

Partners in growth.

More than lawyers, at Health Law Strategists (HLS) we are strategists, advisors + collaborative partners. Beyond essential healthcare law services, our comprehensive approach delivers creative solutions and greater opportunities for healthcare companies looking to grow.

Digital Health

As healthcare evolves and care shifts into homes, we help AI-SaaS companies, digital health companies, telehealth platforms, health IT applications, mobile health providers, and related service companies, set up and conduct operations in accordance with state and federal laws and regulations—including HIPAA and related state privacy and security requirements.

We work with our digital health clients to establish HIPAA compliance programs, perform employee training, negotiate commercial contracts and business associate agreements, evaluate data privacy and security risk, structure channel partnerships, development, reseller marketing and distribution arrangements, and navigate reimbursement and payor relationships.

Health Regulatory + Compliance

Healthcare entities navigate complex state and federal laws and regulations daily. We represent technology-enabled healthcare services providers, specialty providers such as labs, pharmacies, specialty pharmacies, integrated payor/provider systems, as well as traditional healthcare providers (such as urgent care centers, physician practices, and health systems), that have unique business, regulatory, and transactional needs with their regulatory and transactional needs.

We have decades of experience in all key regulatory areas of healthcare, including federal and state anti-kickback and self-referral laws, Medicare and Medicaid reimbursement, the 340B drug-pricing program, patient data privacy and security (including HIPAA, HITECH, and state privacy

considerations), state corporate practice of medicine and fee-splitting, state facility licensure, and state and federal self-disclosure protocols. These and other laws, regulations, agency guidelines, advisory opinions, manuals, and court decisions impact ongoing operations as well as the timing, structure, and risk of strategic transactions and business opportunities and we can help you navigate them.

Mergers, Acquisitions + Alliances

We help our clients determine the optimal structure of strategic transactions, joint venture arrangements, and other affiliations. Beforehand, we provide legal and regulatory advice to help our clients evaluate all their options to achieve desired goals and understand the legal and regulatory issues involved. We work with the business team to negotiate and prepare straightforward, strong, definitive agreements that minimize risk. We help clients that pursue consolidation as well as those seeking other means of collaboration, alignment, innovation, and improving quality of care, efficiencies, and cost savings. Unlike many M&A attorneys, we also assist our clients with post-closing operations, including transitional services agreements, management agreements, and required notices. Our integrated transactional and regulatory approach is designed to find a way to YES, in which our team helps move the transaction forward and succeed beyond the closing.

Outside General Counsel

As outside general counsel for private equity group (PEG) portfolio companies, we bring trusted advisor services for portfolio company follow-on acquisitions and for day-to-day legal matters across the PEG's portfolio companies, in addition to serving as outside general counsel for established and emerging healthcare companies. For established companies, we structure our services to optimally support ongoing operations and strategic plans. For emerging companies, we tailor our services and fees to support our clients' changing needs as they build, grow, and scale. We provide counsel on applicable legal requirements and help build connections with fellow entrepreneurs, investors, specialty business advisors, and others. We have experience on the inside and understand the needs and demands of early-stage companies. For clients with in-house capabilities, we provide focused, seamless guidance to supplement available expertise.