

# DUGGAN BERTSCH

ATTORNEYS AND COUNSELORS AT LAW

*Health care is a complex and always changing industry, impacted by myriad governmental and market forces, with most health care organizations facing issues which overlap multiple legal disciplines.*

## SERVICES:

Health Care Mergers and Acquisitions



Structuring Strategic Alliances: Partnerships, Joint Ventures, and Other Alignments

Structuring, Governance, and Management: Management Service Organizations (MSOs), Physician Practices, and Dental Practices

Fraud and Abuse/Anti-Kickback Statute and Stark Law Compliance and Counseling



Capital Raises

Captive Insurance Design, Formation, and Operational Advice

Compliance Program and Policy Audit, Development, and Counseling

Client Management Team and Employee Training

Contracting: Vendor, Commercial, and Payor

Licensing and Accreditation

Telehealth



**DUGGAN BERTSCH** provides comprehensive and collaborative health care legal services to its clients in the healthcare industry that align with real-world business strategies, operations and risks. DUGGAN BERTSCH, supported by robust corporate and tax practice groups, takes an entrepreneurial approach to legal services and possesses the breadth and depth of corporate health care experience to serve as an effective legal and business partner to our clients.

DB thoughtfully staffs client project teams to provide our clients with a broad range of legal capabilities to efficiently and effectively lead them through health care and related legal and business matters, including, mergers and acquisitions, structuring start-ups and existing health care businesses alike to comply with state and federal regulatory requirements, vendor, provider, and payor contracting matters, identifying efficiencies in day-to-day business operations, and creating and implementing strategies and solutions which promote growth while avoiding or minimizing exposure to legal liability.

# REPRESENTATIVE CLIENTS:

*Start-Ups*

*Established Companies*

*Digital Health & Health Technology Companies*

*Single & Multi-Specialty Physician Groups*

*Dental Practices*

*Third Party Administrators*

*Health Care Captive Insurance Companies*

## THE DUGGAN BERTSCH APPROACH:

DUGGAN BERTSCH, headquartered in Chicago, provides comprehensive and knowledgeable advice on a variety of industry matters and provides a full and integrated slate of services to individuals, start-ups and established corporate clients, including estate and wealth planning, tax, corporate and transactional health care services. We have meticulously assembled a group of business and legal professionals who are highly qualified, ethical, driven, responsive, and at all times caring of your needs. For each client representation, we select multi-disciplinary project teams thoughtfully with the overarching goal to deliver high quality legal services in an efficient and collaborative manner. This unique multi-disciplinary, team-based approach is essential to the comprehensive representation of our clients, making the firm a perfect fit for those clients that with diverse and complex personal planning and business needs.

The firm's Health Care and Corporate Department leaders are each former General Counsels who possess the business acumen, operational knowledge and legal understanding to collaboratively lead our corporate health care clients through the regulatory, structure-related and operational complexities facing their businesses today, tomorrow and beyond.



With more than two decades of experience in both private practice and as a senior leader in various in-house roles, **Tracey Salinski** is a trusted advisor and counselor to health care organizations, offering strategic counsel on a broad range of health care regulatory, corporate and compliance matters. Tracey has deep experience in structuring, negotiating and closing a broad range of transactions in the highly regulated and complex health care industry and takes a collaborative approach with clients to create and implement strategies and solutions which promote growth while avoiding or minimizing exposure to legal liability. Tracey also regularly provides advice in connection with provider operations, transactions and governance matters.

Tracey's in-house experience and understanding of a client's business needs inform her perspective on the significant opportunities and challenges which clients face in the ever-changing and complex healthcare regulatory environment. Prior to joining the firm, Tracey was Counsel at an Am Law 100 law firm and, prior to that, served as in-house General Counsel and SVP of Legal for Illinois' largest multi-specialty physician-directed medical group.



**Steven H. Shapiro** is the leader of the Corporate Group at DUGGAN BERTSCH. He is an award-winning former General Counsel, a nationally recognized speaker on corporate and technology topics and a highly accomplished transactional lawyer. Steve has completed numerous M&A transactions in a variety of industries. He also has successfully completed dozens of complex securities offerings, bank financings and venture capital fundings, representing underwriters and issuers, lenders and borrowers and funds and start-up companies.

Steve also has extensive experience in technology contracting and related transactions, such as software licenses, SaaS agreements, cloud services agreements, technology equipment sales and purchase, terms of services, privacy policies and technology consulting agreements. In performing this work, he has served as counsel to technology vendors as well as to purchasers and licensors of technology and technology consulting.

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