

IT PROCUREMENT

Hall Render's IT attorneys have been trusted partners in our clients' IT procurement efforts for decades, providing legal and practical advice to clients ranging from large health care systems to community hospitals and provider groups.

We assist our clients with thousands of IT transactions each year, including cloud computing (SaaS/IaaS/PaaS) arrangements, outsourcing and managed service arrangements and software licensing, as well as software and data security aspects of medical device and other [supply chain](#) purchases. This depth of experience gives us a unique perspective concerning the laws, regulations and industry developments that impact IT departments and related health care operations.

Hall Render's broad industry participation makes us well positioned to support our clients, including by providing services such as the following.

Contract Negotiations/Transaction Support

- Vendor negotiations, from designing RFPs to reviewing proposed contract terms with selected vendors. We work closely with our clients to understand their specific needs and concerns, and we use our knowledge to negotiate favorable terms that protect their interests and minimize risk, while avoiding delays on true "must have" vendor issues and other obstacles to closing deals.
- Negotiation of EHR agreements with all major vendors, including associated hosting agreements and data conversion agreements for clients who are transitioning to new vendors. With the high profile that EHR agreements rightly maintain within organizations, our attorneys understand the need to work collaboratively with IT consultants and internal stakeholders to address the various business needs impacted by such agreements, from the financial challenges associated with acquiring these costly systems, to the information security requirements all organizations have, to demands on client resources during implementation.
- Assessments of legal and operational risks in transactions, from opinions on fraud and abuse considerations to compliance with privacy obligations and cybersecurity standards.
- Overflow support for in-house IT procurement teams.

Standardization and Improvement of Contract Templates

- Many organizations' IT procurement templates – if they exist at all – have been assembled by multiple people over many years, are internally inconsistent and are out of alignment with market standards and business objectives. We have extensive experience in improving such templates and creating custom playbooks for internal teams to utilize in vendor negotiations.

Post-Signature Support

- The process of vendor selection and contract negotiations hopefully sets the stage for a productive

AREAS OF FOCUS

- Contract Negotiation and Drafting
- Information Technology

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- business relationship. After signatures, unexpected issues are inevitable, but we are always available to answer questions and provide guidance on discrete issues and vendor management.

Our legal counsel is augmented by our experienced team of IT management consultants at [Hall Render Advisory Services](#) who work closely with our attorneys to provide efficient advice on various technology-related matters.