

## Zahn, Cockrell, Hitchcock Examine R&W Insurance in Healthcare Deals

June 20, 2017

In a June 19 [article for Law360](#), McGuireWoods senior counsel [Thomas Zahn](#), partner [Geoff Cockrell](#) and associate [Kelsey Hitchcock](#) explained how heightened competition among underwriters has created a stronger market for representation and warranty (R&W) insurance in healthcare deals.

The authors noted that R&W coverage had long been prohibitively expensive and elusive in healthcare deals, but in the last 18 months, “there have been significant strides in the availability and terms of representation and warranty insurance.” Policies have proven profitable for insurers and, as a result, at least 20 providers are competing for all types of deals and more than a half-dozen are underwriting policies in the healthcare sector, they wrote in the article.

Based in Pittsburgh, Zahn and Hitchcock are members of the firm’s M&A, Corporate Transactions & Technology Department. Cockrell is member of the M&A, Energy & Private Equity Department in Chicago.

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