

A professional headshot of Neil Sullivan, a middle-aged man with grey hair, wearing a dark suit, a light-colored shirt, and a blue patterned tie. The photo is set against a white background and is partially overlaid by a large green circle on the right side of the image.

Neil Sullivan
Of Counsel

 Roseland

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- Advises healthcare systems and insurers on integrated payer-provider strategies and the complex negotiation and drafting of contracts
- Seasoned counsel on regulatory compliance filings and financial structures for life insurance and healthcare delivery, including Medicare Advantage, managed Medicaid, ACOs, ODSs, MEWAs, and health system equity participation in insurance entities
- Career defining regulatory leadership as Assistant Commissioner at the NJ DOBI lends significant authority and expertise to his work on behalf of providers and payers

Neil's healthcare and insurance law practice has a particular emphasis on the intersection of healthcare finance and healthcare delivery systems. He has significant experience assisting both healthcare providers and insurance companies in the negotiation and drafting of provider-payer contracting agreements, including participation in commercial, Medicare Advantage and managed Medicaid networks, and provides representation in insurer compensation disputes.

He regularly represents and counsels health plans and healthcare providers in regulatory compliance and filings, and alternative financial models for healthcare delivery, including Medicare Advantage (Part C) and managed Medicaid plans, Organized Delivery Systems (ODS), Accountable Care Organizations (ACO), Multiple Employer Welfare Arrangements (MEWA), and health system equity ownership or participation in insurance organizations. He has provided his expertise in complex regulatory requirements in conjunction with multiple lawsuits.

Neil served as Assistant Commissioner of the New Jersey Department of Banking and Insurance (NJ DOBI) from 2010-2014, a period of fundamental change in both the healthcare and insurance sectors. This encompassed the implementation of the Affordable Care Act (ACA) and the Dodd-Frank Wall Street Reform and Consumer Protection Act, the emergence of alternative financial models for health care delivery, and the transition to electronic health records and implementation of the ICD-10 mandate.

In his role, he had overall responsibility for the implementation of insurance reforms under the ACA, including the establishment of a high-risk pool and feasibility study of health insurance exchanges, and rationalizing conflicting points of state and federal law. He served as the DOBI Commissioner's designee on the NJ Individual Health Coverage (IHC) and Small Employer Health (SEH) program boards, the Mandated Health Benefits Advisory Commission, and the NAIC Regulatory Framework Task Force and Senior Issues Committee and acted as liaison with the Centers for Medicare & Medicaid Services (CMS) over ACA implementation.

Areas of Focus

Practice Areas

- Business & Corporate
- Business Counseling
- Business Transactions
- Healthcare
- Federal False Claims Act & Insurance Fraud
- Regulatory Appeals
- Healthcare Private Equity
- Healthcare Regulatory & Compliance
- Healthcare Transactions
- Managed Care Contracting & Dispute Resolution

Credentials

Bar Admissions

- New Jersey, 1993

Education

- Rutgers University School of Law - Newark, J.D., 1993
- Rutgers Graduate School of Management, MBA, 1986
- Rutgers University Newark College of Art and Sciences, B.A., 1980

Insights & More

Announcements

2026 Edition of Best Lawyers Recognizes 54 Attorneys in 41 Practice Areas: Eight Greenbaum Lawyers Recognized on "Ones to Watch" List

8.21.25

2025 Edition of Best Lawyers Recognizes 56 Attorneys in 39 Practice Areas: Ten Greenbaum Lawyers Recognized on "Ones to Watch" List; Three Selected for "Lawyer of the Year" Recognition

8.14.24

2024 Edition of Best Lawyers Recognizes 59 Attorneys in 38 Practice Areas: Twelve Greenbaum Lawyers Recognized on "Ones to Watch" List; Five Selected for "Lawyer of the Year" Recognition

8.16.23

Client Alerts

Texas Court Sides with Challengers to Independent Dispute Resolution Process Under No Surprises Act

3.29.22

Federal "No Surprises Act" Brings National Oversight of Unexpected Billing for Healthcare Services

3.02.21

COVID-19 and Medicare Alternate Payment Programs

7.07.20

Governor Murphy Announces Recommendations of Report of New Jersey's Long-Term Care Industry

6.11.20

Title III of the CARES Act: Supporting America's Health Care System in the Fight Against the Coronavirus

3.31.20

Healthcare Perspectives Blog

Tips for Addressing Dispute Resolution in Payer-Provider Contracts

2.07.23

Published Articles

The CMS Managed Care Final Rule: Access Standards, Consumer Surveys, Payment Standards and More for Managed Medicaid and CHIP

12.18.24

Tips for Addressing Dispute Resolution in Payer-Provider Contracts

2.07.23

Federal "No Surprises Act" Brings National Oversight of Unexpected Billing for Healthcare Services

Spring 2021

Seminars & Events

Managed Care Contracts: Medicare and Medicaid Considerations for Providers
5.17.23

What ALL Business Owners Who Received Pandemic Relief Funds Need to Know about the Government's Crackdown on PPP Loan Fraud
6.28.22

Managed Care Contracts: Medicare and Medicaid Considerations for Providers
3.01.22

Integrating Health Care Financing and Delivery: New Paradigms for the 21st Century
11.19.20

Insurance Coverage Issues and Defending Your Rights in the Age of COVID-19
6.30.20