



Mitchell E. Zamoff, Esq.
Minneapolis, Minnesota



Primary Areas of Expertise

Complex Commercial Disputes
Contract Law
Healthcare
Antitrust and Competition Law
Insurance
Consumer Law

Professional Summary

Arbitrated and mediated over 200 cases. Chaired ADR professor and assistant dean at Top-20 US law school. Frequent presenter and author on issues relating to arbitration law and practice. Prior experience as General Counsel of Fortune 10 company and ADR practitioner at one of the world's largest law firms. Former member of AAA Board of Directors and advisory council. Active, hands-on approach informed by thorough preparation and years of experience as an arbitrator and mediator.

Current Employer-Title

University of Minnesota Law School – Assistant Dean of Experiential Education
J. Stewart and Mario Thomas McClendon Professor in Law and Alternative Dispute Resolution

Zamoff ADR

Profession

Professor, Assistant Dean, Arbitrator, Mediator

Work History

J. Stewart and Mario Thomas McClendon Professor in Law and Alternative Dispute Resolution & Assistant Dean of Experiential Education, University of Minnesota Law School, 2022 - Present;
Arbitrator and Mediator, Zamoff ADR, 2020 - Present;
Professor (Alternative Dispute Resolution), Litigation Program Director & Law in Practice Program Director, University of Minnesota Law School, 2017 - 2022;
Partner, Hogan Lovells US LLP (Minneapolis, MN), 2013 - 2017;
Co-Director, University of Minnesota Law School Mediation Clinic, 2012 - 2013;
Executive Vice President and General Counsel/General Counsel, UnitedHealth Group, 2009 - 2012;
General Counsel, UnitedHealthcare, 2008 - 2009;
Partner, Hogan & Hartson LLP (Washington, DC), 2001 - 2008;
Assistant U.S. Attorney, U.S. Department of Justice (Philadelphia, PA), 1996 -

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Neutral ID : 156546

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2000;
Associate, Hogan & Hartson LLP (Washington, DC), 1993 - 1996;
Law Clerk to Hon. Richard L. Williams, United States Court for the Eastern District of Virginia (Richmond, VA), 1992 - 1993.

Healthcare Experience

Substantial experience arbitrating, mediating, and litigating disputes involving healthcare entities and health law.

Specific matters include:

- Payor-provider payment disputes
- Contract disputes
- Matters relating to alleged non-compliance with state and federal healthcare laws and regulations
- Claims involving PBM pricing and reimbursement
- Bid protests and related disputes pertaining to state Medicare and Medicaid contracts
- Disputes between health plans and third-party administrators
- Claims relating to coding and reimbursement issues
- Disputes between health plans and vendors
- Disputes between health providers and vendors
- Claims involving pharmaceutical pricing
- Revenue cycle management
- Disputes between health care joint venturers
- Disputes between brand and generic pharmaceutical companies
- Disputes regarding the inclusion/exclusion of providers and pharmacies from health plan and PBM networks
- Disputes relating to pharmaceutical and medical device sales and marketing practices
- Disputes relating to alleged unlawful inducements and referrals
- Disputes relating to relationships between healthcare providers and pharmaceutical and medical device companies
- Antitrust/intellectual property disputes

Time devoted to representing/managing the following areas: 15% Hospitals; 30% Managed Care/Commercial Payors; 20% Other Non-Healthcare; 35% Other Healthcare.

Experience

Extensive experience in arbitration and mediation of commercial disputes as a neutral, advocate, and general counsel. Specific (non-exhaustive) experience and expertise is highlighted below:

CONSUMER LAW - Experience arbitrating, mediating, and litigating a wide range of consumer claims including breach of contract, false advertising, unfair pricing,

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antitrust, privacy, fraud and misleading conduct, lending and debt collection claims, and statutory and common law unfair competition claims.

CONTRACT LAW - Experience arbitrating, mediating, and litigating cases involving payment disputes, service agreements, exclusivity deals, employment and non-compete agreements, shareholder agreements, vendor and supplier contracts, and contracts for insurance.

HEALTHCARE - Experience arbitrating, mediating, and litigating disputes between healthcare entities involving contract interpretation and federal and state health laws. Disputants have included health insurers, hospitals and hospital systems, physicians and physician practices, medical groups, third-party administrators, treatment and testing facilities, PBMs, and other healthcare service providers. Experience includes cases involving utilization management, medical necessity, coordination of benefits, fee schedule interpretation, allowed amounts, covered services, eligible expenses, negotiated rates, clean claim issues, coding, prior authorization, experimental treatment and therapies, network terminations, "usual and customary" rates, HIPAA, FCA, ACA, ERISA, out-of-network claims, the federal 340B drug pricing program, non-compete agreements, software contracts, outsourcing agreements, ASO contracts, partnership and joint venture arrangements, unfair competition, and a host of alleged contractual breaches relating to insurance coverage and the provision of services in the healthcare industry. Experience with claims sampling in payor-provider disputes.

