

## *Tsoules, Sweeney, Martin & Orr, LLC*

The business of health care delivery has become increasingly complex and highly regulated. Since we exclusively practice health care law, we are able to provide our clients with solutions to meet this challenge. Our expertise includes:

- Professional practice formation and organizational advice regarding corporate governance and formation as well as the business aspects of health care delivery
- Fraud and abuse and regulatory compliance including development of compliance programs and Medicare and Medicaid audit and enforcement
- Legal issues surrounding mental and behavioral health and children's behavioral health rehabilitative services ("wraparound") in all settings
- Health information technology, including HIPAA, e-health and informational privacy and security and RHIO development
- Reimbursement counseling, payor negotiations and payment disputes
- Substantive and procedural aspects of health care facility licensure
- Professional licensure disciplinary action representation
- Patient safety, compliance services including organizational assessment, development of comprehensive patient safety programs and key policies and procedures together with effective implementation strategies and workforce education

## **Tsoules, Sweeney, Martin & Orr, LLC**

Tsoules, Sweeney, Martin & Orr has established a reputation for excellence in health care law. We offer our clients innovative, refreshing and practical solutions to their health care legal problems that enhance their bottom line. With seventy years of health care experience, our attorneys pride themselves on providing our clients with quality legal services in a timely, responsive and cost effective manner. We don't believe in old school thinking or taking a cookie cutter approach to legal services. We listen to our clients and develop innovative and practical solutions. As a specialized firm, Tsoules, Sweeney, Martin & Orr attorneys develop solid relationships with their clients that enable them to tailor their legal services to meet each client's specific needs and goals and to provide them with effective legal representation. Our attorneys have the experience and knowledge to assist our clients in providing a range of legal services from the most simple to the sophisticated.



**TSOULES, SWEENEY,  
MARTIN & ORR, LLC**

29 Dowlin Forge Road  
Exton, PA, 19341

# **Tsoules, Sweeney, Martin & Orr, LLC**

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## *Physician and Physician Group Representation*

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## Physician and Physician Group Representation

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The firm's representation of individual providers and small to medium size group practices is handled by Susan B. Orr. Ms. Orr has the unique qualifications of having served as practice administrator for her husband's family practice, which enables her to bring a real life perspective to resolving complex legal issues as well as practice management issues for our clients.

Her services combine legal, regulatory, business and strategic planning expertise to assist our clients in:

- Practice formation and development
- Defending reimbursement practices and policies with third party payors, including Medicare and Medicaid
- Professional misconduct and licensure issues
- The prohibition against self-referrals, kickbacks and health care fraud; and
- Commercial transactions, including mergers, acquisitions
- Formation of ambulatory care centers, urgent care centers and surgery centers

### Susan B. Orr

[sorr@tshhealthlaw.com](mailto:sorr@tshhealthlaw.com)

Ms. Orr represents and advises health care providers and group practices on a variety of regulatory and transactional areas including medical records, privacy and confidentiality issues (HIPAA), fraud and abuse, health care compliance and provider and facility licensing.

She has extensive experience in handling reimbursement, overutilization and payment issues, Medicare and Medicaid compliance, managed care, employment issues, professional practice formation, health care affiliations, joint ventures and contractual arrangements including physician buy-ins and buy-outs and sales of practices.

## Representative of Physicians and Physician Group Practice Projects

- Represented an individual provider who sought to reduce a Medicare overpayment claim of \$225,000. Taking this through the Medicare appeals process, the administrative law judge found in favor of the provider and the request for the overpayment was denied.
- Established an urgent care center jointly owned by physicians, which model is being used by the physicians to develop and manage future centers.
- Uncovered staff embezzlement in a group practice, of over \$500,000 and assisted the police investigation by providing evidence that resulted in criminal charges.
- Successfully formed an imaging center jointly owned and managed by a physician group practice and a hospital.
- Obtained a reversal of a decision by a managed care company to deny status of a facility as a participating provider.
- Assisted providers in navigating state licensing board investigations and represented providers at hearings before the state licensing board.

## Why choose TSMO?

- We help our clients document their goals within legal guidelines.
  - We provide comprehensive regulatory analysis to insure that all relevant federal and state regulatory guidelines including fraud and abuse requirements are met.
  - We develop all corporate and transactional documents necessary to implement joint ventures, practice buy-ins, mergers and sales.
  - We navigate managed care, Medicare and Medicaid to assist with provider credentialing, reimbursement and third party payor audits and overpayments.
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