



Attorney Advertising

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## Healthcare

In a heavily regulated and rapidly changing industry, healthcare providers, payors of care and companies involved in the healthcare industry need knowledgeable, experienced legal counsel to guide them through the maze of government regulations. In addition, healthcare consumers and providers oftentimes need an experienced advocate to deal with managed care companies on such issues as coverage, reimbursement and contractual rights. Our attorneys assist individuals and entities in the healthcare industry in meeting their strategic goals, while ensuring strict compliance with the assortment of state and federal regulations. We understand the healthcare industry, the regulatory bodies that govern it and the public need for a strong healthcare system.

*A managed care company is reimbursing claims that should not have been paid and needs advice on recovery efforts and avoidance of future overpayments.*

*A DME provider has a significant Medicare/Medicaid clientele and needs to establish an effective corporate compliance program.*

*A group of physicians needs to negotiate rates with a managed care company.*

*A hospital requires general counsel on matters such as revising the corporation's by-laws, reviewing regulatory requirements, and examining the requirements of members of the Board of Directors.*

*Several doctors plan to merge their practices in order to provide more efficient services and gain negotiating power with their payors.*

*A major not-for-profit managed care organization desires to convert to a for-profit corporation or needs to make a strategic acquisition.*

*A community hospital needs assistance in understanding the regulatory bodies and accreditation agencies, such as the Department of Health, the Joint Commission and the CMS, which govern it.*

*Two not-for-profit agencies decide to merge their services to reduce costs and serve their communities more efficiently.*

*A hospital's board of trustees needs counseling on corporate governance issues.*

*A group of multidisciplinary therapists plans to organize a single practice group.*

*A major healthcare facility faces a regulatory environmental problem.*

*A hospital seeks governmental agency and bank financing.*

Our healthcare practice encompasses all aspects of transactional, regulatory, legislative, litigation and counseling areas of health law. Our clients include:

- Hospitals
- Physicians
- Physician groups
- Home healthcare companies
- PHOs
- Managed care organizations
- Nursing homes
- Hospice care organizations
- MSOs
- Diagnostic & treatment centers
- Clinical laboratories
- Third-party administrators
- DME providers
- Benefit plan consultants

#### **Meeting your strategic goals**

We assist clients in the complex structuring and negotiation of business and legal transactions, including corporate structure and reorganization, mergers and acquisitions, traditional lending and bond financing transactions and a wide variety of joint ventures. We provide counsel on establishment of and participation in managed care programs and Medicare and Medicaid programs.

#### **Coping with governmental regulations**

We advise clients concerning business and commercial relationships in the context of federal and state fraud and abuse laws, anti-kickback laws, self-referral laws and professional practice laws.

#### **Defending the healthcare professional**

Our attorneys have defended clients in numerous administrative and judicial settings, including the imposition of civil monetary penalties, threatened exclusions from the Medicare and Medicaid programs, termination from insurance plans, allegations of false claims and allegations of professional misconduct.

#### **Working together to provide comprehensive service**

Attorneys in our Health Law Practice Group work closely with the other practice groups to ensure that our clients receive the full benefit of the wide range of experience throughout the firm. In connection with a particular transaction, our attorneys may consult with attorneys with experience in corporate, land use, tax, real estate, litigation and employment law. Every transaction may be studied based upon need to ensure that our clients receive thorough representation involving another field of law. The result is a more cost-efficient, thorough consideration of all relevant issues.

#### **Putting experience to good use**

Many of our attorneys have prior experience in the business world, or hold advanced degrees in business, accounting and tax. They demonstrate their commitment to the Long Island community by serving as members of the Boards of Directors of many not-for-profit organizations.