



# 2019 HEALTH CARE SERVICES PRIVATE EQUITY SYMPOSIUM

MARCH 6-7, 2019 / MIAMI, FL

McDermott  
Will & Emery

#HPE2019

[mwe.com/hpe2019](http://mwe.com/hpe2019)

# ABOUT THE SYMPOSIUM

McDermott Will & Emery's 13th annual **Health Care Services Private Equity Symposium** is a must-attend event for all interested in health care services transactions. This exclusive, highly rated national conference includes most of the private equity sponsors and other key players in the health care services industry. In addition, many top management teams and services companies will present and be in attendance to network. The symposium will explore the critical business and legal issues encountered by those investing in the industry, as outlined in the enclosed two-day agenda.

We look forward to seeing you in Miami on March 6 and 7!

## WHY ATTEND?

- **500+ Symposium attendees**, including senior representatives from 100+ private equity firms from across the United States
- **14 panels over two days**, showcasing high-quality content and first-rate speakers from private equity firms, investment banks and other leading organizations
- **Strategic alliance** with the **Healthcare Private Equity Association (HCPEA)**
- **New in 2019!** Introducing “Speed Networking,” a curated session to help attendees maximize networking opportunities
- **Two** networking receptions
- **20** prominent sponsors, including Executive sponsors Deloitte and EY-Parthenon
- **Keynote speaker presentation**, featuring Daryl Morey, General Manager of the Houston Rockets and Founder/Co-Chair of the MIT Sloan Sports Conference

# SPONSORS

McDermott Will & Emery thanks the following  
2019 Health Care Services Private Equity Symposium sponsors:

## EXECUTIVE

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**Deloitte.**



## STRATEGIC

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## ASSOCIATE

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**Jefferies**



## MEDIA

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# 2019 Health Care Services Private Equity Symposium

Agenda: March 6, 2019 | Day 1

Wifi Network: MandarinOriental | Password: MWEHPE2019

Sponsored by Berkeley Research Group

Time	Session
12:00 – 1:00 pm	<b>Registration</b>
1:00 – 1:05 pm	<b>Welcome Remarks</b> Ira Coleman, Chairman, McDermott Will & Emery
1:05 – 1:45 pm	<b>2019 Market Deal Terms and Trends</b> <ul style="list-style-type: none"><li>• <b>Kristofer Blohm</b>, Senior Vice President, Mergers &amp; Acquisitions, Kaufman Hall</li><li>• <b>Dr. Evan Melrose</b>, Founding Managing Director, Spindletop Capital</li><li>• <b>Vipul Patel</b>, Senior Vice President, AON</li><li>• <b>Lisa Phillips</b>, Editor of The Health Care Information Source, Irving Levin Associates</li><li>• <b>Moderator: Ibrahim Barakat</b>, Partner, McDermott Will &amp; Emery</li></ul>
1:45 – 2:30 pm	<b>Conducting Effective Health Care Due Diligence</b> <ul style="list-style-type: none"><li>• <b>Kevin Becker</b>, Vice President, LLR Partners</li><li>• <b>Danielle Golino</b>, Partner, McDermott Will &amp; Emery</li><li>• <b>Philip Pfrang</b>, Global Managing Partner of Health Care &amp; Life Sciences Financial Advisory Practice, Deloitte</li><li>• <b>Brian Thede</b>, Senior Vice President – Healthcare, Ethos Specialty Insurance Services</li><li>• <b>Geoff Tresley</b>, Vice President, GTCR</li><li>• <b>Moderator: Dawn Helak</b>, Partner, McDermott Will &amp; Emery</li></ul>
2:30 – 2:45 pm	<b>Break</b>
2:45 – 3:25 pm	<b>Navigating Post-Closing Integration and Talent Management</b> <ul style="list-style-type: none"><li>• <b>Justin DuFour</b>, Partner, Northlane Capital Partners</li><li>• <b>Adam Elberg</b>, Founder, Sancufides Consulting and Founding Partner, Professional Physical Therapy</li><li>• <b>Dr. Bruce Glassman</b>, Physician, Advanced Dermatology and Cosmetic Surgery</li><li>• <b>Josh Gnatt</b>, Senior Client Partner, Korn Ferry</li><li>• <b>Nathalie Hibble</b>, Deputy General Counsel, Steward Health Care System</li><li>• <b>Moderator: Maureen O'Brien</b>, Partner, McDermott Will &amp; Emery</li></ul>

