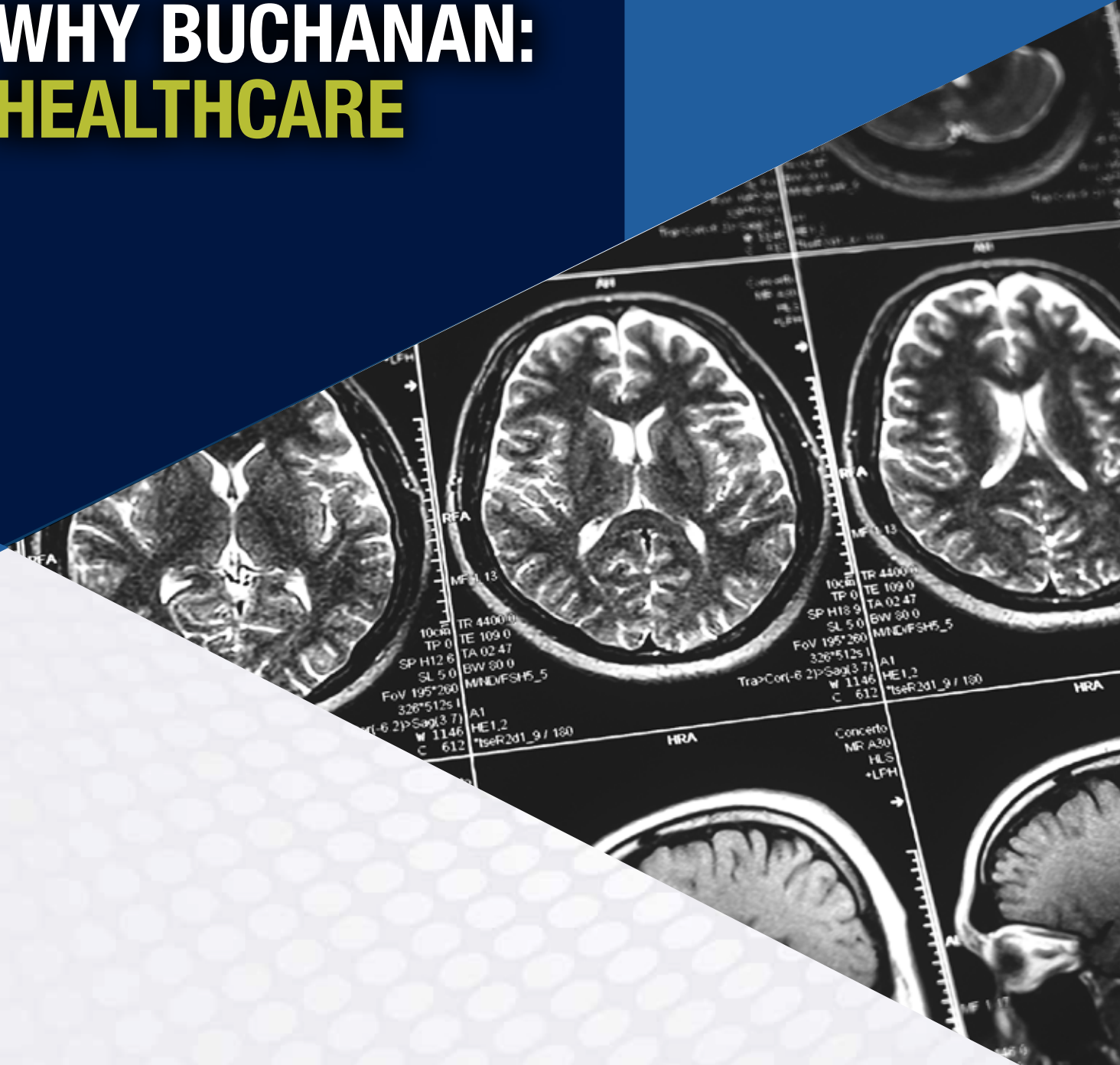


WHY BUCHANAN: HEALTHCARE



JOIN OUR NATIONAL HEALTHCARE PRACTICE

Buchanan Ingersoll & Rooney was one of the first law firms in the country to establish a dedicated healthcare practice, and since that time 40 years ago, the practice has continued to grow in size and reputation. The section represents national clients in numerous transactional and regulatory matters, including 5 of the 10 largest hospitals and health systems in the U.S.

