



Arent Fox Government Relations

Health Care

A Record of
Success

Smart in your world®
Arent Fox

Rx for Health Care Issues. When and Where You Need It.

A former US Senator... A former member
of the US House of Representatives...
Expert lobbying teams... Proven success...
Part of a law firm with more than 400
smart legal minds to draw from...

This is Arent Fox Government Relations.

A vital team in one of the most respected law
firms in Washington, DC, we're a bipartisan
and bicameral group of attorneys and policy
professionals with deep experience at the
highest levels of politics and public service.



If you want to continue improving the quality of health care, advocate for change, affect regulatory and entitlement program issues, and overcome obstacles created by Federal and state governments – we're your health care policy partner.

Successes. What We've Accomplished With Intelligence, Resourcefulness and Ingenuity.

We're doing it all with the best team in the Nation's Capital:

▶ **Strategic Advice**

Providing deep knowledge of issues and process through former members of Congress, who were significant national players in health care issues and legislation including the bipartisan Healthy Americans Act.

▶ **Health Care Reform**

Helping providers and other organizations with implementation of the Affordable Health Care Act, including representing organizations such as the Society of Nuclear Medicine.

▶ **Regulation of Drugs and Devices**

Helping with the launch of new Part B and D products, including developing marketing materials, action plans for obtaining local coverage decisions, design of patient assistance programs, and strategies for minimizing provider billing problems.

▶ **Regional Medical Centers**

Representing one of the largest regional medical centers in the South (the University of Arkansas for Medical Sciences), helping to secure Federal funding, obtain previously denied Medicaid-enhanced physician payments, build a new cancer center, and fund a unique telemedicine program.

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- ▶ **Advocacy for Hospitals** Working with a major pediatric-focused hospital in the eastern US to advocate for legislation and policy that improve access to quality health care for children, in areas such as pediatric auto safety and state-of-the-art medical simulation.
 - ▶ **Federal Funding** Developing Congressional and agency strategies to obtain increased Federal grants for prostate imaging research and nursing school expansion.
 - ▶ **HIV/AIDS Treatment Support Services** Securing increased funding for the Ryan White HIV/AIDS Treatment Modernization Act, on behalf of Communities Advocating Emergency AIDS Relief (CAEAR) Coalition, the largest HIV/AIDS coalition in the nation.
 - ▶ **Medicare & Medicaid Reimbursement Issues** Combining clinical, economic and regulatory arguments with political pressure to solve problems with reimbursement at the state level, including “experimental” devices and drugs. Arent Fox advocacy has contributed to our clients’ bottom line and improved health care.
 - ▶ **Best Practices for Purchasing** Managing a best practices in purchasing initiative for a health care coalition that is helping hospitals and health care practices provide more affordable services through management of their supply chain.
 - ▶ **Affordable Quality Health Care** Leading innovative government relations efforts in patient advocacy, coverage for the underserved, and cost controls. Arent Fox has a long history of advocating for health care providers in front of Federal and state government.
 - ▶ **Wound Care Industry Matters** Working through the US Congress and then with various government agencies to resolve regulatory issues, Medicare coverage decisions, and issues around diabetes care.
 - ▶ **Congressional Investigations** Working with clients who have been investigated, helping them craft responses and representing them before Congressional committees.
 - ▶ **Pro Bono Representation** Assisting health care watchdog groups such as the Center for Health and Gender Equity (CHANGE) with advocacy and awareness initiatives.
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For more advocacy and public policy accomplishments, go to arentfox.com/practices/govrelations

The Future: Competition, Complexity, Contention... and Arent Fox.

Experience and accomplishments clearly demonstrate our high level of expertise in government relations, but what issues will drive your business in the future? What are your legislative priorities?

- ▶ Health care reform implementation will speed up dramatically leading up to 2014. This will cause industry dissolution, consolidation and regulation – and only the strong will survive.
- ▶ Medical device manufacturers will face state-by-state battles for reimbursements and coverage.
- ▶ Provider reimbursement will become more tied to quality measures, less on procedures conducted, and there will be greater movement to bundled payments and episodic payments.
- ▶ Managing and restraining growth and spending in Medicare and Medicaid programs will alter the landscape and necessitate proactive advocacy game plans.
- ▶ Privacy and data security issues with electronic health records will be contentious within the next few years, making creative solutions essential.
- ▶ Greater efforts in fraud prevention on the front end of the process will mean increased scrutiny of claim submissions.
- ▶ New growth in for-profit health care facilities and organizations, plus senior housing and nursing facilities, will be some of the strongest areas in health care.



