



David T. Donahue

Counsel

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Practice Areas

Insurance Regulatory
Managed Care
Mergers and Acquisitions
Information Privacy, Security and Data
Rights

Education

Saint Louis University School of Law
J.D. - (1998)

University of Missouri at Columbia
B.A. in Interdisciplinary Studies - (1995)

Bar Admissions

Georgia
Illinois
Missouri

David Donahue brings a strategic perspective to counseling his clients informed by his years of experience working in-house as associate general counsel at two leading national health insurance companies and in private practice advising a nationwide hospital corporation on managed care issues. He understands the complex, insurance regulatory environment and uses his extensive knowledge to help clients achieve their business goals. Focusing on insurance regulatory and transactional matters for corporate clients in the insurance and health care industries, David advises clients on a variety of licensing, compliance, rulemaking and enforcement issues.

Experience

- Strategic, experienced counsel working with and alongside CMS and state insurance departments throughout the United States to help serve the needs of clients.
- Assists clients in understanding the impact of insurance regulatory changes at both the state and federal levels.
- Supported national hospital client on managed care contracts and revenue issues.
- Represented company during state inquiries into fraud, waste and abuse allegations.
- Supported Medicaid business by addressing regulator inquiries, negotiating with facilities and providers, advocating for company at "fair hearing" requests, and supporting general health plan operations.
- Represented investors in complex \$42 Million asset purchase involving conversion of corporate entity; subsequently advised on the \$150 Million sale of the company.
- Established shared-savings and shared-risk template agreements for use with healthcare providers, so that provider partners would share in the cost savings related to greater quality and lower costs associated with member care, and supported the implementation and execution of 100+ such agreements;
- Responded to DOJ and state attorney general inquiries regarding compliance activities; met with the FTC regarding potential mergers and acquisitions by insurance business competitors.
- Analyzed company's ability to acquire and utilize data to create value and improve member

outcomes by understanding internal and external data use policies, the CMS Data Use Attestation, and state-based restrictions on data use and storage.

- Represented insurance companies during state regulatory inquiries and the resolution of member disputes.
- Provided counsel to the Board of Directors of Medicaid and Medicare-related businesses at annual and quarterly meetings, providing context for the risks and opportunities encountered by those entities.
- Supported nationwide Medicare Advantage business with the creation of new entities, obtaining state licensure, establishment of joint-ventures and contractual alliances, contracting with healthcare providers and vendors, HIPAA compliance and regulatory compliance matters such as the anti-kickback statute, TCPA and the False Claims Act.

Involvement

- Member, Missouri Bar Association
- Member, Illinois Bar Association
- Member, Georgia Bar Association
- Board Member, Old North Saint Louis Restoration Group (2002-2004)

Speaking Engagements

- Optimum- Seminar on Out-of-Country Health – Toronto (2013)
- International Travel Insurance Conference – Athens (2009)
- International Travel Insurance Conference – Budapest (2008)