Our clients include a wide array of healthcare providers such as hospitals and health systems, academic medical centers, physician practices, behavioral health providers, ambulatory surgery centers and post-acute care providers.

Our Healthcare section is routinely ranked as a Tier 1 National Health Care Law practice by Best Law Firms and has been ranked Band 1 in Pennsylvania by Chambers USA for the past 10 consecutive years.



Buchanan | **HEALTHCARE**

Led 40+ major healthcare transactions valued at \$20+ billion over the past few years.

WHY JOIN BUCHANAN?

Buchanan is a top U.S. law firm with a strong reputation for providing industry-leading legal, business, regulatory and government relations advice to our clients. We service a wide range of clients, but have especially deep experience in the healthcare and life sciences industries. We bring to our clients an intimate knowledge of the players, market forces and political and regulatory landscape and use our full-service offerings to protect, defend and advance our clients' businesses.

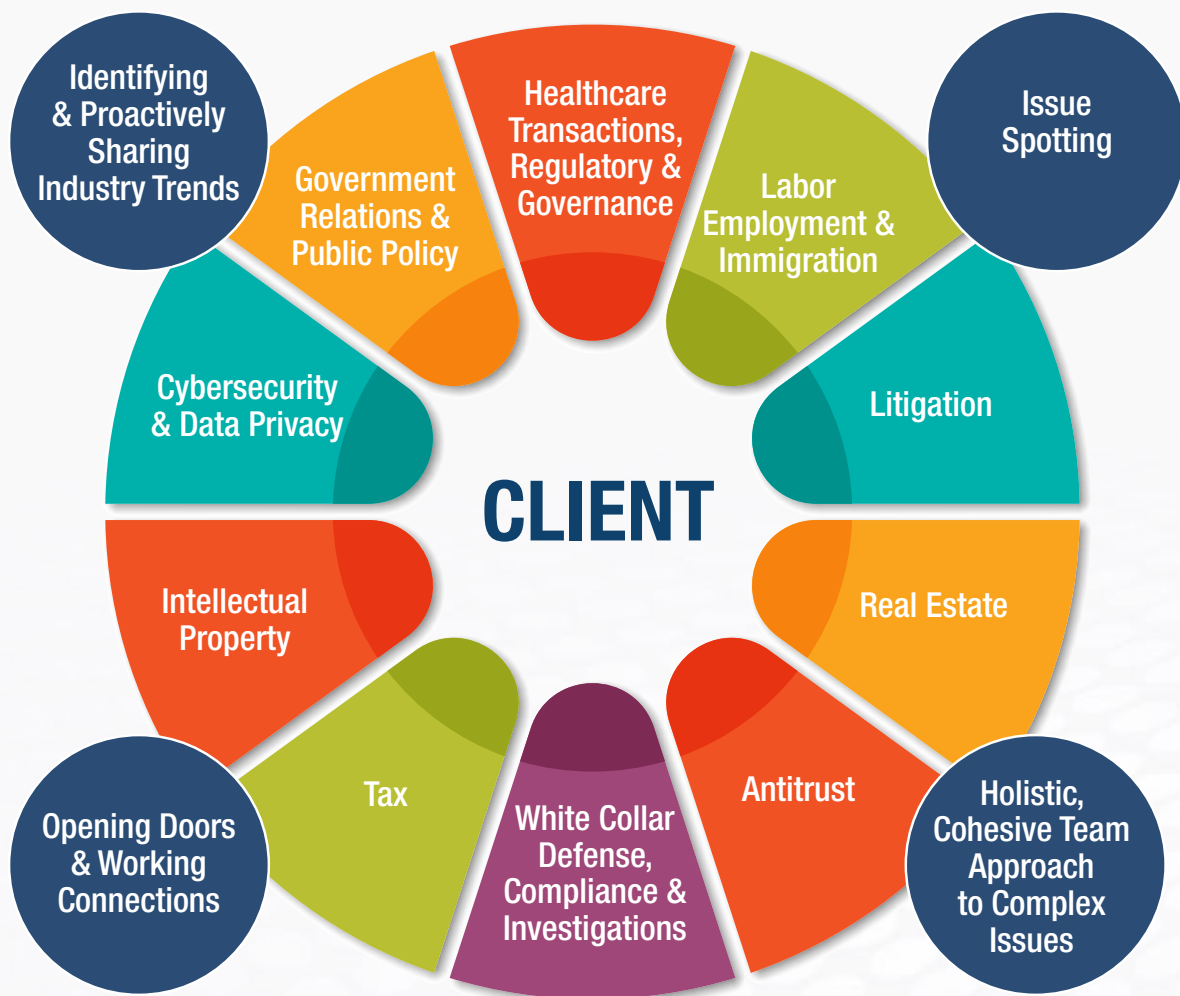
- We are ranked #125 on Am Law 200 (by revenue) and #116 on NLJ 500 (by headcount)
- With 450 attorneys and government relations professionals across 16 cities, we are a full-service provider of both legal and government relations services across a geographically diverse and collaborative knowledge base.
- We are proud to represent some of the highest profile companies in the nation – well-known names that include more than 40 of the Fortune 100.
- Our full-service platform offering includes Corporate Finance & Technology; Energy; Environmental; Life Sciences; Finance; Bankruptcy & Creditors' Rights; Real Estate; Government Relations (State & Federal); Healthcare; Intellectual Property; Labor, Employment, Benefits & Immigration; Litigation; FDA and Tax.

