



Pharmacy and Life Sciences Private Equity *Services*

Investment activity in the life sciences private-equity arena has become increasingly popular over the last few years, as the need for consolidation in an ever-changing and oftentimes volatile marketplace continues to increase. While the Specialty Pharmacy, Pharmaceutical and Biotech spaces are growing rapidly and present many opportunities for investment, these investments and transactions require high-level specialized industry knowledge that corporate transactional attorneys cannot provide.

Frier Levitt is able to identify issues and provide an independent viewpoint necessary to make intelligent and informed decisions for both buyers and sellers, all from a high-level healthcare legal perspective.

Pharmacies and Life Sciences *Organizations*:

Go-To-Market Strategies

Frier Levitt assists pharmacies and other life sciences organizations in preparing to enter the private entity marketplace through a variety of "go-to-market" strategies, offering intricate analysis of an organization's business model from a regulatory perspective and utilizing a host of laws aimed at expanding business opportunities, including State and Federal Any Willing Provider laws, Prompt Payment laws, and reimbursement negotiation.

Frier Levitt works directly with a variety of pharmacy and other life sciences organizations regarding the many regulatory hurdles that challenge operations and potentially prevent growth, including:

- Intricate analysis of the underlying organization's business model from a State and Federal regulatory perspective
- Advice in ensuring regulatory compliance in all manner of transactions
- Analysis of likely outcomes in litigation among public healthcare companies
- Responding to investigatory demands from governmental entities
- In-depth review and analysis of a pharmacy's contractual status with various payors including network participation with Pharmacy Benefits Managers (PBMs)
- Analysis of access to products and limited distribution drugs (LDDs)

Identifying the Ideal Private Equity Partner/ Target Pharmacy

- When entering the Private Equity marketplace, it is essential that your organization finds a partner that both mirrors its goals and is capable of assisting you in achieving them. Frier Levitt leverages our expansive network and experience in the PE and life sciences arena to maximize your value in the eyes of potential partners.

Private Equity Transaction Services

- When entering the Private Equity marketplace, it is essential that your organization finds a partner that both mirrors its goals and is capable of assisting you in achieving them. Frier Levitt leverages our expansive network and experience in the PE and life sciences arena to maximize your value in the eyes of potential partners.

Post-Closing Services

- Evaluating growth opportunities
- Preparing for a "second-sale" event
- Ongoing representation of the entity

If you are a pharmacy or life sciences organization interested in learning more about Private Equity Investment, contact **Frier Levitt** today to speak to a member of our Healthcare Investment Practice Group.

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Private Equity *Investors*:

Frier Levitt's Healthcare Investment Practice Group provides a host of services to Mutual Funds, Hedge Funds, Venture Capital, and the Private Equity community looking to invest and understand regulatory risk in Specialty Pharmacy, Pharmaceutical, Biotech, and other public healthcare companies. Our clients include some of the largest financial institutions, publicly traded healthcare corporations, coalitions of healthcare providers, and entities involved in acquisitions valued in excess of \$100 million.

Frier Levitt has extensive experience working directly with pharmacies and healthcare organizations in order to expand their business model in an effort to entice investment opportunities. Frier Levitt is able to offer intricate analysis of a company's business model from a regulatory perspective and utilize a host of laws aimed at expanding business opportunities, including State and Federal Any Willing Provider laws, Prompt Payment laws, reimbursement negotiation, and access to limited drug networks.

We work directly with a variety of Specialty Pharmacy and other healthcare organizations regarding the many regulatory hurdles that challenge operations and potentially prevent growth, including:

- Intricate analysis of the underlying healthcare company's business model from a regulatory perspective
- Advice in ensuring regulatory compliance in all manner of transactions
- Analysis of likely outcomes in litigation among public healthcare companies
- Responding to investigatory demands from governmental entities
- In-depth review and analysis of Specialty Pharmacy's contractual status with various payors including network participation with Pharmacy Benefits Managers (PBMs)
- Analysis of access to products and limited distribution drugs (LDDs)



If you are a Mutual Fund, Hedge Fund, Venture Capital, or Private Equity investor interested in learning more about investment in life sciences organizations, **contact Frier Levitt** today to speak to a member of our Healthcare Investment Practice Group.