



## Revenue Cycle Management

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The Chambliss health care team is deeply rooted in the revenue cycle management industry and is proud to serve as outside counsel for many of the nation's top billing and accounts receivable management companies. We have devoted nearly 20 years to acting as committed advisors to clients throughout the industry so we can provide forward-thinking, individualized solutions that are strategic, yet flexible.

We are familiar with the evolving health care market that drives the key pressure points for revenue cycle management participants, and work through both internal and external issues. We work with in-house counsel and management to align risk with client profiles and design team-based approaches.

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### Related Services

- Fraud, Compliance, & Reimbursement
- Health Care
- Health Care Litigation
- Regulatory and Administrative Proceedings

### Related Industries

- Health Care

### Related People

- Calvin B. "Cal" Marshall, Jr.
- Mark A. Cunningham
- Douglas S. "Doug" Griswold
- Jed Roebuck
- Louis W. Metcalfe
- Lisa M. Kiner
- J. Mitchell "Mitch" Barton
- Angela R. Dawson
- Isabelle M. Thibault



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## **1) Client Contracting**

We are recognized leaders in the area of revenue cycle management contracting, and we frequently advise clients in the drafting, negotiation, and litigation of their contracts. We are familiar with and tailor client specific advice to respond to leading industry concerns, such as compliance, limitations on liability, indemnity, pricing structure, key performance indicators, and confidentiality. We can align the contracting process with the client's short-term and long-term goals.

## **2) Downstream Contracting**

Similarly, our health care team frequently advises clients on downstream contracts with third party vendors to align those relationships to the client's overall business approach. We may design structures that incorporate third party software and technology, business intelligence partnerships, off-shore resources, and data processing services.

## **3) Compliance Response Team**

Our health care attorneys work closely with our clients to develop prompt and timely responses to challenging compliance issues that threaten their businesses. We are well connected in leading industry associations, the health care bar, and compliance organizations. Our attorneys rapidly respond to cyber liability events, HIPAA and confidentiality breaches, government investigations (whether affecting our clients or our clients' customers), compliance events, and associated day-to-day billing issues.

#### **4) Mergers and Acquisitions**

Given the constantly changing health care landscape, we witness the frequent realignment of partners and competitors. We have worked tirelessly to embed ourselves within the health care mergers and acquisition (M&A) arena. Because of our efforts, we have built a strong portfolio of sophisticated deals where we have served as counsel to buyers and sellers throughout the private and public markets. We partner with clients to help provide solutions to health care organizations where continued success and strength can be realized.

#### **5) Employment Counsel**

We are well-versed in the range of employment issues facing revenue cycle management clients, including the preparation of client-specific confidentiality and non-solicitation provisions, advising and drafting documents associated with the termination of employees, and the design of C-suite compensation and bonus arrangements.

#### **6) RCM Specific Litigation**

While we proactively counsel clients to minimize risk and liability, health care disputes are sometimes inevitable. Our litigation team has successfully represented and defended numerous clients facing litigation or arbitration disputes related to contracts, civil and criminal investigations, whistleblowers, theft of corporate secrets, class actions, Medicare appeals, bankruptcy, and intellectual property infringement. Unlike many firms, our litigation team is dialed in to our clients' industries. We have built a robust practice serving revenue cycle management and billing companies and will continue to stay on top of industry changes, speak to trade groups on cutting-edge topics, and come to work every day to advance the goals of our RCM clients.