

Exclusive Services Proposal for SCMA Members

Topic	Nexsen Pruet Service	SCMA Price	Comment
Key Terms When Negotiating with a Hospital	Presentation of Outline with 1 Hour Consultation with Practice	\$750-\$1,000	*Additional services will require execution of separate retainer
Q&A on Managed Care Negotiations	Presentation of Overview with 1 Hour Consultation with Practice	\$750-\$1,000	*Additional services will require execution of separate retainer
Compliance Consultation (Topic Identified by Practice)	Presentation of Topic Overview with 1 Hour General Consultation with Practice	\$750-\$1,000	*Additional services will require execution of separate retainer
Selling or Closing Your Practice	Presentation of Key Topics/Checklist with 1 Hour General Consultation with Practice	\$750-\$1,000	*Additional services will require execution of separate retainer
Responding to Investigations (OSHA, OIG, LLR, DHEC, DEA, etc.)— GENERAL OVERVIEW UPON IDENTIFICATION OF INVESTIGATING AGENCY	Presentation of Outline of Administrative Process with 1 Hour General Consultation with Practice	\$750-\$1,000	*Additional services will require execution of separate retainer
Coding for Success-Overview of Audit and Appeals Process (General Review)	Presentation and 1 Hour of General Consultation with Practice	\$750-\$1,000	*Additional services will require execution of separate retainer
In-Office Training on Internal Physician Compensation (Stark Law Compliance)	Presentation and 1 Hour of General Consultation with Practice	\$750-\$1,000	*Additional services will require execution of separate retainer
Outside General Counsel Services	Attend regularly noticed Board or management meetings, answer telephone and email questions, and provide general advice services up to 5 hours per month, EXCLUDING litigation, dispute resolution, contract negotiation, sale of any business, any joint venture development, new medical office development or any unusual strategic development.	\$1,500 per month* Subject to renegotiation if Practice averages more than 5 hours of general counsel legal services per month for 2 months.	*Additional services will require execution of separate retainer at regular hourly rates.

Nexsen Pruet values its relationship with the South Carolina Medical Association and its individual members. The firm's Healthcare Team is proud to offer its array of legal services with a 10% discount exclusive to SCMA members. Because only a few of the topics in which our members have experience are highlighted in packages here, the Healthcare Team members are happy to customize their legal services to accommodate the needs of the SCMA members as those needs emerge. Healthcare Team members are available to make presentations in person or via webinar to the SCMA organization upon request.

The SCMA member must identify as a member of the SCMA at the time of initial contact with Nexsen Pruet. To facilitate this process, the firm asks that all SCMA clients contact the firm through Darra James Coleman so that she may best direct the client to the most appropriate resource. Darra's contact information is: DColeman@NexsenPruet.com or (803) 606-5880.

NEXT CHALLENGE. NEXT LEVEL.

NEXSEN | PRUET

HEALTH CARE



Supporting hospitals, nursing homes, hospices, post-acute care providers, physicians, and related health care organizations for more than 60 years.

NEXSEN PRUET HEALTH CARE • LAW PRACTICE • COLUMBIA, SC

Overview

Health care has been central to the work of the Nexsen Pruet law firm for more than 60 years. Today, Nexsen Pruet's health care practice supports our clients located throughout the southeast and beyond with a team of attorneys dedicated to protecting health care providers. Our team is experienced in all areas of the law concerning the regulation, delivery, and financing of health care services. Nexsen Pruet provides advice on an on-going basis to several major provider networks, as well as counsel to hospitals, nursing homes, hospices, post-acute care providers, physicians and related healthcare businesses.

Our health care lawyers are frequent speakers on topics such as long-term care, reimbursement and overpayment, physician/hospital relationships, managed care contracting, formation of integrated delivery systems and physician/hospital organizations, medical coding, the CARES Act, long-term care, compliance and other regulatory topics. We also have launched "Taking the Pulse: A Health Care Podcast" to offer insightful conversations with health care leaders about issues impacting the industry.