COMPLEX DISPUTES - Experience arbitrating, mediating, and litigating complex disputes involving healthcare law, contract law, antitrust and competition law, insurance law, consumer law, employment law, alleged fraud and deceptive practices, alleged violations of statutes and regulations, compliance issues, and government investigations.

EMPLOYMENT LAW -- Experience arbitrating, mediating, and litigating disputes involving alleged employment discrimination, alleged sexual harassment, alleged violations of employment agreements, the enforcement of non-competition and non-solicitation provisions, and alleged violations of employment law statutes and regulations.

PHARMACEUTICAL/BIOTECHNOLOGY - Experience arbitrating, mediating, and litigating antitrust/intellectual property disputes, contract disputes, issues regarding compliance with federal and state law, the False Claims and Anti-Kickback Acts, coding and reimbursement issues and relationships between healthcare providers and pharmaceutical and medical device companies.

INSURANCE - Experience arbitrating, mediating, and litigating disputes between insurers and insureds involving health, GCL, D&O, employment practices, E&O and other insurance policies. Extensive experience in health insurance law.

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ANTITRUST AND COMPETITION - Experience arbitrating, mediating, and litigating disputes involving alleged price fixing and other violations of the Sherman Act, claims involving pharmaceutical pricing, false advertising claims.

Healthcare Dispute Resolution Experience

Payor-provider disputes (claim amounts from \$500,000 to \$14.4M).

Other healthcare contract disputes (claim amounts from \$2.2M to \$215M), Including disputes involving:

- Contracts between health plans and PBMs
- Contracts between health plans and TPAs and other vendors
- Contracts between healthcare entities and employees/contractors
- Contracts between healthcare joint venturers
- Contracts between providers and vendors
- Contracts relating to state Medicare and Medicaid contracts
- Network agreements between health plans and providers
- Network agreements between PBMs and pharmacies

Disputes involving antitrust, competition law, and/or consumer protection law claims (claim amounts from \$10M to \$200M+).

Experience arbitrating, mediating, and litigating disputes between healthcare entities involving contract interpretation and federal and state health laws. Disputants have included health insurers, hospitals and hospital systems, physicians and physician practices, medical groups, third-party administrators, treatment and testing facilities, PBMs, and other healthcare service providers. Experience includes cases involving utilization management, medical necessity, coordination of benefits, fee schedule interpretation, allowed amounts, covered services, eligible expenses, negotiated rates, clean claim issues, coding, prior authorization, experimental treatment and therapies, network terminations, "usual and customary" rates, HIPAA, FCA, ACA, ERISA, out-of-network claims, the federal 340B drug pricing program, non-compete agreements, software contracts, outsourcing agreements, ASO contracts, partnership and joint venture arrangements, unfair competition, and a host of alleged contractual breaches relating to insurance coverage and the provision of services in the healthcare industry. Experience with claims sampling in payor-provider disputes.

Alternative Dispute Resolution Experience

Experienced neutral with substantial experience as an arbitrator and mediator. Able to draw upon experience as chaired professor of alternative dispute resolution, leader of ADR organizations, ADR practitioner at one of the world's largest law firms, and General Counsel of a U.S. Fortune 10 company to help parties resolve disputes of all shapes, sizes, and complexities. Arbitrated and mediated over 200 cases. J. Stewart and Mario Thomas McClendon Professor of Law and Alternative Dispute Resolution at University of Minnesota Law School. Professor and co-founder (and former co-director) of University of Minnesota Law School

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Mediation Clinic. Presenter, panelist, and author of articles on several ADR-related topics. Represented clients in numerous arbitration and mediation proceedings as partner at premier international law firm. Nominee for Trial Lawyer of the Year by Lawyers for Public Justice. Recognized by Guide to the Leading U.S. Litigation Lawyers. Responsible for oversight of all ADR proceedings on docket of Fortune 10 corporation. One of Corporate Board Member's "10 GCs to Watch" as GC of UnitedHealth Group. Former member of AAA Board of Directors, Council, and Healthcare Advisory Committee.

Technology Proficiency Extensive familiarity and experience with virtual meeting platforms such as Zoom, LoopUp, and GoToMeeting. Conducted several remote arbitrations and mediations since 2020.

Education University of Virginia Law School (JD, Order of the Coif-1992); University of Virginia (BA with distinction-1989).

Professional Licenses Admitted to the Bar: Minnesota.

