

## MARK C. WATSON

### Partner

Mark Watson is a Partner at Hancock, Daniel & Johnson, P.C. and a member of Hancock Daniel's corporate healthcare group. Mark's practice focuses on the representation of various providers, including hospitals, health systems, physician groups, ambulatory surgery centers, and post-acute care providers, in connection with various transactional, operational, and regulatory matters.

Healthcare providers operate in a challenging, complex and constantly evolving environment. "The need to set yourself apart on the basis of better quality, improved patient experience, and enhanced value has driven so much innovation in the industry. It is an exciting and rewarding time to practice in this arena." Positioning clients for success in today's marketplace requires a thorough understanding of contemporary approaches to reimbursement, and Mark has enjoyed working with clients to develop and implement models that promote providers' clinical, operational and financial goals. This experience includes the formation of accountable care organizations, clinically integrated networks and other alignment structures that span the full continuum of care and facilitate participation in modern commercial and governmental initiatives, such as the Medicare Shared Savings Program and the Bundled Payments for Care Improvement Initiative. Mark also routinely represents providers in a wide range of physician alignment transactions. This work frequently requires advising clients on issues related to fraud and abuse, privacy and security, corporate governance, and antitrust.



### Practice Areas

- ACOs and Bundled Payments
- Antitrust
- Clinically Integrated Networks & Organizations
- Electronic Health Records
- Fraud & Abuse
- Governance
- HIPAA / Privacy & Security
- IT Procurement & Licensing
- Mergers, Acquisitions & Transactions
- Physician Services

### Licensure

- Missouri
- Oregon
- Virginia

### Academic Credentials

- University of Richmond, B.S.
- De Paul University College of Law, J.D.

### Associations and Professional Memberships

- American Health Lawyers Association
- Virginia Medical Group Management Association
- Virginia State Bar

### Career Highlights

- "Rising Star," *Virginia Super Lawyers* (2010, 2011, 2013 and 2014)
- "Legal Elite," *Virginia Business Magazine* (2012 to present)