Our team focuses on:

- Payor audit defense
- Payor/patient/provider relationships
- False claims analysis and defense
- Alternative dispute resolution
- Managed care issues
- Physician/hospital dealings
- Stark/Anti-kickback laws
- Licensure and provider application assistance
- Cost report appeals
- COVID-19 advice
- Compliance program advice
- Tax advice
- Board governance
- Mergers, acquisitions and consolidations
- Certificates of need legislation and regulation
- Health care fraud and abuse
- Professional disciplinary proceedings
- Survey and certification

We can help make sure your contracts are appropriately executed, your policies and procedures are sound and in the event of litigation, you are protected by a top-flight team of trial lawyers. One of the benefits of working with a large firm like Nexsen Pruet is that our health care team can draw upon the knowledge and experience of our other lawyers to provide comprehensive legal services.



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https://www.nexsenpruet.com/industries_services/health-care-1

Taking the Pulse A Health Care Podcast • A new weekly series that takes a current look at one of the Palmetto State's largest industry sectors

**TAKING
THE PULSE**
A Health Care Podcast



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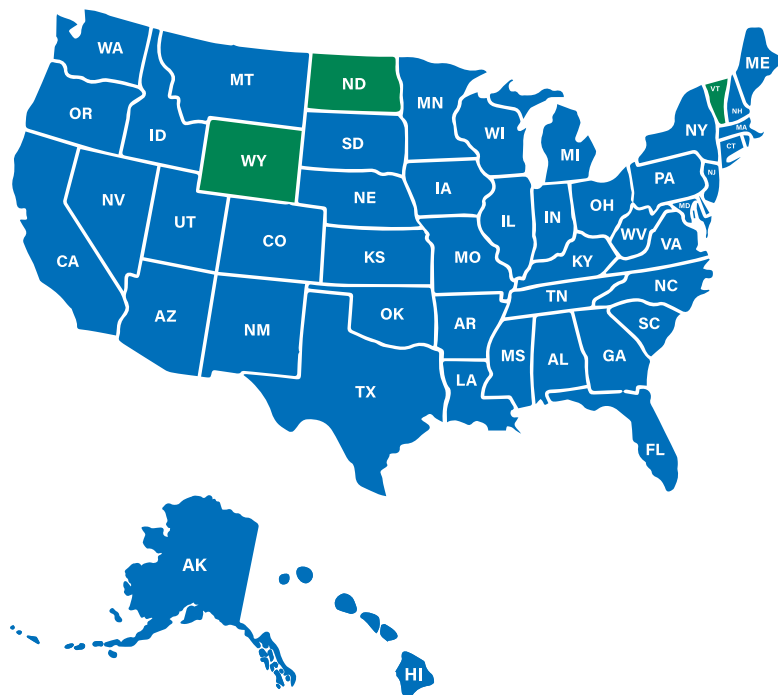
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NEXSEN PRUET ■ CAROLINAS & BEYOND

Nexsen Pruet represents businesses in virtually every industry with more than 200 professionals in eight offices across the Carolinas. *The National Law Journal* ranks the firm among the largest in the United States.

Serving Clients Across the Map



Nexsen Pruet is working around the clock to support our clients and communities during these unprecedented times. If your organization needs help navigating the rapidly changing environment, Nexsen Pruet has the legal and communications experience and resources to guide you accordingly.

Banking & Financial Services
Intellectual Property
Business
Construction
Economic Development
Employment
Environmental
Government

Health Care
International
Litigation
Nextra Solutions
NPcontracts360
NP Strategy
Real Estate
Tax

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https://www.nexsenpruet.com/industries_services/health-care-1



NP HEALTH CARE TEAM



Matthew Roberts



Nikole Mergo



Ralph Barbier



Shannon Lipham



Chandler Martin



Jenna Godlewski



Alice Harris



Jennifer Hollingsworth



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Sonal Patel



Hamilton Barber



Jeanne Born