Professional Associations Association of American Law Schools ADR Section; American Bar Association (Dispute Resolution Section); American Arbitration Association (former member of Board of Directors, Leadership Council, and Healthcare Advisory Committee); Conflict Resolution Center of Minnesota (Former Co-Chair of Board of Directors); Children's Law Center of Minnesota (Former Chairman of Board of Directors); Academy of Distinguished Teachers.

Recent Publications & Speaking Engagements Presentations and Speaking Engagements:

Panelist, AI in Action: Enhancing Healthcare Dispute Resolution, AAA 2025 Annual Conference (March 2025)

Co-Presenter, Navigating Managed Care for the Judiciary, AAA (September and December 2024)

Panelist, Healthcare Arbitrator Roundtable: Master Session on Effective Strategies, AAA 2024 Healthcare ADR Conference (October 2024)

Co-Presenter, Disclosures Are An Arbitrator's Best Friend, AAA Healthcare Panel Roundtable (June 2024)

Co-Presenter, Sanctioning Attorneys in Arbitration, ABA Dispute Resolution Section Spring Conference (April 2024)

Presenter, Transparent Connections: A Framework for Arbitrator Disclosure in the Era of Social Media, AAA (April 2024)

Presenter, Proposed Guidelines for Arbitral Disclosure of Social Media Activity, University of Minnesota Law School (February 2024)

Presenter, Arbitrators, Social Media and Disclosure Ethics, UNLV Law School (February 2024)

Presenter, Sanctioning Attorney Misconduct in Arbitration, AALS ADR Works-in-Progress Conference, Yale Law School & Quinnipiac University School of Law (October 2023)

Co-Presenter, Understanding and Maximizing the Benefits of Arbitration, ABA

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National Managed Care Institute (October 2023)
 Presenter, Do Arbitrators Have the Authority to Sanction Lawyer Misconduct?, AAA (August 2023).
 Presenter, Protecting Confidential Arbitration Awards, AAA (July 2023).
 Co-Presenter, Reforming the FAA: Forging a Path Forward, ABA Dispute Resolution Section Spring Conference (May 2023)
 Presenter, "Criminalizing" Depositions in Arbitration, AALS ADR Works-in-Progress Conference, University of Oregon Law School (October 2022)
 Presenter, Peering Into the Arbitrator's Brain: How is Your Large Complex Healthcare Case Evaluated, 2022 AAA Healthcare Dispute Resolution Innovation & Strategy Conference (September 2022)
 Presenter, Proposed Guidelines for Arbitral Disclosure of Social Media Activity, ABA Dispute Resolution Section Spring Conference (April 2022)
 Presenter, Safeguarding Confidential Commercial Arbitration Awards in Uncontested Confirmation Actions, AALS ADR Works-in-Progress Conference, University of Maryland Law School (February 2022)
 Presenter, Proposed Guidelines for Arbitral Disclosure of Social Media Activity, AALS ADR Works-in-Progress Conference, Straus Institute for Dispute Resolution (October 2021)
 Presenter, Say What? Arbitrator Disclosures – What Arbitrators Should Disclose, What Counsel Should Do With Disclosures and Why it Matters, ABA Dispute Resolution Section Conference (April 2019)
 Faculty, AAA Healthcare Dispute Resolution Innovation & Strategy Conference
 Faculty, ACI, Managed Care Disputes and Litigation, Alternative Dispute Resolution: Streamlining the Arbitration Process in Light of the Healthcare Payor-Provider Rules
 Faculty, AAA Rx for Healthcare Disputes: Exploring Alternative Dispute Resolution Solutions

Publications:

The FAA's Silence on Arbitral Disclosures: A Pressing Problem in the Social Media Age (book chapter), THE FEDERAL ARBITRATION ACT: SUCCESSES, FAILURES, AND A ROADMAP FOR REFORM, Richard A. Bales & Jill I. Gross, editors (2025 Cambridge University Press)
 Transparent Connections: Arbitrators, Attorneys, Parties and Social Media Disclosures, AAA-ICDR Blog & News (July 2024)
 Criminalizing' Depositions in Arbitration, 108 Minn. L. Rev. 2437 (2024)
 Safeguarding Confidential Arbitration Awards in Uncontested Confirmation Actions, 59 AM. B.L.J. 505 (2022)
 Proposed Guidelines for Arbitral Disclosure of Social Media Activity, 23 CARDOZO J. CONFL. RESOL. 1 (2022) (with Leslie Bellwood) (selected as Best ADR Scholarly Article of the Year by AALS ADR Section)

Locations Where Parties Will Not be Charged for

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Travel Expenses

Citizenship	United States of America
Languages	English

Compensation	Hearing:	\$625.00/Hr
	Study:	\$625.00/Hr
	Travel:	\$350.00/Hr
	Cancellation Period:	0 Days
	Comment:	Willing to serve throughout the U.S. and overseas.

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