

Andrew S. Furlow

Counsel
New York

Biography

Andrew Furlow guides health care companies through their most pressing legal challenges and helps them seize new and inviting strategic opportunities.

Recently, Andrew has been at the leading edge of the movement toward value-based care, advising payers and providers seeking to build new value-based systems, and assisting manufacturers and suppliers looking for new ways to grow their business in a value-based world. For nearly a decade, he has helped drug and medical device companies master the Physician Payments Sunshine Act and other brand-new fraud and abuse compliance challenges. Andrew also partners with academic medical centers, physician groups, and other leading health care providers to guide them past legal dangers and over barriers to their critical business goals.

Andrew clerked for the Honorable David F. Hamilton on the U.S. Court of Appeals for the Seventh Circuit and the U.S. District Court for the Southern District of Indiana. He received his J.D. from Harvard Law School, where he served as an executive editor on the *Harvard Law Review*.

Representative experience

Guided a leading insurer in standing up its new



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Practices

Health Law

Industries

Life Sciences and Health Care

Areas of focus

Auditing, Internal Reviews,
Reporting, Self-Disclosure

Digital Health

False Claims Act

Government Investigations

Health Care Services

Hospitals and Health Care Providers

bundled payments business and launching participation in Bundled Payments for Care Improvement (BPCI) Advanced payment model.

Partnered with major hospital systems and American Hospital Association to address costly flaws in government billing audits.

Led cross-border team in implementing a transparency solution for a major pharmaceutical manufacturer's global marketing initiative.

Assisted a host of drug and device manufacturers to correct failures to report under Sunshine (Open Payments) and to set up robust compliance programs.

Led health care fraud and abuse diligence for a large and growing device manufacturer in three major potential acquisitions.

Seconded to two global pharmaceutical manufacturers, in one case reporting directly to general counsel.

Awards and rankings

- Rising Star, Health Care, *Washington, D.C. Super Lawyers*, 2017-2018

Latest thinking and events

- Hogan Lovells Publications
 - A bit more Sunshine: CMS proposes collecting additional information on manufacturer payments under the Open Payments program *Health Alert*
- Hogan Lovells Publications
 - CMS Radiation Oncology Model proposed rule – summary and early insights *Health Alert*
- Webinar
 - Proposed AKS rewrite on drug rebates: The impact and challenges ahead
- Hogan Lovells Publications

Medical Devices

Pharmaceuticals and Biotechnology

Education and admissions

Education

J.D., Harvard Law School, cum laude, 2009

B.A., Duke University, cum laude, 2005

Bar admissions and qualifications

New York

District of Columbia

- Trump administration proposes ambitious AKS rewrite on drug rebates, but needs answers to big questions *Health Alert*
- Hogan Lovells Publications
 - HHS OIG: Smartphone loaner to needy patients may not violate Anti-Kickback Statute *Pharmaceutical and Biotechnology Alert*
- Press Releases
 - Hogan Lovells rings in the New Year with 30 promotions to partner and 47 promotions to counsel