

# The Way of the Future? Private Equity Funded MSOs

Lunch and Learn Topic

## **BRIEF DESCRIPTION OF TOPIC:**

Investor-owned management services organizations (“MSOs”) are increasingly used to provide comprehensive management and other services to professional services entities. We observe an increasing prevalence of such arrangements which have business objectives that may be different from more traditional arrangements to secure management services. This presentation will examine the trends, and unique legal and compliance challenges related to these complex structures.

## **SUMMARY OF SPECIFIC ISSUES TO BE COVERED:**

- Overview of the investor-professional entity model, including some examples touching on our transaction experience
- A description of investor-professional entity model uses and players, including the role of private equity firms and other investors
- Differentiating the investor-professional entity model from traditional management relationships
- Key business and legal issues to consider when using an investor-professional entity model; e.g.:
  - Valuation and pricing factors
  - State law considerations
  - Post-transaction issues
  - Current trends in the market
  - Uses in various industries
  - Uses with various types of licensed professionals

## **LEARNING OBJECTIVES:**

- Understand variations within the investor-professional entity model
- Learn about legal and compliance challenges associated with this model
- Analyze specific issues including valuation, corporate practice of medicine, and other federal and state law compliance issues