

HLB HOOPER
LUNDY
BOOKMAN

OUR FIRM

OVERVIEW

Meeting the Health Care Industry's Legal and Government Relations Needs. The health care industry is destined to remain complex, and providers need advocates and advisors who can get them to the right answer, quickly. Every HLB client benefits from our combination of health care industry insight + legal strategy + government impact + an innovative business perspective. We cover every angle.

Since its inception in 1987, Hooper, Lundy & Bookman's primary focus has been to guide, support and defend health care providers and suppliers in our shared mission to create and maintain a viable and effective health care system. Without that, people, especially the most vulnerable among us, face significant challenges in accessing the quality health care necessary to keep our communities healthy, safe and thriving. We are passionate about helping our clients to fulfill this mutual goal of serving all populations.

As the largest law firm in the U.S. dedicated exclusively to representing health care clients, and with clients in all 50 states and two U.S. territories, we represent some of the largest and most respected providers and suppliers from coast to coast.

The complexity of health care law requires a breadth and depth of understanding that goes beyond that commonly found in general practice firms with health care law departments. Such depth can only be achieved through industry specialization and experience. That is why we have dedicated our practice exclusively to understanding the intricacies of the health care industry.

Since our founding, HLB has been on the cutting edge of developments in the industry, and we have represented clients in many of the landmark appellate cases that have shaped health care law over the years.

We speak the language of health care, and no firm matches our breadth and depth.

Personal Service, Responsiveness, and Cost-Efficiency

Doing good work isn't a differentiator; it's the price of admission. HLB delivers a high level of personal service and responsiveness that is rarely available at larger firms. We make it easy for clients to do business with us by offering alternative fee structures, value-based billing, and productized and packaged services.


Frequently, clients engage us for one matter but soon recognize the efficiency and economy in having HLB handle all of their health care-related legal and policy work. The wealth of our experience coupled with our size allows us to serve clients in a cost-effective and efficient manner, and enables us to better avoid training junior attorneys at our clients' expense.

Comprehensive Client Advocacy

Regardless of the nature of our representation, whether in a governmental administrative proceeding, litigation, arbitration, dispute resolution proceeding, business transaction, or advocating for changes in legislative and regulatory policy, our approach is comprehensive in nature. Clients nationwide rely on HLB's experts to do more than analyze

factual and legal issues. They look to us to identify and evaluate opportunities and challenges, help them make informed decisions, and devise and implement strategies to reach their goals. By establishing deep, long-term relationships and offering a comprehensive service approach, we've become our clients' trusted business partners.

WHAT SETS US APART



35 YEARS
Of health care representation



\$1 BILLION +
Recovered for health care providers



NATIONAL
Clients in all 50 states and two US territories

“Health law from every angle” is what we do and who we are.

As the country's largest health care-dedicated law firm, each of our attorneys specializes in health care law. Many work across practices to offer clients a seamless multidisciplinary approach with national reach.

Our attorneys' and government relations professionals' singular health care emphasis means we can often resolve a complex issue or quickly answer an esoteric question with a phone call or email. We've created important case law over the firm's history, and our fingerprints appear on federal and state statutes and regulations. In addition:

- We have represented health care providers in many of the country's most significant fraud and abuse cases, including those arising under the False Claims Act, the Anti-Kickback statute, and the Stark law.
- We have been engaged in significant litigation with State AGOs and District Attorneys in the area of consumer protection legislation.
- Clients routinely call on our transactional lawyers to assist with national and multistate operational, real property, and physician integration issues.

- We have more years of Medicare and Medicaid reimbursement experience than any other firm in the country.
- We have recovered more than \$1 billion from government and private payors for our provider clients.
- Our government relations and public policy practice provides clients with a strong, clear voice to positively influence federal health care policy for the entities and patients they serve.
- Our thought leaders write and contribute to numerous authoritative publications, including the CHA Hospital Compliance Manual, the CHA EMTALA Manual, the AHLA Monograph on the Stark Law, the Handbook of Academic Medicine, Medical Records Privacy Under HIPAA, the Massachusetts Health and Hospital Manual, the AHLA Digital Health Law Manual, and the HCCA's essential guidebook, False Claims in Healthcare.
- We attract new attorneys from top law schools and experienced lawyers practicing with larger law firms throughout the U.S.
- Before entering the legal profession, several HLB lawyers and government relations professionals worked as health care practitioners, administrators, or government regulators, empowering them with added experience to address our clients' issues.
- Because HLB is a certified continuing legal education provider, we provide in-house training not available to the general bar.

HLB's commitment to health care is personal. We want to see all of our clients' businesses flourish, and we work to remove obstacles, resolve disputes, and negotiate deals to make that happen. We try to make the jobs and lives of the people who power our clients' businesses easier. And we endeavor every day to improve the system, fighting for health equity and equal access to health care.

RECOGNITION

Hooper, Lundy & Bookman and our attorneys are regularly recognized for our dedication and excellence in serving the health care industry. For example:

- The firm and several partners are consistently listed in the Top Tier of Health Law firms by Chambers USA nationally and in California, Massachusetts, and Washington, D.C. The firm has more California health care attorneys recognized by Chambers than any other law firm. Client feedback includes: "The firm is one of the premier law firms in the country," and "The service is excellent."
- Bloomberg, Law360, Daily Journal, Best Lawyers, and SuperLawyers perennially name HLB attorneys among the top in our field.
- Best Lawyers: Best Law Firms recognizes HLB as a Tier 1 health law firm nationally and in Los Angeles, San Francisco, San Diego, and Washington, DC.
- Ranked in Bloomberg Law DEI Framework, 2022

FIRM HISTORY

To cover every angle, you need a solid vantage point with a view of the future. That's the origin of Hooper Lundy & Bookman.

By early 1987, Patric Hooper, Robert Lundy, and Lloyd Bookman had already pioneered the growing area of health law. As highly respected partners with Weissburg & Aronson in Los Angeles (which later merged into Foley & Lardner), they significantly contributed to the firm's growth and clientele of large hospitals, nursing homes, and other providers. Despite their success, they envisioned being part of a new and nimbler law firm representing a wider array of industry participants and where every individual could influence the organization's direction.

Together with W. Bradley Tully, Patric, Bob, and Lloyd drew a blueprint of the practice they would create: a national boutique law firm with local offices in key cities powered by the best minds in health care transactions, regulation, compliance, and litigation. They launched their new venture on June 15, 1987, with an impressive list of clients that included major health systems, hospitals, and trade associations across the country.

From day one, HLB's mission has been to serve a viable, thriving environment of health care providers and the people they serve. The firm and our people continually exceed the founders' initial expectations. Our lawyers have been involved in many of the most important and complex issues confronting the health care ecosystem. We help clients stay ahead of legal and business developments that challenge the industry so that they can innovate and lead.

Expanding from a four-attorney, single office in 1987 to more than 60 professionals in six cities today, the firm sets the standard for client service excellence and specialized health care law expertise. Despite our national footprint and a client roster that now includes digital health providers, medical device manufacturers, medical groups, managed care organizations, forward-thinking investors, and more, we have intentionally maintained our boutique practice and culture to enable us to provide the best offering to clients while staying committed to our mission.

As the language of health care only becomes more complicated, we will continue to help our clients translate, just as we have since our founding.



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