

Healthcare Providers & Suppliers

Guiding healthcare clients on sensitive hurdles & growth strategies



Whether you are seeking to

- assess competitive forces in the healthcare arena
- explore financing options
- position your company for strategic growth
- understand the role of your company in the marketplace
- understand federal and state regulations and develop relationships with agencies and regulators

our team works with providers and suppliers throughout the industry to help position clients for strategic growth and long-term success.

We help clients manage

- Organizational and structural challenges
- SWOT analyses
- Relationships among others in the industry

Interdisciplinary team includes

- 75+ attorneys and legislative professionals
- Attorneys with experience as inside and outside general counsel
- Team members with advanced business degrees, including CPAs, MBAs, LLMs
- Wide-ranging experience in substantive aspects of healthcare, including clinical trials, data security/patient privacy, electronic health information, patient care and operational issues, physicians and physician groups, healthcare reimbursement, and telemedicine
- Relationships with experienced external healthcare consultants

Related Practice Areas

Cybersecurity & Data Breach Response

Cybersecurity & Data Privacy

E-Discovery - Encompass

E-Discovery & Information Governance

Emerging Growth & Venture Capital

FDA Counseling & Compliance

General Counsel Services

Health IT

Healthcare

Healthcare Compliance & Operations

Healthcare Government Investigations & Litigation

Life Sciences - IP

Litigation

Mergers & Acquisitions

Privacy & Data Management

Private Equity

Products Liability- Pharmaceuticals & Medical Devices

Qui Tam Litigation

Real Estate

White Collar Defense & Government Investigations

Our attorneys understand the challenges of the healthcare marketplace and regularly work with regulators, providers and suppliers to provide holistic solutions to delivery of care, products and services.

Our clients span the healthcare industry

- Hospitals and Health Systems
- Physicians and Physician Practices
- Medical Device Companies
- Nursing Homes and Assisted Living Facilities
- CCRCs
- Home Health Agencies
- Ambulatory Surgery Centers
- Retail and Specialty Pharmacies

Navigate the legal and regulatory landscape and focus on business objectives

With a depth and breadth of provider and supplier knowledge and extensive internal and external resources and contacts, Nelson Mullins offers healthcare providers and suppliers opportunities to understand and explore the dynamic healthcare environment for strategic success.

Our experience with Healthcare Providers and Suppliers assists you with

- **Developing appropriate organizational structures and platforms** – whether they be corporations, limited liability companies, for-profit for non-for-profit entities, stand-alone or special purpose entities or joint ventures
- **Establishing compliance, operations and risk management programs** – addressing organizational strengths, weaknesses, opportunities and threats
- **Creating critical business relationships** – leveraging contacts and coordinating with others in the healthcare industry
- **Interacting with regulators and consultants** – advocating on your behalf and interacting with them to help drive value to bottom-line
- **Developing affiliation arrangements and service relationships** – to accomplish mutual goals and objectives
- **Obtaining Certificates of Need (CON) and Licensure for a variety of providers** – including working with consultants and government agencies in the planning, filing, review and appellate process
- **Developing legislative and regulatory strategies** – including political and legal analysis, grant funding, and hearing testimony

Related Industries

[Health Insurance](#)

[Healthcare](#)

[Pharmaceuticals &
Medical Devices](#)

- **Assessing electronic health information program concerns and establishing appropriate strategies** – including negotiating with vendors and working with providers to develop appropriate platforms and input systems
- **Developing and monitoring HIPAA and patient privacy practices** – including data security measures, business associate contracts, and data breach response
- **Coordinating internal investigations** – advising on approach and guiding on conducting investigations, including integrated strategies in connection with potential government enforcement or litigation
- **Responding to government subpoenas and investigations** – counseling on steps to take and advocating as needed to help with responses to government inquiries

Why Nelson Mullins?

- Years of experience in the healthcare industry
- Multidisciplinary team
- Industry experience with federal and state regulators, clinical personnel and consultants
- Holistic approach to addressing challenges

Experience

Following is a selected sampling of matters and is provided for informational purposes only. Past success does not indicate the likelihood of success in any future matter.

- Represent multi-facility health systems in North Carolina and South Carolina with operational, regulatory, transactional and compliance matters
- Provide outside general counsel services to large multi-specialty and single specialty physician practices throughout the Southeast
- Represent teaching hospitals with faculty practice plan development and affiliations with physician practices
- Create ACOs involving payors, hospitals and physicians in South Carolina and North Carolina
- Develop PHOs in various states throughout the southeast
- Develop CINs between physician groups and hospitals and physician groups
- Organize friendly PC management services arrangements for physicians, dentists, chiropractors, and other practitioners to address corporate practice of medicine and fee-splitting concerns
- Assist physician practice and hospital clients with medical practice start-ups, divestitures, and joint arrangements