



## ADAM S. APATOFF, B.B.A. '93

Chair of Membership

Adam Apatoff is a principal in the law firm Apatoff Peters Ebersohl and co-founder, general counsel, and compliance officer for Secure Exchange Solutions, Inc., a leading provider of cloud-based clinical data exchange and AI-driven analytics solutions for the health care industry. In the latter role, Apatoff is responsible for regulatory and legal matters including IP licensing, contract compliance, data privacy, security, and industry-specific regulations, certifications, and accreditations. He is vice chair of the board of directors of DirectTrust, the health care industry's self-regulatory organization for compliance with the Direct Protocol, the transport standard adopted by the Office of the National

Coordinator for Health Information Technology for secure clinical data exchange. Apatoff was the founder and original chair of the Healthcare IT Committee of the Maryland Tech Council, the state's leading technology industry organization. The *Washington Business Journal* has recognized him four times as one of the Washington, D.C. area's top three attorneys in the area of technology transactions.

An attorney with 25 years' experience, Apatoff negotiates, structures, and documents technology licensing, marketing, and development agreements and transactions, and counsels companies on general commercial, employment, and corporate organization and governance matters. His focus is on information technology firms that provide mission-critical enterprise software solutions and IT services to Fortune 1000 companies and many of the largest health insurance carriers and health care systems in the U.S. Apatoff has a deep understanding of HIPAA and state privacy law compliance by both business associates and covered entities. In the life sciences industry, he was previously general counsel to a venture-backed cancer diagnostics company.

Apatoff received his M.B.A. from The George Washington University and his J.D. from the Delaware Law School of Widener University. He earned his B.B.A. in finance and political science from the University of Miami and is a member of the Miami Herbert Business School Entrepreneurship Program Advisory Board. Apatoff is admitted to practice in the State of Maryland and before the U.S. Court of International Trade and the U.S. District Court for Maryland.