# 2019 Health Care Services Private Equity Symposium



Agenda: March 6, 2019 | Day 1

- 3:25 – 4:05 pm**      **Health Care Private Equity Value Investing**
- **Michael Cole**, Managing Director, Healthcare Industry Leader, Alvarez & Marsal Transaction Advisory
  - **David Evans**, Principal, Apax Partners
  - **Dr. Lewis Gold**, Operating Partner, J.W. Childs Associates
  - **Peter Kaufman**, President; Head of Restructuring and Distressed M&A, Gordian Group
  - **Kevin Miller**, Partner, McDermott Will & Emery
  - **Moderator: Frederic Levenson**, Partner, McDermott Will & Emery

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**3:30 – 5:00 pm**      *Concurrent Session\* – Speed Networking (See more details below)*

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**4:05 – 4:20 pm**      **Break**

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- 4:20 – 5:00 pm**      **Fraud and Abuse, Policy and Enforcement Update**
- **Paul Helms**, Partner, McDermott Will & Emery
  - **Amy Kearbey**, Partner, McDermott Will & Emery
  - **Rebecca Martin**, Partner, McDermott Will & Emery
  - **Kristian Werling**, Partner, McDermott Will & Emery
  - **Moderator: Tony Maida**, Partner, McDermott Will & Emery

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**5:00 – 6:00 pm**      **Welcome Cocktail Reception**

## \*Concurrent Session: Speed Networking

**Time**

**Session**

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**3:30 – 5:00 pm**

**Speed Networking**

All registered Symposium attendees received emails with instructions regarding the creation of an online profile beginning the week of February 25. If you did not create a profile and would still like to participate, please arrive at Mandarin 1 (5<sup>th</sup> level) at 3:30 pm to be accommodated as a walk-in. Please note space is limited.

*Sponsored by Alvarez & Marsal*

# 2019 Health Care Services Private Equity Symposium



Agenda: March 7, 2019 | Day 2

Time	Session
7:30 – 8:30 am	<b>Registration</b>
8:30 – 8:40 am	<b>Welcome Remarks</b> Ira Coleman, Chairman, McDermott Will & Emery
8:40 – 9:20 am	<b>Smart Health Care Investing in 2019</b> <ul style="list-style-type: none"><li>• Michael Dal Bello, Investment Partner, Pritzker Private Capital</li><li>• Jeremy Gelber, Senior Managing Director, Centerbridge Partners</li><li>• Buddy Gumina, Founder and Managing Partner, Grant Avenue Capital</li><li>• Brandon Hull, Industry Advisor, Healthcare, New Mountain Capital</li><li>• Rob Wolfson, Managing Director, H.I.G. Capital</li><li>• <b>Moderator: Ira Coleman</b>, Chairman, McDermott Will &amp; Emery</li></ul>
9:20 – 10:00 am	<b>Successful Physician Practice Management Strategies</b> <ul style="list-style-type: none"><li>• Michael Callum, Executive Vice President, Business and Corporate Development, Steward Health Care System</li><li>• Paige Daly, Partner, Harvest Partners</li><li>• Josh Nelson, Managing Director, Thomas H. Lee Partners</li><li>• Josh Peck, Vice President, Business Development, MEDNAX</li><li>• Frank Winslow, Partner, Quad-C Management</li><li>• <b>Moderator: Jerry Sokol</b>, Partner, McDermott Will &amp; Emery</li></ul>
10:00 – 10:20 am	<b>Break</b>
10:20 – 11:00 am	<b>What's Trending? A Look at Health Care Services Sectors</b> <ul style="list-style-type: none"><li>• Fazle Husain, Partner and Head of U.S. Healthcare, CVC Capital Partners</li><li>• John Pouschine, Co-Founder &amp; Managing Member, Pouschine Cook</li><li>• Kevin Ryan, Partner, Ares Capital Management</li><li>• Jeff Woods, Managing Director, EY-Parthenon</li><li>• <b>Moderator: Joel Rush</b>, Partner, McDermott Will &amp; Emery</li></ul>
11:00 – 11:40 am	<b>Strategic Insights from Health Care Investment Bankers</b> <ul style="list-style-type: none"><li>• Keith Lockwood, Managing Director, Jefferies</li><li>• Matthew McAskin, Senior Managing Director, Evercore Partners</li><li>• Brian McCarthy, Vice-Chairman/Co-Head of Americas Healthcare, Bank of America Merrill Lynch</li><li>• Phil Pucciarelli, Managing Director and Global Co-Head of Healthcare, Deutsche Bank</li><li>• Todd Rudsenske, Managing Director, Cain Brothers, a Division of Keybank Capital Markets</li><li>• <b>Moderator: Charlie Ditkoff</b>, Counsel, McDermott Will &amp; Emery</li></ul>
11:40 am – 12:20 pm	<b>Managing Managed Care: Optimizing Investment Opportunities</b> <ul style="list-style-type: none"><li>• Darren Black, Managing Director, Summit Partners</li><li>• Kate McDonald, Partner, McDermott Will &amp; Emery</li></ul>



