



GRAY REED®

HEALTHCARE

The healthcare industry is subject to legal and regulatory requirements that govern every aspect of the way business is conducted and services are delivered. Our healthcare lawyers, four of whom are board certified in health law by the Texas Board of Legal Specialization, are well equipped to counsel a diverse clientele on strategies for the ever-changing healthcare landscape. Not only do we understand healthcare law and the industry, but we also know the healthcare market and what drives the market, which allows us to give our clients both quality legal and business advice.

We listen to our clients' business objectives and work to combine specialized legal and industry knowledge, relationships and strategy to reach comprehensive, creative and compliant solutions. This unique approach has enabled us to become a trusted advisor and effective advocate for a broad spectrum of healthcare clients that include:

- Healthcare systems and networks
- Hospitals
- Physician practices/dental practices
- Management companies
- Provider networks including clinically integrated networks and ACOs
- Managed care contracting and reimbursement companies
- Physician-owned entities
- Rehabilitation, managed care providers/accountable care organizations
- Imaging and other ancillary providers
- Ambulatory surgery facilities
- Pharmacy providers
- Long-term care facilities/home health agencies/hospice
- Project developers/financial investors/private equity

REGULATORY & COMPLIANCE

Our attorneys counsel clients in complying with complex state and federal laws and regulations affecting the healthcare industry. We have extensive practical experience in developing and implementing individually tailored compliance programs for the spectrum of clients represented. We provide related training as well as monitor and audit the programs to ensure their efficacy in regulating the healthcare payment and delivery systems. We also have experience dealing with complex self-disclosure issues, RAC, ZPIC and other payor audits, investigations, and Stark and anti-kickback analysis.



CORPORATE & TRANSACTIONAL

Our Healthcare Practice Group has a particular focus on the syndication of partnerships/company interests in the healthcare industry and in the representation of physician practices, physician sponsored provider organizations, physician/hospital partnerships in the development of specialty and acute care hospitals, diagnostic imaging centers and cath labs. We have substantial experience advising clients on a broad range of legal issues relating to the structuring, organization, licensing and operation of ambulatory surgery centers and hospitals. Our practice group helps our clients negotiate, structure, document and achieve regulatory compliance with healthcare transactions. This includes:

- Mergers and acquisitions
- Joint ventures and strategic alliances
- Complex commercial agreements
- Affiliations, research collaborations and licensing agreements
- Equity and debt financings
- Restructurings and workouts
- Facility structure and financing
- Corporate formation and choice of business entity
- Change of ownership (CHOW) advice
- Physician practice issues and development of ancillary services
- Healthcare reimbursement
- Contract drafting, review and negotiation
- Corporate governance compliance and best practices

LITIGATION

Our attorneys have successfully resolved disputes and litigated cases before local, state and federal regulators covering virtually every aspect of healthcare law, including: healthcare-related business litigation, medical malpractice, internal investigations and the defense of allegations of fraud involving government programs; criminal investigations of abuse and related civil actions; actions brought under the false claims act including qui tam and whistleblower lawsuits; reimbursement appeals before the provider reimbursement review board and in the courts; provider licensing and certification investigations and litigation; and medical staff disciplinary actions, due process and fair hearings.