



# Health Care, Life Sciences & Pharmaceuticals

The health care, life sciences and pharmaceutical industries are some of the most highly regulated and constantly changing sectors globally. Organizations operating in these areas are continuously affected by transformation, while trying to maintain an edge in competitive markets.

At Seyfarth, we are uniquely positioned to partner with clients to develop successful strategies for navigating and responding to industry-specific pressures. We foster a collaborative approach, offering our clients comprehensive, thoughtful and real-world solutions that positively impact their strategies and operations. We collaborate across all areas of practice to guide our health care, life sciences, and pharmaceutical clients through the maze of global laws and regulations affecting their businesses.

We represent clients across the entire health care industry including:

- Hospitals and health systems
- Digital health companies
- Pharmaceutical companies, including brand name drug and device manufacturers
- Technology and service companies
- Physician practices and medical groups
- Skilled nursing, assisted living and other types of long-term care facilities
- Medical clinics
- Generic drug makers
- Academic medical and research institutions
- Dialysis provider companies
- Managed care companies
- Industry trade associations
- Medical device manufacturers and distributors
- Providers of debt and equity capital
- Personalized medicine developers

## Leads



**Jesse Coleman**  
*Litigation* | Houston, TX  
(713) 238-1805  
jmcoleman@seyfarth.com



**Kristin McGurn**  
*Labor & Employment* | Boston, MA  
(617) 946-4858  
kmcgurn@seyfarth.com



**Cynthia Mitchell**  
*Real Estate & Finance* | New York, NY  
(212) 218-3357  
cmitchell@seyfarth.com

## Accolades

### **U.S. News & Best Lawyers 2020 “Best Law Firms” Rankings**

Recognized again as a Tier 1 national Health Law practice by *U.S. News & World Report* (2020).

### **Leading Nationwide Health Law Practice**

Recognized as a leading, nationwide Health Law practice by *The Legal 500* (2012-2014, 2016-2019).

### **Modern Healthcare**

Ranked among the top 50 largest Health Care law firms by *Modern Healthcare*. (2016-2019)

## Seyfarth's Range of Services for the Health Care Industry

---

### Employee Benefits & Executive Compensation

- Executive compensation and benefit packages
- Health and welfare benefit programs
- Nonqualified deferred compensation programs
- Voluntary and involuntary severance plans and arrangements
- Defined contribution plans, including 403(b), 457(f), and 401(k) plans

---

### Labor & Employment

- Workplace investigations and training
- Employment agreements, policies, and handbooks
- Contingent workforces, equal pay, and joint employment issues
- Employment eligibility compliance and immigration
- Antitrust counsel and litigation
- Workplace safety and health (OSHA/MSHA)
- Complex and class wage & hour and discrimination litigation
- Collective bargaining, grievance arbitration, and union organizing campaigns

---

### Real Estate & Finance

- Acquisitions and/or dispositions
- Construction and development
- Leasing (landlord and tenant) of health care facilities and related regulatory concerns
- Mortgage financing (borrowers and lenders), including permanent financing, Bridge-to-HUD, and financing insured through HUD
- Data center and colocation leases, licenses, and hosting agreements
- Working capital/asset based accounts receivable financing

---

### Intellectual Property

- Pharmaceutical and biotechnology patent counseling
- Due diligence and licensing/transactional matters
- Patent applications, prosecution, litigation, and opinion work

---

### Regulatory & Compliance

- Fraud and abuse, including Anti-Kickback Statute, Stark Law, and False Claims Act guidance
- Licensing and certification
- Investigations by the Centers for Medicare and Medicaid Services (CMS), Medicare intermediaries, and carriers
- Clinical research issues
- Managed care organization counseling

---

### Corporate, Finance, M&A and Securities

- Nonprofit formation
- Tax advice (domestically and internationally)
- Mergers, acquisitions, joint ventures, sales, and affiliations
- Transition and administrative services agreements
- Non-competition provisions
- Reorganizations, conversions, joint ventures, and special structures
- Commercial finance transactions
- Securities offerings and private equity
- Investment issues for hospital systems (both ERISA and non-ERISA assets)

---

### Litigation

- Anti-Kickback, Stark Law, and False Claims Act violations
- Restrictive covenant and trade secret matters
- HIPAA, data breach, and privacy violations
- ERISA and employee benefits litigation
- Usual, customary, and reasonable compliance and litigation
- Medical peer review and credentialing litigation

---

### Data Privacy, Security, and HIPAA

- Proactive compliance guidance and training
- Development of risk management plans, policies and procedures
- Investigations, risk assessments, and audits
- Data security violations, breaches, and incident response

---

## Related Specialty Groups

- Blockchain Technologies
- Cannabis Law
- Future Enterprise
- Franchise & Distribution