OUR HEALTHCARE INDUSTRY GROUP IS A KEY FOCUS OF THE FIRM

Approximately 15% of the firm's revenue is attributed to clients in the healthcare industry. In recognition of this, the firm formed a cross-disciplinary Healthcare Industry Group in 2019. It is one of four industry focus areas of the firm's strategic growth plan. As a result, the group receives incremental funding and dedicated resources for business development, marketing and other visibility efforts.

Our dedicated team covers a wide spectrum of our practice groups, all of whom spend a significant amount of time on matters involving the healthcare industry. This team includes attorneys from real estate, public finance, corporate finance, tax, intellectual property and employment, as well as federal and state government relations professionals. The collaboration creates a team of "go-to" specialists who know the industry intimately, speak the language, and can anticipate trends to plan for future challenges and opportunities.

As a result, we bring unparalleled credibility in our interactions with health system leadership and litigation witnesses; sensitivity to healthcare culture and hierarchy; and an understanding of the unique pressures facing the industry on a national and global scale. For our attorneys, the collaboration of experts across numerous practices within the industry group naturally opens doors for organic cross-sell opportunities.



REPRESENTATIVE EXPERIENCE

- We are serving as counsel to a regional provider of hospice and home health services in multiple acquisitions and restructurings, which have resulted in our client becoming the largest non-profit hospice in the United States
- Served as lead counsel in the integration/merger of a multi-hospital New Jersey Health System with a Pennsylvania multi-hospital health system with combined revenues post-merger of over \$4 billion
- Buchanan has represented a 13-hospital IDFS for over 20 years, handling more than 100 matters, including transactions, healthcare regulatory matters, compliance, and physician integration strategies, among others.
- Buchanan is currently representing a major academic medical center in the investigation and disclosure of a multi-million dollar Medicare billing issue
- Buchanan is currently representing a university in the south east in the formation of an academic medical center



We represented one of the largest not-for-profit, faith-based healthcare systems in the nation and its predecessor organization for over 30 years. Over the course of Buchanan's representation, we have served as lead transaction counsel for dozens of transactions across the U.S., as well as advised on regulatory matters, employment and commercial litigation, executive compensation and various other matters



