

## Health Care

We get it. Health care is hard.

We think America's health care system contains arguably the most vexing collection of laws and regulations we've ever seen. Participants must make daily decisions that, if made incorrectly, can result in the real risk of significant civil and criminal consequences. Combined with the already daunting issues associated with the practice of health care, entities and individuals are often overwhelmed by the shifting legal landscapes that confound them. However, amidst this kaleidoscope of laws, we engage with our clients to tap into opportunities for success or help clients minimize mistakes they may not have known they were making.

While located in Chattanooga, our clients can be found throughout the country. We are a unique practice whose personality reflects the myriad of laws within the industry and our diverse set of clients.

Our lawyers provide guidance to leading health care participants throughout Tennessee, the Southeast, and America. Clients include:

- Physicians and other medical groups
- Revenue cycle management companies
- Physician practice management companies
- Outpatient diagnostic centers
- Ambulatory surgical centers
- Faculty practice plans
- Home health providers and hospices
- Hospitals
- Medical equipment suppliers
- Nursing homes and assisted living facilities
- Healthcare focused private equity and venture capital firms

In the morning, we might sit down with a physician to resolve an investigation from a state licensing board. At lunch, we may jump on a call with a private equity firm to re-structure a complex acquisition to deal with unique state laws. Early afternoon could include an unexpected trip to the court to enforce a non-compete against a former employee. At day's end, we might chuckle over a client's email thanking us for providing them an interpretation of a particularly weird Medicare regulation.

Some of the specific areas within health care where we provide counsel include:

- Mergers, acquisitions and restructuring involving physician practices, hospitals, and other health care entities
- Analyzing and enforcing non-competition and non-solicitation restrictions
- Licensure and certificate of need statutes and regulations

- Complex health care vendor contract negotiation
- Compliance plan design and implementation
- Private equity investment in healthcare
- Class action defense
- Joint ventures
- Governmental and private payor investigations
- HIPAA and other patient confidentiality laws
- Litigation and dispute resolution
- Managed care contracts
- Organization of physician and professional health care entities
- Regulatory matters including fraud and abuse, Stark, and the False Claims Act
- Employee harassment
- Unwinding physician and hospital relationships
- Medicare and other payor audits and appeals
- Design of compensation and buy-in/buy-out structures
- Call coverage and co-management arrangements
- Defense of licensed practitioners in adverse actions before state licensure boards, third party payors and medical staffs
- Lending
- Physician office building projects and development
- Physician recruitment and employment agreements

At Chambliss, we are prepared to guide our clients. Our health care team strives to understand *their* unique history.

And when their problems bleed into other areas of the law (*because health care is rarely just about health care*), we will use an interdisciplinary approach to bring strategic, tailored solutions with the help of our Business, Mergers and Acquisitions, Finance, Intellectual Property, Labor and Employment, and Litigation Sections.

Our health care attorneys are actively involved in leading industry and professional groups. Our team regularly presents on cutting edge health care topics. We strive to take a personal and dedicated role to understand the specific issues that affect *our clients*. Within our talented team of attorneys, members have been recognized by organizations that review such things, including *Best Lawyers in America*, *Chambers USA*, and *Super Lawyers*.

We love what we do, and we try to have fun while doing it. Even when it's not.