

HEALTH CARE

MY BENESCH MY TEAM
BUSINESS PARTNERS WITH
AN EYE ON THE HORIZON



 **BENESCH**
Attorneys at Law



Businesses need to grow to survive. But in the midst of ever-increasing regulatory burden, scrutiny from governmental agencies and liability suits, life sciences companies are at risk of focusing on protection and compliance instead of growth. That's where the Benesch Life Sciences Team can help. With extensive experience and a unique team approach, our health care and life sciences attorneys can step in as your business partners, allowing you to once again concentrate on growth and plan for the future.

MY BENESCH MY TEAM





Expect Your Attorney to be Your Business Partner

Whether you're a pharmaceutical or biotechnology manufacturer or wholesaler or a pharmacy, you contend with a significant amount of regulatory oversight from multiple governmental agencies, including the Food and Drug Administration, the Drug Enforcement Agency, state pharmacy boards, state health departments and in some cases, even the Centers for Disease Control, Centers for Medicare and Medicaid Services, and the National Institutes of Health. In an industry that is so complex and multifaceted, you could spend countless hours just trying to maneuver the compliance maze. Or, you could find a business partner with enough knowledge about your industry to let you focus on your business' needs.

The Benesch Life Sciences Team takes pride in its role as a partner to its clients. Our team of attorneys fully research company marketing materials, media exposure and annual reports (at

no extra cost to the client) to ensure that we truly know the client's business. We also strive to keep clients connected with their customers and suppliers. For example, our attorneys have convened meetings between pharmacy clients and long-term care facilities to give clients the opportunity to get firsthand critiques of their business. Given that we're intimately familiar with the life sciences and health care industries, we're well-equipped to provide you with advice that takes customer and supplier perspectives into account.

As your business partner, the Benesch Life Sciences Team lets you focus on your business. When it comes to audits, investigations and product liability suits, we do the work for you. When it comes to preventing drug counterfeiting, we help reorganize your operations with compliance in mind. Instead of having to handle those matters yourself, we handle them for you so that you can focus on business growth.





Unrivaled Experience

Any law firm can offer representation from attorneys with legal experience. But only Benesch's Health Care Practice Group can offer attorneys who also have over 100 combined years of experience in the health care industry. Our attorneys include a credentialed member of the American Medical Association Doctor's Advisory Network, a former general counsel of publicly held pharmacy businesses, registered nurses and a nursing home administrator, presidents, chairs and board members of health-related foundations, volunteers at local health facilities, former senior aides to politicians and editors of health care publications.

This broad range of experience means you don't get just legal representation from Benesch attorneys; you get counselors, advocates and business partners on your team.



Customized Service

At Benesch, experience makes up only half of what we offer to our clients. We take advantage of our industry exposure to also give fully customized service. After immersing ourselves in our clients' businesses and taking the time to understand our client's needs, our attorneys use their wealth of industry knowledge and legal skills to develop a customized solution for each client. With that solution in mind, we engage our forces using a time-tested multidisciplinary team approach for all of the legal services we provide.

No matter what mix of legal expertise you need, our team will have the know-how to respond quickly and intelligently. Our attorneys have represented manufacturers, wholesalers, institutional pharmacies, hospital-based

pharmacies, retail pharmacies (independents and chains) and research organizations. We have attorneys who focus on medical devices and biotechnology and technology transfers, and who help smaller drug research companies team up with investors. We also have an intellectual property department to help manufacturers and wholesalers with patents and other commercial property needs.

Our attorneys have tackled a broad and varied range of client projects, including matters involving:

- Business transactions, such as mergers and acquisitions, capitalizations, recapitalizations, divestitures, joint ventures and key contracts
- Fraud and abuse analysis
- Corporate and HIPAA compliance
- Civil and criminal investigations
- Litigation and alternative dispute resolution
- Regulatory analysis and advice
- Individual and facility licensure and accreditation
- Antitrust analysis, advice and due diligence
- Tax-exempt organization analysis and advice
- Bankruptcy and reorganizations
- Managed care contracting and network development
- Medical staff and peer review
- Medicare and Medicaid reimbursement



A Team with an Eye on the Horizon

We know our clients benefit from our customized service. But at Benesch, we take pride in also offering services that take the future into account. By drawing on our vast contacts within the health care industry, we have keen insight into the emerging trends and proposed regulations that impact life sciences companies. We can anticipate how potential industry changes might affect your prospects and legal risks, and will counsel you on them so you can improve and protect your business and take advantage of new opportunities.

Our industry connections also allow us to be advocates for our clients' businesses. Knowing how heavily regulated the pharmacy industry is, we proactively build relationships with those

who influence those regulations: industry leaders and their entities, legislative and regulatory bodies, and individual legislators and regulators. We can then amplify our clients' voices on matters crucial to their success by furnishing industry leaders with insight on how proposed laws, rules and regulations might hurt or help the industry.

The Benesch Life Sciences Team

Don't settle for just legal representation. If you want customized, comprehensive service from attorneys who intimately understand the rigors of your industry, contact a member of Benesch's Life Sciences Team.



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