Webinar: Hospital Network Formation – A Growing Alternative to Mergers
– a HealthcareWebSummit Event, 1PM Eastern, Thursday, June 29th, 2017

Hospital Network Formation – A Growing Alternative to Mergers

Thursday, June 29th, 2017
1:00 - 2:00 p.m. Eastern (10:00 a.m. to 11:00 a.m. Pacific)

- Hospital networks as a viable, strategic alternative to mergers and acquisitions
- Close examination of the current legal and strategic issues involved with network participation

- Affiliation spectrum and the continuum of strategic partnership structures
- Legal issues including fraud and abuse, data security, taxes, contractual provisions, and antitrust
- Antitrust compliance do’s and don’ts with regard to network formation
- Features, benefits and disadvantages and examples of hospital networks

Faculty:
Gary W. Herschman, Esq.
Member of the Firm
Epstein Becker Green

Faculty:
John D. Barry, Esq.
Associate
Epstein Becker Green

Registration

A Growing Alternative to Mergers
Hospital Network Formation
Thursday - 6/29/17 - 1pm Eastern

Individual Registration Fee: $195. Post-Event Materials: $45 for attendees; $260 for non-attendees after the event.

Corporate Site licensing also available (see inside for details) Use the form on the back page to fax or mail your registration or call 209.577.4888

Online: To register or get detailed information on the web, go to:
http://www.healthwebsummit.com/ebg062917.htm
Payment transformation, uncertainties over the impact of repeal and replace legislation, physician integration, technological advances, and competitor re-structuring all are shaping the course of hospitals and healthcare delivery for the next decade and beyond. A plethora of these and other economic and market pressures on hospitals and health systems are driving intensified developments and consideration of mergers, acquisitions and strategic partnerships.

Joining or forming a robust hospital network is a viable alternative for hospitals to mergers and acquisitions as a business strategy. Networks provide many of the same benefits as a merger or acquisition but allows each entity to remain independent. Networks can assume various shapes and structures—there is no one set format. Networks can vary from close integration to loose collaborations. Still, a close examination of the current legal and strategic issues involved with hospital network participation is critical before embarking in further developmental or decision-making activities.

Please join us Thursday, June 29th, 2017 at 1 PM Eastern as Epstein Becker Green’s Gary Herschman and John Barry discuss trends; alternative structures; legal and compliance issues; network features, benefits and disadvantages; and current examples around the country in the HealthcareWebSummit event: Hospital Network Formation – A Growing Alternative to Mergers.

Learning Objectives

After attending this webinar, attendees will be able to:
1. Explore recent trends impacting hospital network formation.
2. Review the affiliation spectrum and the continuum of strategic partnership structures.
3. Consider key legal issues involved with network formation, including fraud and abuse, data security, tax consequences, contractual provisions, and antitrust concerns.
4. Ascertain antitrust compliance do's and don'ts with regard to network formation.
5. Understand the features, benefits and disadvantages of hospital networks.
6. Examine examples of hospital networks around the country.
7. Engage in interactive learning through online question submission, attendee feedback and opportunity for follow up questions, and networking with attendees, faculty and other professionals through dedicated LinkedIn group.
Interested attendees would include:

- C-Suite Executives
- Legal, Regulatory and Policy Executives and Staff
- Merger and Acquisition Executives and Staff
- Healthcare Innovation, Transformation and Reform Executives
- Provider Network Development and Contracting Executives and Staff
- Provider Network Operations Executives and Staff
- Managed Care Executives and Staff
- Planning and Strategic Executives and Staff
- Business Intelligence Staff
- Other Interested Parties

Attendees would represent organizations including:

- Hospitals and Health Systems
- Accountable Care Organizations
- Provider Networks
- Health Plans
- Government
- Consulting Organizations
- Pharmaceutical Organizations
- Solutions Providers
- Associations, Institutes and Research Organizations
- Media
- Other Interested Organizations

Faculty

Gary W. Herschman, Esq. is a Member of the Firm in the Health Care and Life Sciences practice, in the Newark and New York offices of Epstein Becker Green. He also serves on Epstein Becker Green’s National Health Care and Life Sciences Steering Committee, and prior to joining the firm, Mr. Herschman was Co-Chair of the Health Care Practice Group of a large regional law firm. He is also a member of the firm’s Board of Directors.

