

ALEC S. VON ELTEN

Partner

Alec represents healthcare organizations, including health systems, health plans, research companies, and startups. He concentrates his practice on advising clients about emerging alignment models, including structuring vertically and horizontally integrated platforms. Alec works with clients to create value-based reimbursement strategies, including risk-bearing arrangements, capitation, and other value-based pricing models. Alec credits his experience navigating the segmented healthcare marketplace as key in helping clients build networks that incorporate direct contracting, Medicare Advantage, and risk-bearing entities to solve regulatory and reimbursement challenges.

“As the marketplace adjusts to new risk-bearing models, I enjoy working with clients to create value-based models that align with organizational goals to provide better care to patients.”

Alec dedicates a significant portion of his practice to advising telehealth and other digital healthcare companies. Digital health companies are increasingly using technology to provide better outcomes via algorithms and artificial intelligence, and Alec assists clients utilizing these technologies across medical disciplines. He helps digital health clients create systems to deliver technology-enabled care while navigating billing, consent, and privacy concerns. Additionally, he has experience helping digital health companies improve patient access to care via direct-to-patient models, including for clinical research and consumer care.

Alec also counsels clients on tax planning, state/local tax regulations, and tax-exempt considerations. Alec additionally advises his clients on a wide range of employee benefit and transactional matters, including mergers, acquisitions, divestitures, corporate reorganizations, corporate governance, Stark Law, the Anti-Kickback Statute, the False Claims Act, qualified and non-qualified retirement plans, ERISA compliance, and other corporate legal matters.

Prior to joining Hancock Daniel, Alec served for nearly five years as a judge advocate in the United States Army, during which time he served as a prosecutor in United States v. PFC Manning and had significant experience with Department of Defense privacy and medical staff issues.



Practice Areas

- ACOs and Bundled Payments
- Fraud & Abuse
- Governance
- Labor & Employment
- Medicare Advantage
- Mergers, Acquisitions & Transactions
- Pharmacy
- Physician Services
- Real Estate
- Risk-Bearing Entities and Risk-Based Contracting
- Tax Section
- Tax-Exempt Status
- Technology

Licensure

- California
- Louisiana
- New York
- Rhode Island
- Utah
- Virginia

Academic Credentials

- University of Virginia, B.A.
- University of Virginia, J.D.
- New York University, LL.M., Taxation

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Alec also worked as an attorney at Thacher, Proffitt & Wood in New York, NY where he worked on structured finance and derivative transactions.

Alec holds an undergraduate degree from the University of Virginia in Economics, a law degree from the University of Virginia, and a Master of Laws in Taxation from New York University. In law school, he served as the Articles Review Editor of the Virginia Tax Review.

Associations and Professional Memberships

American Health Lawyers Association

Virginia Bar, Member – Health Law Section

Virginia Bar, Member – Business Law Section Virginia Bar, Member – Taxation Section

Awards

Best Brief, Barnett Moot Court Competition