

## HEALTH INFORMATION TECHNOLOGY

Hall Render attorneys have the understanding required to guide clients through the process of selecting, acquiring and implementing complicated health information systems and health information technology services. Our attorneys have worked with clients to create business partner relationships that achieve business objectives. The scope of our work includes electronic health records, health information exchanges, outsourcing, resource planning, patient information management systems and financial knowledge management and technology infrastructure systems. We work closely with each client's in-house team and technical consultants to help them achieve their organizational business objectives. Our attorneys routinely help negotiate contracts, warranties and remedies that can minimize hidden technology costs and risks. In addition, we routinely advise clients on the multitude of compliance issues that may arise, including Stark Law/Fraud & Abuse, privacy, security and data ownership issues.

For our clients that create, sell or license technology, we understand the value of their intellectual property and know how to both protect and leverage those assets. Our knowledge of licensing, outsourcing, patents, professional service, maintenance and support and related transactions, from both the vendor and user perspectives, enables our attorneys to effectively negotiate "custom" transactions and to advise on improvements for existing "standard" agreements. We also understand the technology sales process and methods vendors can use to shorten their time to sale and reduce transaction costs.

Please visit Hall Render's [blog](#) that features topics such as data privacy and security, EHRs, HITECH and mobile devices.

### AREAS OF FOCUS

- Contracts
- Health Information Exchanges
- Health Information Systems
- Health Information Technology (HIT)