

# Melissa Borrelli

Partner | Sacramento

[mborrelli@nossaman.com](mailto:mborrelli@nossaman.com)

916.930.7702

621 Capitol Mall, Suite 2500

Sacramento, CA 95814



Melissa Borrelli is co-chair of Nossaman's Healthcare Group. She has worked in and around healthcare law and policy for close to two decades. She provides legal services and solutions to payors, health systems, providers and others in the health, managed care and health insurance industry. Melissa offers legal counsel to commercial, discount, specialized (including EAP, psychological, dental, vision and chiropractic/acupuncture) and government-based health plans, including Medi-Cal, Medicare and Marketplace. In addition, she advises health plans and risk-bearing providers on licensing, contracting, and other matters pertaining to the laws and standards of managed care, including the California Knox-Keene Act, Welfare and Institutions Act and other authority, including the federal Affordable Care Act, Public Health Service Act and National Committee for Quality Assurance accreditation standards. She advises on issues pertaining to compliance and regulatory affairs, auditing/operational assessment, privacy and information security, enterprise risk management, digital health, corporate governance, contracts, process improvement and due diligence. Melissa also has experience in health care discrimination law and the federal and State Mental Health Parity requirements.

In addition, Melissa's transactional work includes corporate governance, merger and acquisition and reorganization.

Melissa brings a comprehensive legal and operational perspective to her practice obtained through experience in the private and public sectors. Previously, she worked in the healthcare consulting practice at an international tax and accounting firm and in-house at a California health plan. She also served as an attorney with the California Department of Managed Health Care and completed a graduate fellowship placed at the California Health and Human Services Agency. She also spent eight years teaching health and insurance law to graduate, undergraduate, and paralegal students at multiple universities and colleges across Northern California and was a co-author of the American Health Law Association's Managed Care Contracting Toolkit.

## EXPERIENCE

**Health Plan and IPA Merger and Sale.** We advised a health plan and independent practice association (IPA) based in Northern California on their merger and sale to a population health management company. We guided our client through multiple transactions in order to combine strategic corporate transactional structures while steering clear of significant regulatory risks at both the federal and state levels. We also secured regulatory approval from the California Department of Managed Health Care.

## INSIGHTS

---

### PUBLICATIONS

- Co-Author, "DMHC and DHCS Fine L.A. Care \$55 Million in Enforcement Actions," *Nossaman eAlert*, 03.10.2022
- Author, "Compliance Corner: Policy and Procedure Best Practices," *American Health Law Association*, 02.01.2018
- Author, "Jail Time for a HIPAA Violation?," *American Health Law Association*, 01.01.2018
- Co-Author, "MCO and Payor Obligations," *American Health Law Association*, 01.01.2016
- Author, "California's New Pharmacy Benefit Management Company Registration Requirements—A Sign of Things to Come?," *American Health Law Association*, 01.01.2015

### SPEAKING ENGAGEMENTS

- Speaker, "Legislative and Regulatory Update," California Society for Healthcare Attorneys' (CHSA) 2023 Fall Seminar, Irvine, CA, 11.10.2023
- Speaker, "Mental Health Parity in California – Updates and What to Expect in the Future," California Association of Health Plans 2023 Annual Conference, Palm Desert, CA, 10.23.2023
- Panelist, "2022 Legislative and Regulatory Update," California Society for Healthcare Attorneys' (CSHA) 2022 Fall Seminar, Sacramento, CA, 10.28.2022
- Panelist, "Hot Topics in Managed Care," American Health Law Association's Health Law Week 2022, 06.09.2022
- Moderator, "A Deep Dive on Community Supports," 2022 Northern California State of Reform Health Policy Conference, Sacramento, CA, 03.23.2022
- Speaker, "Legislative and Regulatory Update," California Society for Healthcare Attorneys' (CSHA) 2021 Virtual Fall Seminar, 11.19.2021
- Moderator, "Provider Compliance: Information Blocking and Patient Access," CSHA Webinar, 06.30.2021
- Moderator, "Final Anti-Kickback and Stark Rules: Value-Based Arrangements and Beyond," CSHA Webinar, 06.30.2021

## COMMUNITY & PROFESSIONAL

---

- California Society for Healthcare Attorneys, President, Board Member
- Health Care Compliance Association, Member, CHC, CHPC
- Sacramento County Bar Association, Member
- Women Lawyers of Sacramento, Member
- American Health Lawyers Association, MA/Part D Affinity Group Vice Chair
- Association of Corporate Counsel, Health Law Network

## PRACTICES

---

- Health Law
- Managed Care
- Medicare/Medi-Cal Compliance & Payments
- Discount Fee Plan
- Governmental Advocacy
- Healthcare Fraud & Abuse
- HIPAA
- Corporate
- Government Relations & Regulation

## **INDUSTRIES**

---

Healthcare  
Government & Public Sector

## **EDUCATION**

---

Loyola University Chicago School of Law, LL.M., Health Law, 2012  
University of California, Davis School of Law, J.D., 2005  
University of California, Davis, B.S., 2002

## **ADMISSIONS**

---

California