

# Health Law

Paley Rothman's health law attorneys provide sophisticated legal advice to medical and dental practices throughout the Washington, D.C. metropolitan area. Our knowledge of the health sector along with our experience and strong business practice ensure that every healthcare industry client receives representation of the highest quality.

We are mindful of—and capitalize on—relevant industry trends, including the development of alternative systems of healthcare delivery, the expanding role of government, the changing ownership and management of healthcare facilities and the debate over cost containment. Paley Rothman represents both individual and corporate providers as well as healthcare facilities, so we are familiar with the various perspectives of different participants in this ever-changing area of the law.

## FORMATION OF HEALTHCARE ORGANIZATIONS

As the healthcare field has evolved over recent years, Paley Rothman's attorneys have been at the forefront of designing new types of business services to meet our clients' needs. We have developed and formed several prepaid dental plans and preferred provider organizations (PPOs) as well as individual practitioner associations (IPAs) and limited health service HMOs. We have also organized and represented numerous medical departments at various hospitals, nursing homes, free-standing emergency rooms, ambulatory surgery centers (ASCs) and clinics. Of special significance in this cost-conscious era, our healthcare attorneys have negotiated and drafted contracts between prepaid plans, providers and facilities.

## REGULATORY COMPLIANCE

We frequently evaluate our clients' regulatory obligations to help design efficient, cost-effective compliance strategies. We have handled rate approvals before state insurance commissioners, as well as licensing and accreditation matters on behalf of nursing homes. Our healthcare attorneys are equally experienced in dealing with requirements imposed by ERISA, the Departments of Labor and Health and Human Services, Centers for Medicare & Medicaid Service as well as state and local regulatory agencies.

## COST CONTAINMENT

The issue of cost containment is dominant in the field of healthcare today. The rules of negotiation, contracting and compensation constantly change among providers, insurers and institutions. Our attorneys are experienced in all of the elements of provider contracting and in dealing with many governmental cost-containment measures. One example, among many, is our having successfully provided Certificate of Need (CON) representation.

## DISPUTES AND LITIGATION

In conjunction with our litigation practice group, we handle a wide range of disputes in the field of healthcare, including cancellation of provider contracts, billing, reimbursement and payment controversies. In the regulatory arena, we have represented providers in loss of privilege controversies as well as institutions in disputes involving loss of operating licenses. We have also handled antitrust problems arising from exclusive provider contracts. As a result of the reputation we've earned based on our considerable experience and knowledge, we are frequently called upon to advise clients on hospital governance and on the legal controversies generated in this area.