Byron Dorgan
Arent Fox Senior
Policy Advisor

Former U.S. Senator and Congressman (1981–2011); 14 years in Senate Democratic Leadership; Senior Member of Appropriations Committee and Commerce, Science and Transportation Committee; Member of the Ways and Means Committee; Former Tax Commissioner of North Dakota.

“We offer a first rate government relations function at Arent Fox, and the firm brings a sterling reputation and has been serving clients for a long time. We have a depth of experience that goes far beyond former members of Congress.”



Philip English
Arent Fox Senior
Government
Relations Advisor

Former Congressman (1995–2009); Member of the Ways and Means Committee; Proponent of Medicare policy reform, reimbursement changes for hospitals, cancer screening, and prescription drugs on the Health Subcommittee.

“Our cutting edge government relations team advocates for patients, health care providers, and those fighting to provide coverage to the underserved. Recognized as leading experts on Medicare and Medicaid issues, we consistently support medical innovation.”



Sonja Nesbit
Arent Fox Senior
Government
Relations Director

Former Deputy Assistant Secretary of Legislation at the US Department of Health and Human Services (2013 – 2016); Former Deputy Staff Director of the Ways and Means Subcommittee on Human Resources.

“We go beyond just getting access to key policymakers. We provide valuable strategic advice to health care systems, device and drug manufacturers, professional medical associations, and many others, that meet their unique needs and advance their core interests.”

Complex Problems. In Challenging Environments. Working for You.

Health care policy is just one area in which Arent Fox provides smart advocacy solutions, strategic guidance and counsel.

Our Government Relations Practice Group is a bipartisan team of policy professionals and attorneys with extraordinary experience in Republican and Democratic politics and government service. Dynamic and diversified, we provide critical knowledge, judgment and experience for clients focused on health care matters, tax issues, Federal budget concerns, and more.

Among our capabilities, we build and maintain coalitions, grassroots efforts and constituent support. We draft legislation and work with Congress to leverage regulatory action. While solving existing issues as your partner, we anticipate and prevent others. Our Political Law attorneys advise on campaign finance, corporate PAC, lobbying disclosure, and Congressional ethics issues to ensure that our clients are acting appropriately while undertaking public policy initiatives.

Strategic advice and services come from a former US Senator, a member of the US Congress, a former member of the Board of Directors of the Export-Import Bank of the United States, a former ambassador, senior Hill insiders, and recognized experts in more than 30 practice groups.

Collaboration. Knowledge. Experience.

A few of many Arent Fox health care sector legal successes possibly relevant to your world:

- ▶ **E-health Matters**
Advising and assisting in licensing, contracting, advertising, fraud and abuse, funding, reimbursement and privacy issues around the HITECH Act – on the Federal as well as state level.
- ▶ For a Southern California health care system, we successfully defended a significant piece of litigation involving breach of contract in 2011. We regularly provide an array of legal services for the same client, including physician joint ventures, regulatory compliance, complex litigation, government relations and appropriations, employment matters, investigations and audits, medical staff, and regulatory compliance.
- ▶ Our New York and Washington, DC health care attorneys assisted in the complex merger of large outpatient dialysis services companies and continue to advise the new company on corporate and transactional matters, as well as regulatory compliance.
- ▶ We represent one of the 10 largest public hospital districts in the country on complex compliance and regulatory matters, ranging from Stark Law/anti-kickback statute compliance to billing and coding audits and False Claims Act investigations.
- ▶ We assist one of the world's largest providers of dialysis services on federal and state government enforcement actions, False Claims Act litigation, commercial disputes and compliance matters.
- ▶ We provide regulatory, compliance and government price reporting counseling to both the brand and generic units of a major international pharmaceutical company, including work with the FDA on new products coming to market, compliance counseling and training related to sales and marketing activities, and contracting practices.
- ▶ Representing health care institutions in financial crises due to bad investments and securitization issues before the Financial Industry Regulatory Authority (FINRA) and others, including various banks, and including large-scale derivative actions.

Arent Fox Delivers. Responsiveness and Results.

Arent Fox LLP is a full service government relations and law firm assisting clients with a wide range of matters. Strategically located in Washington, DC for more than 65 years, with offices in New York and Los Angeles, our teams work seamlessly to handle lobbying and legal concerns affecting your business.

The firm represents a wide range of clients in local municipalities, state government, on Capitol Hill and in the executive branch, as well as internationally. Clients include *Fortune 500* companies, government agencies, trade associations, small businesses of all kinds, foreign governments and other entities.

We're proud of the work we do for every client and of our reputation for understanding their business, their industry, and their world.

Arent Fox. Smart in Your World.

How Can We Help You Accomplish Your Goals?

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