

# BOND

## HEALTH CARE

### Assisting our clients to navigate the transformation in health care payment and delivery.

The health care industry is changing at a rapid pace – new care delivery and reimbursement models; expansion of mandatory participation in managed care; changes to the regulatory environment; and new services, products and technology. It's a challenging time for the health care delivery system.

Whether your organization is for-profit or not-for-profit, Bond, Schoeneck & King PLLC can assist you with strong, focused, legal services.

#### Why Choose Bond?

- **Experienced, Professional Service for Each and Every Client.**  
Drawing upon our depth of experience and a keen understanding of the challenges our clients face in the current health care environment, we are trusted advisors to a broad range of health care providers across the continuum of care – health systems, hospitals, long-term care providers, physicians and group practices, behavioral health providers, home care agencies, other health providers and managed care plans. We also represent leading entities and participating providers in the Delivery System Reform Incentive Payment Program (DSRIP). We assist our clients to identify and implement strategies to achieve their business goals and manage the demands of regulatory oversight and compliance.
- **Breadth of Legal Services to Meet All Your Needs.**  
Bond has the full spectrum of practice areas to provide a single source of legal counsel to assist in achieving your goals. You'll receive legal services in a coordinated, comprehensive and efficient manner.
- **Prompt Attention When and Where You Need Us.**  
When you call us, you can expect a prompt response and dedicated service. With offices across the State, we are well-positioned to handle statewide as well as local legal matters and issues. Our offices and practices are interconnected, which enables us to provide the right resources for your legal needs.
- **Preventative Counseling and Training to Save You Time and Expense.**  
An upfront understanding of laws and regulations can prevent lawsuits, avoid fines and other costs associated with enforcement actions and litigation. We provide preventative counseling to anticipate issues before they become problematic. We also frequently provide educational training sessions to clients.
- **Commitment to the Health Care Industry and Our Clients.**  
Our clients have the benefit of attorneys with decades of health care experience. The Bond health care team includes attorneys who have served as in-house counsel to hospitals, health systems, and private corporations, senior policy makers, and in executive positions at state agencies and provider associations. This experience informs our insight and judgment in helping clients solve complex problems at the intersection of health care law, policy and government relations. In addition, our health care clients are served by attorneys who are dedicated to labor relations, financial restructuring, commercial transactions, and litigation, with extensive health care industry experience.

#### About Bond, Schoeneck & King

Bond serves individuals, companies and public-sector entities in a broad range of areas.

With more than 300 lawyers and 14 offices, we represent clients in manufacturing; agribusiness; commercial lending and real estate and construction; energy; health care and long term care as well as municipalities, school districts, higher education and other exempt and nonprofit organizations. We maintain 10 offices across New York; and one each in Boston; Kansas City; Naples; and Newark.

Bond is committed to understanding our clients' needs and providing comprehensive, practical, high-quality and responsive solutions. We strive to maintain the highest professional and ethical standards, and to provide leadership in community activities, pro-bono work and service to the Bar.

For more information, visit [bsk.com](http://bsk.com).

## Bond services at-a-glance for health care providers:

As our client, you'll have access to lawyers who can advise you about the broad spectrum of issues in the health care arena, as well as business areas integral to health care delivery. You are our business. Notable practices and services that serve our health care clients include:

### Health Care

Our health care practice provides counsel to a broad range of health care providers across the continuum of care that includes:

- Alliances and relationships among health providers
- Audits and self-disclosure
- Commercial litigation
- Compliance and regulatory affairs
- Development of policies and forms
- Developmental disability law
- DSRIP
- Federal and state health care reform, including new care delivery models
- Fraud and abuse
- Government relations and affairs, lobbying activities
- Guardianship and estate matters
- Health information technology
- HIPAA/privacy and security laws including HITECH compliance
- Hospital-physician arrangements
- Licensure and disciplinary proceedings
- Medicaid/Medicare
- Medical staff affairs
- Not-for-profit law
- Quality and pay-for-performance
- Reimbursement and overpayments
- Telemedicine and telehealth

### Labor and Employment

The Bond labor and employment practice has represented health care employers in:

- Affirmative action plan preparation and audits
- Drafting and reviewing personnel policies/handbooks
- Employment discrimination
- Labor relations
- Government regulation
- Management training and counseling

- Responding to union organizing attempts
- Collective bargaining and arbitration
- Employment law litigation
- Drafting and evaluating individual employment contracts
- Immigration issues

### Business and Transactions

The Bond business and transactions practice has represented health care businesses with:

- Contracts and business transactions
- Corporate formation, structure and governance including shareholder/member relationships
- Finance, restructuring and bankruptcy
- Mergers and acquisitions
- Preparing and negotiating managed care contracts
- Forming managed care entities including obtaining regulatory approvals
- Reviewing managed care contracts for long term care providers
- Creating integrated delivery systems among various providers
- Drafting, negotiating and enforcing contracts with third party vendors
- Counseling on choice of entity decisions, buy-sell agreements, corporate governance, and bylaws
- Tax planning and solutions

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