

## PHYSICIAN CONTRACTING AND ALIGNMENT

Within the past several years, reform initiatives in Washington and elsewhere have created uncertainty in the health care marketplace, particularly for physicians as compensation for professional services experiences downward pressure. At the same time, providers (both hospitals and physicians) are beginning to anticipate the restructuring of payment methods associated with health care reform, from the fee-for-service model to one or more models focused on disease management and qualitative outcomes. In this shifting environment, physicians and hospitals are looking to integrate with one another, through employment or otherwise, as a strategy to stabilize compensation and align incentives.

Hall Render attorneys provide comprehensive services in these integration transactions, from the initial discussions between hospital administrators and physician leadership, to the drafting and negotiation of transaction documents, to coordination and oversight of the transition into an integrated setting, with a particular emphasis on compliance with the federal Stark Law, state and federal anti-kickback laws and state and federal laws governing tax-exempt hospitals.

### AREAS OF FOCUS

- Accountable Care Organizations (ACOs)
- Affordable Care Act (ACA)
- Hospital-Physician Alignment
- Hospital-Physician Integration
- Joint Ventures
- Physician Employment
- Physician Recruitment
- Professional Services Agreements
- Quality of Care & Cost Management