

## HALL RENDER ADVISORY SERVICES

In addition to Hall Render's legal services, we offer consulting services via **Hall Render Advisory Services** ("Advisory Services"), a company wholly owned by Hall Render that provides innovative ways for our clients to access operational and strategic guidance where a legal opinion is not necessary. With an average of more than 20 years of experience each, our team of advisors assists health care organizations with a variety of strategic and educational initiatives, including consulting services in the following areas.

**Compliance.** Our diverse team of compliance advisors work with clients across the country on the full spectrum of regulatory compliance matters, ranging from prevention and assessment to implementation and resolution. Our advisors work alongside compliance professionals and in-house counsel daily, providing proactive advice, practical solutions and risk mitigation in the most efficient ways possible. Our advisors' backgrounds, as well as knowledge and expertise in health care, give us keen insights which offer a significant benefit and value to our clients.

**Graduate Medical Education.** Our advisors provide up-to-date, strategic and practical advice on the full range of reimbursement, accreditation and operations for hospitals, health systems and community-based organizations to successfully start and operate graduate medical education programs.

**Human Resources.** Our team of advisors guides health care clients through sensitive employment issues including but not limited to discipline, discharge, wage and hour, handbook and policy development/review, workplace harassment, immigration consulting, employee benefits, discrimination matters, accommodation of employee disabilities and leaves of absence. Our advisors also regularly provide on-site training to all levels of management on best practices and strategies for confronting the various workplace challenges facing employers today.

**Information Technology.** Our trained team of IT consultants aims to help our clients with everything from the development of an IT strategy to implementation of medical device security protocol. Our team focuses on four high-value, strategic services: IT Strategic Planning, Cybersecurity, Mergers and Acquisitions and Business of IT.

Our IT consulting services begin with an audit and research into your organization's strategic goals and objectives as well as your existing IT infrastructure and practices. Based on our findings in the research phase, we will present our recommendations for necessary changes or additions. Our team of consultants can serve as an extension of your team, assisting with the implementation of the IT adjustments or coaching your team along the way. This proven process allows your organization to move change forward quickly and efficiently.

**Pharmacy, 340B & Pharmacy Benefits.** We have extensive experience advising providers and suppliers on matters common in the pharmacy space including pharmacy benefit management, government reimbursement, drug supply chain optimization, distribution, repackaging, long-term care/hospice, group purchasing organization matters and manufacturing, along with the full spectrum of ancillary pharmacy and drug-related matters for both controlled and non-controlled drugs. Our experience encompasses a broad range of pharmacy-related services including licensure and certification (federal and state), development and maintenance of compliance programs, policy and procedure development, Medicare and Medicaid reimbursement matters, limited distribution drug access and payor network access.

We also routinely advise 340B Covered Entities on a variety of matters including program optimization (e.g., provider-based, telehealth), opportunity assessment and enrollment, drug sourcing (class of trade, GPO, WAC and Prime Vendor account planning) and virtually any other operational issue facing 340B Program Covered Entities and contract pharmacies.

**Real Estate.** Our team of advisors help manage complicated and time-consuming projects and processes that are part of any real estate endeavor. We serve to provide objective and conflict-free guidance to coach, advise and guide our clients through the myriad of real estate challenges that include but are not limited to the menu of services below.

- Unlocking Capital tied up in Leased or Owned Assets
- Outsourcing of Development and Project Management Solutions
- Outsourcing of Property, Facility and Asset Management of Owned Real Estate
- Outsourcing Transactional Management and Brokerage
- Complementary Facility Solutions
- Specialized Project Engagement and Social Determinants of Health

**Reimbursement.** Health Care is a rapidly changing industry, and health care leaders are always looking for ways to grow revenue and cut costs. Our reimbursement consultants help our clients improve their bottom line with innovative strategies and practical solutions. Our team focuses on strategic services: Health Care System Structure Consulting and Medicare Geographic Reclassification Services Consulting.

**Financial Strategy.** Hall Render's Advisory Services team collaborates with clients on varied projects from planning to development. We guide health care organizations through strategic and financial aspects of a project or transaction and help support and plan for operational impacts. Our advisors are able to support on the full scope of strategic and business planning from feasibility to a comprehensive detailed plan that includes strategic, operational and financial components. On the financial side, our advisors consult on various financial services, ranging from financial review to modeling and pro forma development, including assisting with finding funding sources as needed.

The time and resources involved to identify, close and integrate a transaction can be significant. Evaluation of the financial aspects of a transaction is important to the long-term success of the contemplated venture, and our advisors provide support throughout the process to enhance the value created through these transactions. Our experts review financial statements, reports and data to mine information with key drivers and risks associated with the target entity that could impact the transaction and the value of the business.