

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 regularly advises clients on designing, amending and administering pension, profit sharing, 401(k), employee stock ownership and 403(b) plans, as well as nonqualified deferred compensation arrangements. In addition, 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, next generation ACOs, and clinically integrated networks to solve regulatory and reimbursement. "As the marketplace adjusts to new risk-bearing models, I enjoy working with clients to create value-based models that meet their individual circumstances."

Alec focuses on the downstream financial implications for clients, including health plans and the organizations that work with them. In addition, he counsels clients on tax planning, state/local tax regulations, and tax-exempt considerations. Alec also assists his clients on a wide range of transactional matters, including mergers, acquisitions, divestitures, corporate reorganizations, corporate governance, Stark Law, the Anti-Kickback Statute, the False Claims Act, 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. 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.



Practice Areas

Mergers, Acquisitions, and Transactions
Bundled Payments
Risk-Bearing Entities
Medicare Advantage
Governance
Tax-Exempt Status
Fraud and Abuse
Physician Services

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

ALEC S. VON ELTEN

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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