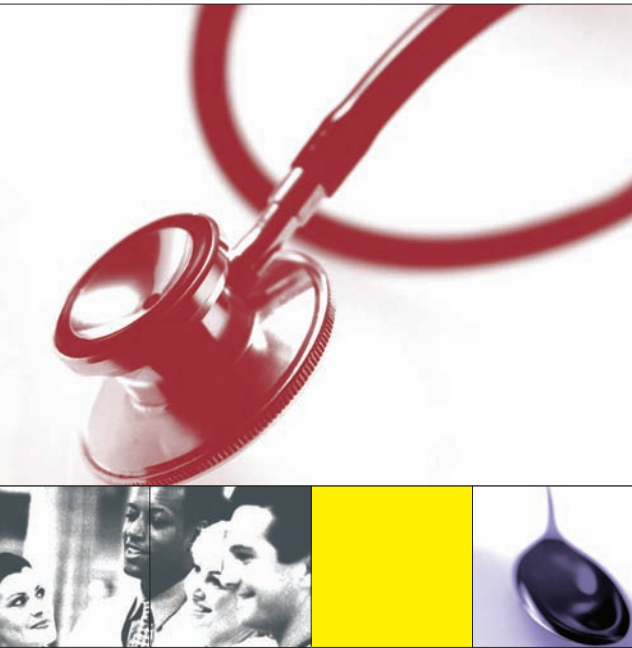


**THOMPSON  
HINE**

Services to the Health Care Industry





## About The Group

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*Businesses in the health care industry face complex challenges due to increased state and federal regulation. Health care providers, drug and device manufacturers, and health-related e-businesses need experienced lawyers to assist in the practical interpretation of these laws to maximize opportunities for growth and profitability and to ensure their practices comply with this ever-changing regulatory environment.*

*I d e n t i f y i n g* risks . . .  
d e v e l o p i n g i n n o v a t i v e  
*s o l u t i o n s* . . .



*Thompson Hine's Health Care group* unites transactional and litigation lawyers to provide a wide range of legal services to businesses in the health care industry. Our team includes the following lawyers:

- Corporate lawyers capable of structuring complex mergers, acquisitions and other transactions to comply with state and federal laws
- Litigators who defend companies in criminal and civil enforcement actions and who appear regularly on behalf of clients in state and federal court and administrative agencies
- Lawyers who provide detailed regulatory, reimbursement and compliance advice on state and federal laws that affect the health care industry, such as the Health Insurance Portability and Accountability Act of 1996 (HIPAA), the federal physician self-referral law and the federal anti-kickback law

Lawyers in our Health Care group realize that the array of state and federal laws entangling the health care industry often appears overwhelming. That's why we do more than just identify risks in business practices. We work with clients to assist them in understanding these laws and to help them in developing innovative solutions which allow them to do what they do best — deliver first-class health care.

## **Representative Clients**

Our clients include the following health care providers:

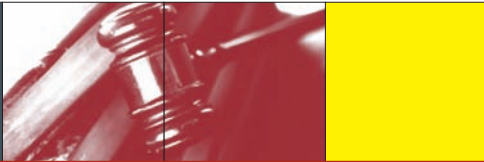
- Physician group practices
- Insurance companies
- Hospitals
- Long-term care facilities
- Clinical laboratories
- Diagnostic service providers
- Drug and medical device manufacturers
- Health-related e-businesses



## Representative Matters

*Thompson Hine's Health Care group* offers a diverse range of services. Whether your business requires an examination of the Food and Drug Administration (FDA) regulatory scheme or an analysis of tax issues for exempt health care organizations, our lawyers have the ability and experience to help you meet your needs. Following is a list of projects our Health Care lawyers have undertaken recently:

- Structuring the sale of a for-profit research laboratory and its foreign subsidiary; this sale involved complex health care regulatory and foreign tax considerations.
- Assisting a long-term care facility in implementing a strategic plan, including the consolidation of residential care operations, the development of new living facilities, the change in status for federal tax-exempt purposes and the formation of other entities within its system.



- Assisting a financial institution in obtaining an enforceable security interest in a health care provider's Medicaid account receivables in connection with a large financing.
- Advising a financial institution about the proper structure for the appointment of a receiver for an insolvent nursing home to comply with licensing and regulatory issues.
- Negotiating affiliation transactions between physician groups, between a physician group and a hospital, and between a physician group and other health care facilities.
- Developing Medicare/Medicaid billing compliance plans for health care providers.
- Assisting health care providers in conducting internal investigations to determine if and how Medicare/Medicaid improprieties have occurred in their organizations.

# *Maximizing* opportunities for growth & profitability...



- Converting an acute-care hospital to a health care-supporting organization.
- Negotiating and documenting the affiliation of a local hospital with a larger health care system.
- Converting a for-profit home health care agency to a not-for-profit entity.
- Analyzing pricing plans by health care providers to help ensure compliance with the Medicaid spend-down requirements.
- Restructuring an arrangement among ambulatory surgical centers, device manufacturers and suppliers to comply with Medicare/Medicaid regulations.
- Advising a retail pharmacy chain about HIPAA restrictions that impact the company's proposed national marketing program with drug manufacturers.
- Developing a joint venture for the administration of a health care-delivery system.
- Representing a health maintenance organization (HMO) in the purchase and sale of assets.
- Developing and implementing a response plan for a medical device manufacturing company needing to address a FDA Form 483 and warning letter.
- Appealing to an administrative law judge thousands of Medicare reimbursement denials on behalf of a medical diagnostics services provider.
- Prosecuting an appeal on behalf of a long-term care facility for alleged violations of Medicaid regulations.



