joint venture with hospital.
- Guided orthopedic/neurosurgery group practice in $20 million sale of ambulatory surgery center equity interests.
- Helped medical device manufacturer in equity sale to middle market private equity firm.
- Assisted private equity fund in $15 million acquisition of equity in speech pathology services business.

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Experience

- Represented ophthalmology and ENT specialty outpatient surgery center in $12.2 million equity sale to eye care practice management company.
- Guided dental practice in analysis of material provisions in credit and loan agreements and draft of confidentiality.
- Managed corporate reorganization process and associated filings for mobile optometry provider of its vision care entities across fourteen states.

HEALTHCARE REGULATORY

- Advised client regarding prescription renewal requirements and batch transfers in connection with multi-state pharmacy asset sale.
- Prepared advocacy letters to government and commercial payors addressing internal claim audits and overpayment concerns due to ambiguity with Local Coverage Determination (LCD) and national coverage determination (NCD) guidance regarding safety and effectiveness of medical devices associated with service.
- Drafted co-management agreement for management services between LLC and hospital surgical service line including performance metrics and incentives.
- Advised behavioral health provider on use of promissory notes to pay for patient travel and implications of federal and state prohibitions on beneficiary inducement.
- Researched Missouri respiratory care practitioner scope of practice authority laws to determine whether Accountable Care Organization (ACO) could employ respiratory therapist for certain dietician services.
- Reviewed state pharmacy laws and dialysis facility requirements to determine whether dialysis facility is required to hold license to administer or supply oral drugs to patients in facility.
- Analyzed payor contracts in connection with name change of nephrology healthcare practices in various states for notice and consent requirements.

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Experience

- Advised client regarding change of ownership processes in connection with stock transfer for Arizona outpatient treatment centers and state radiation registrations/regulations.

Recognition

- *The Legal 500 United States*
  - Healthcare: Service providers, Recommended lawyer, 2026
- *The Best Lawyers In America®*
  - Health Care Law, 2027
- *Best Lawyers: Ones to Watch® in America*
  - Corporate Law, 2024 and 2025
  - Health Care Law, 2022-2025

Education

- J.D., University of Virginia School of Law
  - *Virginia Tax Review*, Membership Editor
  - Health Law Association
- B.A., College of William and Mary
  - *magna cum laude*
  - Division I Women's Varsity Tennis Team
  - Student-Athlete Advisory Committee
  - Dean's List
  - All-Conference Women's Tennis Scholar-Athlete of the Year

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Admissions

- Colorado
- North Carolina

Community Leadership

- Colorado Lawyers Committee, Healthcare Justice Taskforce
- Denver Metro Chamber Leadership Foundation, Impact Denver Program, Fall 2023

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*Contact Ragini to set up an in-person consultation by appointment in the Denver office.

The Legal 500 United States

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