

# FOULSTON

ATTORNEYS AT LAW

## HEALTHCARE LAW

### AREAS OF REPRESENTATION

The healthcare industry is one of the most regulated sectors of our economy. Hospitals, physicians, and other healthcare providers must comply with an increasingly complex maze of federal and state laws and regulations unique to this industry. Foulston attorneys work with healthcare providers on a daily basis to address the following challenges:

- Structuring transactions to comply with the Stark law
- Representing healthcare providers in disputes with insurance companies (both private and governmental payors) including out-of-network issues
- Avoiding exposure under the Anti-Kickback Statute
- Complying with Medicare and Medicaid reimbursement rules (including provider appeals)
- Responding to government investigations and qui tam lawsuits
- Negotiating employment and professional service contracts
- Handling licensing, accreditation, and certification issues
- Developing effective corporate compliance programs
- Addressing peer review and risk management issues
- Understanding HIPAA Privacy and Security rules and investigating potential breaches
- Meeting EMTALA requirements
- Negotiating payor contracts
- Providing advice on managed care issues, EHR meaningful use, MACRA/MIPS, and telemedicine
- Setting up professional corporations and limited liability companies for physician practices

Additionally, healthcare providers face many of the same legal challenges other businesses must address. Our firm's clients draw upon the wealth of knowledge and experience of attorneys practicing in these areas:

- Labor and employment
- Immigration
- Mergers, acquisitions, and joint ventures
- Federal, state, and local taxation
- Intellectual property
- Commercial litigation
- Antitrust
- General business counseling
- Estate planning
- Tax-exempt organizations
- Real estate

### ABOUT FOULSTON

Foulston provides the depth of a full-service law firm, including a wealth of resources reaching far beyond health law. We are the largest Kansas-based law firm, with nearly 90 lawyers and offices in Kansas City, Topeka, and Wichita, and are committed to providing excellent legal services promptly and efficiently.

We are a selected member of four different legal networks, enabling us to provide our team and clients with global access on demand to premier legal professionals to supplement our firm's resources. Foulston is the only Kansas member of Employers Counsel Network, Lex Mundi, and State Law Resources and is one of two Kansas members of GGI Global Alliance AG.

## FOULSTON

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Foulston Siefkin offers healthcare providers throughout the nation a high level of knowledge and service at Midwestern rates. The members of our healthcare law practice group are prepared to guide your organization through the tangle of legal requirements. Our attorneys have been recognized by national organizations as among the leading healthcare lawyers in the United States.

We place a premium on understanding each of our client's unique needs. Like healthcare providers, we understand that an ounce of prevention is worth a pound of cure. Our attorneys are committed to assisting our clients with the development of measures to minimize legal exposure. We also appreciate the importance of a quick response to emergency situations. To that end, our attorneys strive to remain readily accessible to our clients.

Our healthcare lawyers maintain a high level of knowledge regarding federal and state regulations affecting the healthcare industry. Our firm devotes significant resources to ensure our attorneys remain up-to-date on developments. At the same time, the relationship of our healthcare practice group with Foulston's other practice groups, including the taxation, general business, labor and employment, and commercial litigation groups, enhances our ability to consider all of the legal ramifications of any situation or strategy.



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