# OUR CLIENT SERVICE PLEDGE

## What Our Clients Can Expect From Us . . .

### 1. We will know your business.

We make it our business to understand your business. We will invest our time and resources to develop and maintain knowledge of the dynamics that impact both your industry and your organization. Understanding your business will help us provide better counsel to you.

### 2. We will plan our engagements with you.

We know that clients differ in their goals, risk tolerance and a variety of other factors that must be taken into consideration before work can begin on any matter. At the beginning of every significant matter, we will work with you to develop a plan to meet your strategic goals. By agreeing on a plan at the beginning—and adjusting it as needed—we will stay focused on what is most important to you.

### 3. We will manage your work as if we were the client.

We will work with you to manage your costs. We will staff every matter with the right resources, and we will manage the work as if we were the client—delivering the highest quality of service on time and in the most cost-effective manner.

### 4. We will be available when you need us.

We recognize that you often need to make swift decisions and act quickly. We will be ready to act for you when you need us, and we will make ourselves available wherever and whenever necessary.

### 5. We will communicate often.

Our goal is that you will never be surprised about developments in anything we are handling. We will provide regular updates on the progress of your matters, including all significant developments and changes to scope, timeline or budget.

### 6. We will provide the highest-quality counsel.

Above all else, we stand for the highest quality. Our lawyers, paralegals and staff take pride in the work they do. From the boardroom to the courtroom, you can count on Thompson Hine for the highest-quality service.

## What Our Clients Can Do To Help . . .

### 1. We ask you to share your goals.

The more we know about your goals, the better we can manage our services to help you attain them. If your goals change as a matter progresses, we ask that you tell us, so we can adjust our approach to meet your expectations.

### 2. We want to know your preferences for working with us.

We ask you to tell us your preferred methods of communication, invoice and billing procedures, and anything else that is important to you, so that we can deliver our service the way you want it.

### 3. We need your feedback.

We want your feedback on our performance so that we can continue to meet and exceed your expectations.

## About Thompson Hine

Established in 1911, Thompson Hine is a business law firm dedicated to providing superior client service. The firm has been recognized as one of the Best Corporate Law Firms in America in an annual survey of corporate directors conducted by *Corporate Board Member* magazine. With approximately 400 lawyers in offices in **ATLANTA, CINCINNATI, COLUMBUS, CLEVELAND, DAYTON, NEW YORK** and **WASHINGTON, D.C.**, Thompson Hine serves premier businesses worldwide, including:

AKZO NOBEL INC.

AMERICAN CHEMISTRY COUNCIL, INC.

AMERICAN STEAMSHIP COMPANY

AVERY DENNISON CORPORATION

BUCKEYE POWER, INC.

CENTRAL GULF LINES, INC.

CENTRAL HUDSON GAS &

ELECTRIC CORPORATION

CH ENERGY GROUP, INC.

CHIQUITA BRANDS INTERNATIONAL, INC.

COLUMBUS ZOO AND

AQUARIUM/ZOOMBEZI BAY

CROWN EQUIPMENT CORPORATION

THE DAVEY TREE EXPERT COMPANY

DEVELOPERS DIVERSIFIED

REALTY CORPORATION

EATON CORPORATION

ENERGIZER/EVEREADY

EXXON MOBIL CORPORATION

FIFTH THIRD BANK

FORD MOTOR COMPANY

FORMICA CORPORATION

GOODRICH CORPORATION

THE GOODYEAR TIRE &

RUBBER COMPANY

THE HARTFORD

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LIMITED BRANDS

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MEADWESTVACO CORPORATION

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OFFICE DEPOT, INC.

PARKER HANNIFIN CORPORATION

POLYONE CORPORATION

PPG INDUSTRIES

THE PROCTER & GAMBLE COMPANY

R+L CARRIERS, INC.

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SHELL OIL COMPANY

THE SHERWIN-WILLIAMS COMPANY

SOLVAY S.A.

STERIS CORPORATION

THE TORO COMPANY

VERIZON

WELLPOINT, INC.

WHIRLPOOL CORPORATION



2002 • 2005 • 2006 • 2007  
2008 • RECIPIENT



Ranked as a Leading Firm  
by Chambers USA • 2003 - 2010



Ranked as a Top 25 Firm for  
Client Service • 2008 • 2009 • 2010

## For More Information

For more information, send an email to [AskUs@ThompsonHine.com](mailto:AskUs@ThompsonHine.com) or visit our website at [www.ThompsonHine.com](http://www.ThompsonHine.com)



ATTORNEYS AT LAW

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[WWW.THOMPSONHINE.COM](http://WWW.THOMPSONHINE.COM)

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