

Healthcare

The healthcare industry, one of the highest growth industries globally, relies heavily upon interdisciplinary teams of professionals to maintain stability. High-stakes issues, challenging landscapes, and important stakeholders require sophisticated legal solutions.

Goulston & Storrs' attorneys counsel non-profit and for-profit organizations across nearly every sector of the healthcare industry. We routinely guide a range of health care industry constituents through some of the most challenging and important efforts these organizations undertake. Our clients include academic medical centers, hospitals, and clinics; trade associations, professional and industry groups; managed care and health maintenance organizations; insurers; home health agencies; nursing homes and assisted living facilities; telemedicine providers; technology transfer offices; health information technology companies; research foundations; medical device companies and specialty care providers.

Additionally, we counsel family-owned and national companies, long-term care, retirement communities, assisted living and nursing home providers, as well as physicians, dentists and other healthcare practitioners (both individual practitioners and group practices).

Some of the areas we counsel clients across the health care industry include:

- Antitrust
- Corporate compliance matters, including antitrust, ERISA, Medicare & Medicaid
- Corporate governance and best practices
- Employment, including strategic affiliations and practice equity protection agreements and non-compete agreements
- Financing & equity investments
- For-profit and non-profit affiliations and strategic collaborations
- Fundraising and development
- Governmental audits and investigations as well as regulatory enforcement, including fraud & abuse
- Innovation development
- Intellectual property
- Joint ventures
- Licensure, professional credentialing and certification
- Litigation and alternative dispute resolution
- Mergers & acquisitions

- Privacy and Security, including HIPAA
- Real estate, including development and expansion, zoning and permitting
- Regulatory compliance
- Risk management and insurance
- Tax, including compensation, Form 990 reporting and ACA compliance, lobbying guidance and unrelated business taxable income, tax credits, tax-exempt bond compliance and choice of entity
- Technology, including technology transfer

Representative Clients

- Angiogenesis Foundation
- Beth Israel Deaconess Medical Center
- Boston Children's Hospital
- Brigham & Women's Hospital
- Dana-Farber Cancer Institute, Inc.
- Harvard Pilgrim Healthcare Institute
- Joslin Diabetes Center
- Massachusetts Dental Society
- Mass General Brigham
- Massachusetts General Hospital
- Massachusetts Hospital Association
- Sibley Hospital

Representative Matters

mRNA startup Seed Financing

Representation of an mRNA therapeutics company in raising \$5.5M in seed financing.

Chronic Disease Patient Empowerment Platform

Representation of a chronic disease patient empowerment platform startup in various corporate matters. Over the course of eight years, acted as outside general counsel to handle contracts with pharmaceutical companies, facilitate fundraising efforts, support business expansion, and ultimately handled its sale to a national provider of nutritional therapies. The company was initially

founded by an international team of professionals whose mission was to provide a community forum for much needed support surrounding a variety of diseases and disorders.

Lease Work for 400,000+ Square Foot Health Care Insurer Headquarters

Lease work related to 400,000-plus square foot headquarters for major health care insurer.

Premier Academic Medical Center Translational Research Project

Provide ongoing legal support to premier academic medical center on all aspects of its \$100M federally funded translational research project to develop a novel vaccine in collaboration with a multi-national pharmaceutical company and federally supported agencies.

Tax Structuring for Non-Profit, Academic Medical Centers

Provide a range of tax structuring advice to non-profit, academic medical centers. This advice includes affiliate and management structuring, lobbying limitations, operational and investment matters, governance, policy development, mergers and acquisitions and technology transfer and licensing agreements.

Health Care Technology Company Strategic Alliances

Representation of provider of cloud-based technology solutions used by hospitals in its strategic alliances with other providers of hospital IT services.

Advice Regarding Consulting Services to Start-Up and Disposition of Equity Interests

Advised academic physician in connection with consulting to start-up company and disposition of equity interests to charitable organization.

Advice Regarding Formation of Group Practices & Managed Care Organizations

Formation of group practices and managed care organizations for general practitioners and specialists of many types, including partnership, shareholder, and other business arrangements.

Representation of Physicians in Connection with Acquisition of Hospital

Representation of the physicians at a major Boston teaching hospital in connection with the proposed acquisition of the hospital.

HMO Acquisition of Another HMO

Representation of one of the largest HMOs in New England in its acquisition of another HMO.

Representation of Service Providers in Establishment of Provider-Owned Professional Malpractice Insurance Company

Establishment of the only provider-owned professional malpractice insurance company in New England.

Internal Investigations and Responding to Government Audits

Representation of health care professionals in response to internal investigations involving misappropriation of funds and disclosure to government authorities, and responding to government audits of billing and medical necessity.

Preparation of Guide on Fraud and Abuse Prevention

Representation of a major statewide professional provider association in preparing a member guide on fraud and abuse prevention.

Applicability of Anti-Kickback Laws

Obtained an advisory ruling from the Office of the Inspector General regarding the applicability of the Anti-Kickback laws.

Outside General Counsel Services for Trade Associations

Serve as general counsel to a number of trade associations in the health care industry.

Preparation of Commercial Agreements for a Publicly-Traded Technology Company

Prepared commercial agreements, including privacy and security matters, for the deployment of telemedicine networks by a publicly-traded technology company.

Advice to International Software Company Regarding Products and Service Designs and HIPAA Compliance

Strategic advice to major international software company in the healthcare sector regarding products and service designs to accommodate and enable HIPAA and related compliance by customers.

HIPAA and Gramm-Leach-Bliley Training Programs

Provided training programs for numerous technology and software organizations, academic medication centers, health care trade associations, and provider associations on HIPAA and Gramm-Leach-Bliley matters.

Prepare Privacy and Other Policies Regarding Digital Presence

Prepared privacy and other policies for digital presence of numerous national and international ventures.

Readiness Analysis and Related Materials

Provide readiness analysis and related materials for statewide third-party administrator.

Product and Service Design Advice for Medical Device Companies

Provide product and service design advice for multiple multinational medical device companies.