# 2019 Health Care Services Private Equity Symposium



Agenda: March 7, 2019 | Day 2

- Travis Messina, CEO, Contessa Health
- Thomas Scully, General Partner, Welsh, Carson, Anderson & Stowe
- Jay Shiland, Partner, MTS Health Partners
- Brad Spencer, Associate Vice President of Corporate Development, Humana
- **Moderator: John Callahan**, Partner, McDermott Will & Emery

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12:20 – 2:00 pm

## Networking Lunch and Keynote Speaker

**Keynote: Daryl Morey**, General Manager of the Houston Rockets and Founder/Co-Chair of the MIT Sloan Sports Conference

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2:00 – 2:40 pm

## Tips for Winning Competitive Health Care Auctions

- Ryan Anderson, Managing Director, CCMP Capital Advisors
- Richard Harding, Managing Director, Moelis & Company
- Dr. Ryan Harris, General Partner, Norwest Venture Partners
- Roger Marrero, Managing Partner, Comvest Partners
- Nicholas Scola, Principal, Abry Partners
- Neil Vibhakar, Executive Director, Morgan Stanley
- **Moderator: Harris Siskind**, Global Head of Transactions, McDermott Will & Emery

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2:40 – 3:20 pm

## The Outlook from Washington, DC

- Ceci Connolly, CEO, Alliance of Community Health Plans
- Larry Kocot, Principal and National Leader of Center for Healthcare Regulatory Insight, KPMG
- Joseph Mercer, Director, Marwood Group
- Greg Nersessian, Managing Principal, Health Management Associates
- **Moderator: Mara McDermott**, Vice President, McDermott + Consulting

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3:20 – 3:40 pm

## Break

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3:40 – 4:20 pm

## Recent Trends in Health Care Financing

- Javier Casillas, Managing Director, Whitehorse Finance
- Michael Gironde, Managing Director, HPS Investment Partners
- Matthew Kretzman, Managing Director, H.I.G. Capital
- Bryan Rupprecht, Managing Director, MidCap Financial
- Robert Wagner, Principal, Golub Capital
- **Moderator: Stephanie McCann**, Partner, McDermott Will & Emery

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4:20 – 5:00 pm

## Opportunities in Outsourced Pharmaceutical Services

- Nick Amigone, Partner, Amulet Capital Partners
- Christopher Burnes, Partner, WindRose Health Investors
- Adam Dolder, Managing Director, Great Point Partners
- John Riddle, Managing Director, Brown Gibbons Lang & Company
- **Moderator: Kristian Werling**, Partner, McDermott Will & Emery

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5:00 – 7:00 pm

## Networking Reception

# RECOGNITION

## #1 IN HEALTHCARE PRIVATE EQUITY

PITCHBOOK 2018 (2 YEARS IN A ROW)

## #1 IN HEALTH NINE YEARS IN A ROW

CHAMBERS, LEGAL 500,  
US NEWS - BEST LAWYERS

## #4 IN US AND GLOBAL PRIVATE EQUITY

MERGERMARKET

## BY THE NUMBERS

305 deals completed in 2018, 121 in health

## UPCOMING EVENTS

### McDERMOTT+CONSULTING +DX DIAGNOSTICS FORUM

APRIL 3 | WASHINGTON, DC

### PHYSICIAN PRACTICE MANAGEMENT & ASC SYMPOSIUM

MAY 7-8 | NASHVILLE

### EUROPEAN HEALTH CARE PRIVATE EQUITY LEADERSHIP FORUM

FALL 2019 | LONDON

### LIFE SCIENCES DEALMAKING SYMPOSIUM

OCTOBER 15 | BOSTON

### HEALTH CARE SERVICES PRIVATE EQUITY LEADERSHIP FORUM

OCTOBER 25 | NEW YORK

### HEALTH CARE LITIGATION, COMPLIANCE & INVESTIGATIONS FORUM

NOVEMBER 5 | CHICAGO