

Tsoules, Sweeney, Martin & Orr, LLC

Members:

Ernest L. Tsoules, Jr., Esquire: Ernie's practice focuses on hospital-physician collaboration transactions, representing both hospitals and physician groups in structuring and implementing traditional and innovative hospital-physician alliances, including jointly owned medical groups, joint ventures between hospitals and physicians in areas such as ambulatory surgery, imaging and cancer services, physician recruitment and retention arrangements and structuring internal medical group compensation systems to permit sharing of ancillary service revenue within the group.

Thomas E. Sweeney, Esquire: Mr. Sweeney has over twenty years of experience exclusively practicing health care law. He specializes in the areas of Medicare and Medicaid enforcement, mental and behavioral health issues, corporate governance, structure and organization, joint ventures and managed care contracting.

Renee H. Martin, Esquire: Ms. Martin advises both individual and institutional health care providers on regulatory and transactional matters including patient safety and quality of care, fraud and abuse, EM-TALA, reimbursement, compliance, and the development of corporate compliance plans. A significant portion of her practice centers on HIPAA compliance and informational privacy. As a registered nurse with over 15 years of clinical experience, Ms. Martin is uniquely qualified to assist clients in risk management, quality of care, and patient safety issues.

Susan B. Orr, Esquire: Ms. Orr represents and advises health care providers on a variety of regulatory and transactional areas including privacy and confidentiality issues (HIPAA), fraud and abuse, health care compliance and provider and facility licensing. Having served as practice administrator for her husband's medical practice, Ms. Orr assists clients on such practice management issues as reimbursement and payment issues, Medicare and Medicaid compliance, managed care, employment issues, professional practice formation, health care affiliations, joint ventures and contractual arrangements.

Tsoules, Sweeney, Martin & Orr, LLC

Tsoules, Sweeney, Martin & Orr, LLC 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 their clients in providing a range of legal services from the most simple to the sophisticated.



29 Dowlin Forge Road
Exton, PA, 19341

Tsoules, Sweeney, Martin & Orr, LLC

Health Care Attorneys

- **Innovative**
- **Experienced**
- **Responsive**
- **Cost Effective**

29 Dowlin Forge Road
Exton, PA 19341
Tel.: 610.423.4200
Fax: 610.423.4201
www.tshealthlaw.com



Health Care Legal Services

- **Innovative** - The attorneys of Tsoules, Sweeney, Martin & Orr, LLC take a creative and practical approach to achieving client objectives and provide solutions tailored to the client's individual needs.
- **Experienced** - We represent a broad array of health care providers from individual physician practices to large institutional providers such as academic medical centers, regional health systems, community hospitals, long term care facilities and mental health/mental retardation agencies.
- **Responsive** - Clients value and expect their attorneys to respond to their needs in a timely manner and we pride ourselves on meeting these expectations.
- **Cost Effective** - We are always sensitive to our client's available financial resources. Our extensive experience in health law enables us to provide services to our clients in the most cost effective manner possible while still providing a level of sophistication and experience comparable to larger firms.

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
- Hospital and physician collaboration models, including joint ventures
- 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
- 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

The experience and innovation of the Tsoules, Sweeney, Martin & Orr attorneys have enabled clients to achieve their legal objectives. For example:

- We assisted a large academic medical center, as a retention strategy, in the establishment of affiliated medical groups in various surgical and medical specialties with joint physician/system governance and compensation plans that protect the system against group operating losses and allow for sharing of ancillary revenue within the group.
- We represented an individual provider who sought to reduce a Medicare overpayment claim of over \$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.
- We helped a large non-profit mental health treatment provider develop a system wide fully integrated patient safety program including program design, policy and procedure drafting and education and training.
- We successfully represented numerous physicians, nurses, dentists and psychologists in both disciplinary and post-disciplinary licensure matters.
- We successfully facilitated the licensure and survey of ambulatory surgical centers, ambulatory care centers and long term care centers.
- We represented mental and behavioral health providers regarding compliance with the Pennsylvania Medical Assistance Program and audits/ Investigations of the delivery of behavioral health rehabilitation services ("Wrap-around Services").