Mr. Herschman represents a diverse group of health care clients, including health systems, hospitals, nursing homes, long-term care facilities, ambulatory surgery centers, home health companies, private equity and other investment funds specializing in health care companies, ambulance companies, dialysis companies, imaging centers, DMEPOS companies, large medical groups, specialty care networks, management companies, and other health care businesses.

Mr. Herschman advises and assists health care providers in strategically positioning themselves in the rapidly changing health care marketplace. This includes advising clients in regard to consolidations, affiliations, mergers and acquisitions, as well as, joint ventures, physician alignment, clinically integrated networks, ACOs,
MSOs, IPAs, PHOs, and population health contracts. Mr. Herschman also advises health care clients on regulatory compliance (federal and state), Stark, fraud and abuse, corporate compliance, HIPAA, government investigations, and civil and administrative health care litigation.

Mr. Herschman is a frequent speaker at local and national conferences on a variety of cutting-edge health care law issues, with a focus on strategic ventures, hospital consolidations, affiliations and acquisitions, hospital-physician alignment transactions, the formation of ACOs and CINs, regulatory compliance issues (Stark, fraud and abuse, etc.), major clinical and facility joint ventures, recent government enforcement initiatives, reducing whistleblower exposure, and conducting "Stark" audits of hospital-physician arrangements. He also has authored many articles on current health care law issues published in local and national publications.

In addition, Mr. Herschman serves as Vice Chair of the Fraud & Abuse Practice Group of the American Health Lawyers Association, and is a member of the Editorial Boards of both Bloomberg BNA's Health Law Reporter and Health Care Compliance Association's Compliance Today.

He received his J.D. from The George Washington University Law School with the Order of the Coif, and was Editor, The George Washington Law Review. He received his B.A. from Lafayette College, summa cum laude.

John D. Barry, Esq. is an Associate in the Health Care and Life Sciences practice, in the Newark office of Epstein Becker Green.

Mr. Barry represents a variety of health care providers, including hospitals, physician groups, ambulatory care facilities, accountable care organizations, nursing homes, and various other health care facilities and businesses, in transactional and regulatory compliance matters arising under Medicare, Medicaid, and other third-party reimbursement programs.

He advises on acquisitions, joint ventures, and affiliations of both for-profit and nonprofit organizations; assists health care providers and payers in transactional work emanating from accountable care and value-based purchasing; manages all aspects of transactional regulatory health care due diligence; and advises clients on federal and state health care fraud and abuse laws, including the Stark Law and the Anti-Kickback Statute.

Prior to joining Epstein Becker Green, Mr. Barry was an associate at a large regional law firm. As a law student, Mr. Barry completed the Seton Hall University School of Law concentration in Health Law, was Associate Editor of the Seton Hall Law Review, and received the ABA Health Law Award for Excellence.
Corporate Pricing, Terms and Conditions

Individual vs. Corporate Site License Pricing

- Individual registrations cover a single phone line.
- Multiple persons may listen via speaker phone for the individual registration fee.
- Each individual receives a unique dial-in ID that is not re-useable.
- Corporate pricing is available when registrations are desired for more than one phone line.

Corporate Site License Attendee Registrations

- Organizations individually register all participants for web access and e-mail delivery unless arranged otherwise with MCOL, but corporate pricing will apply based on the number of employees registered.

Eligibility

- Corporate pricing is only available to single organizations, or parent organizations and their affiliates.
- Professional Associations or other groups of separate organizations may not combine for corporate pricing.

Pricing Schedule

Events Priced at $195 Individually: Site License pricing for one of any $195 individual events is based upon the number of covered phone lines, according to the following table:

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<th>Covered Phone Lines /Logins</th>
<th>Total Price</th>
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<tr>
<td>Under 10</td>
<td>$870.00</td>
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<tr>
<td>10-29</td>
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<td>30-74</td>
<td>$4,425.00</td>
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<td>75-174</td>
<td>$9,230.00</td>
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<tr>
<td>175-249</td>
<td>$12,525.00</td>
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<tr>
<td>250+</td>
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Equivalent Price per employee and total savings compared to individual $195.00 price*:

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<th>Covered Phone Lines /Logins</th>
<th>Price per Line</th>
<th>Total Savings</th>
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<tr>
<td>Under 10</td>
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* based upon the midpoint of employees in each range