

## Hospitals and Health Care Providers

Changes in government policy, regulation, and the market are transforming hospital operations and health care delivery – constantly adding new challenges to an already demanding environment.

We know how overwhelming it can be trying to effectively navigate today's regulatory environment and capitalize on strategic opportunities. Many members of our team have previously worked in key positions in both the private and public sectors, including the U.S. Department of Health and Human Services (HHS), the Centers for Medicare & Medicaid Services (CMS), and the Federal Trade Commission (FTC). We leverage our previous experience as top government officials in regulatory and policy agencies. And we leverage our long record of advising world-class clients in the hospital and health care delivery sector to anticipate future challenges and propose creative solutions.

From corporate structure and compliance to consolidations and transactions, we'll help you stay ahead of potential issues, avoid regulatory problems, and execute effectively on your immediate and long-term strategies. Having an in-depth understanding of the relationship between the government and global health care marketplace allows us to counsel you effectively on legal and regulatory issues – and to be your strategic advisor, litigator, and dealmaker, too.

### Contacts

**Thomas Beimers,**  
Minneapolis

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### Practices

Privacy and  
Cybersecurity

Antitrust and  
Competition

Pharmaceuticals and  
Biotechnology  
Regulatory

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### Industries

Life Sciences and Health  
Care

Our health care transactions team leads the nation in the number of complex hospital, academic medical centers, and health system transactions it has handled. Combining our technical and industry knowledge enables us to understand your objectives, plan for the positions likely to be taken by other parties, and help you develop the best deal structure and strategy.

## Representative experience

Howard University on a management services agreement with Adventist HealthCare to build a new replacement hospital as part of their overall strategy to serve the health care needs of the community and region.

Vanderbilt University on transfer of its medical center, dozens of ancillary businesses and sites, and a 50-hospital affiliated network to a newly formed independent organization.

St. Louis University on acquisition of St. Louis University Hospital from Tenet Healthcare and contribution of hospital assets to newly formed joint venture with SSM Health.

The University of Pennsylvania on its exclusive license and collaboration agreement with Novartis for the development of novel CAR-T therapies.

Fred Hutchinson Cancer Research Center in its initial founding, investment, licensing, collaboration, contractual and shareholder matters, and initial public offering of Juno Therapeutics.

Fred Hutchinson Cancer Research Center in its license and collaboration agreements with Faraday Pharmaceuticals.

A large multi-site hospital system in a series of adverse audit findings to enhance its financial and administrative compliance policies and procedures, and delivered comprehensive research compliance training.

Assist multiple hospitals to establish affiliated research institutes, advise on federal grant and contract law, draft research policies and agreements, and create federal regulatory compliance structures.

Draft conflict of interest policies for academic medical centers and advise on issues that arise in negotiating licensing agreements and other commercial arrangements.

Help payers on behalf of provider associations to influence coverage and reimbursement proposals and resolve coverage and reimbursement challenges.

Hospitals and academic medical centers in matters involving claims of fraud in connection with federally funded programs, including clinical research programs.

Numerous public and private hospitals and academic medical centers on establishing health care fraud and abuse compliance programs.

Medical centers on HIPAA compliance, policies and procedures, privacy, and information security. We are also involved in data breach prevention efforts and security incident investigations.

Advised a national health care company on applicable laws and regulations for delivery of physician visits and consultations over the internet.

Advised on various regulatory aspects of international telemedicine, including cross-border health care, data privacy, and medical device aspects.

Advising a major hospital on efforts to establish administrative office locations and clinical research sites across four continents.

Advised an institution on preparing guidelines for the launch of its digital health project in China, addressing regulatory constraints and proposing measures to manage regulation.

Conducted audits and facilitated reporting for several hospital Human Research Protection Programs to assess compliance with FDA and the Office of Human

Research Protections (OHRP) regulations.

American Hospital Association, the Association of American Colleges, and three individual hospitals on fending off a rule to cut more than US\$600m to Medicare providers of outpatient hospital services.

## Latest thinking and events

### News

Senate passes drug pricing legislation

### News

CMS proposes sweeping changes to regenerative medicine reimbursement framework

### News

A survey of President Biden's Executive Order on promoting competition in the American economy

### News

New circuit split on evidence needed to prove a kickback renders a claim false or fraudulent

### News

World Stem Cell Summit panel compares global trends in regenerative medicine regulations

### Insights

Spotlight on Greater China: internal investigations and enforcement trends in the life sciences sector