Served as counsel in the sales of The Mercy Hospital of Pittsburgh, Magee-Womens Hospital, the Children's Hospital of Pittsburgh, and Shadyside Hospital to UPMC



Served as lead transactional counsel representing Temple University – Of the Commonwealth System of Higher Education in connection with the sale of its affiliates' interests in Health Partners Plans, Inc. for \$305 million

NATIONAL MEDIA TURN TO US FOR THOUGHT LEADERSHIP

Not only are we nationally ranked, our healthcare attorneys and government relations professionals are often sought after to provide their thought leadership, industry knowledge and trend insights by the most high-profile, well-respected media sources in the country. We have recently been quoted in:

**Modern
Healthcare**

**CHIEF
HEALTHCARE
EXECUTIVE®**

POLITICO

**Managed Healthcare®
EXECUTIVE**

 **McKnights**
Long-Term Care News

 **FIERCE**
Healthcare

**healthcare
innovation**
PEOPLE. PROCESS. TECHNOLOGY TRANSFORMATION.

 **Nasdaq**

Healthcare IT News

**MERGERS &
ACQUISITIONS**

 **HEALTHCARE
BUSINESS TODAY**

**HEALTH
IT SECURITY**

**Health
Tech**

 **AMERICAN
HEALTH LAW
ASSOCIATION**

BRINGING YOU UNPARALLELED SUPPORT

In joining our Healthcare team, you would have unparalleled support.

Buchanan has a dedicated Healthcare Section Director who manages day-to-day business operations and is responsible for driving revenue and profitability growth through business strategy, developing billing rates, capacity management, compensation analysis, lateral recruiting, process improvement and professional development.

In addition, the section has a dedicated Business Development Manager (BDM) who provides competitive intelligence, coordinates proposals and RFP responses, and works with individual attorneys on client development. Our Healthcare BDM brings 30 years of experience as a healthcare executive providing a deep understanding of the industry, regulatory environment and players.

We also have a range of experienced associates who are available to assist with client work.

If you are an experienced healthcare attorney, please contact us for a confidential discussion.



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"I joined Buchanan, not only for its national reputation in Health Law, but also for the firm's commitment to ensure a seamless integration of my practice and my clients. The ongoing support that I received as a new lateral hire only got stronger as I continued to build my practice. The ability to tap into Buchanan's existing business development and marketing efforts and turn to dedicated resources who were there at the ready was key to my success."

— Andrew Weissenberg, Healthcare Counsel and 2023 Lateral Recruit

OUR VALUES

- Our firm governs by five core values: quality, collaboration, innovation, diversity & inclusion, and community. These values inform our client relationships, our internal culture and the way we practice law.
- Our commitment to diversity & inclusion is a key component of our service to clients and central to informing firm business decisions. We have a full-time Chief Diversity & Inclusion Officer whose focus is on recruitment, retention and advancement of diverse lawyers as well as partnerships with clients to help advance their diversity & inclusion objectives.
- Buchanan has received multiple recognitions for our commitment to fostering a culture of inclusion, including achieving Mansfield Rule Certification Plus status and the Women in Law Empowerment Forum (WILEF) Gold Standard, together with a score of 100 percent on the Human Rights Campaign Foundation's Corporate Equality Index for multiple consecutive years.
- We deliver an exceptional client experience, meeting or exceeding our clients' expectations with every point of contact over the entire duration of our relationship. Many clients have been with us for ten years or more – the longevity of these relationships speaks to their trust in us and our approach to creating and consistently delivering the Buchanan Client Experience.
- We are known for our dedication to our communities. Each year our attorneys and staff spend close to 35,000 hours on pro bono cases and community service work to help people and organizations with limited means.



WE MAKE IT EASY TO SUCCEED

- We offer laterals the stability and support of a large national law firm and the flexibility, collaboration, and entrepreneurial spirit of a boutique culture. Our recruitment and integration process is effective, efficient and user-friendly. Our interview process is straight-forward and decisive. Once hired, you'll find our systematic integration approach supportive and both lawyer-and client-centric. Our dedicated attorney integration manager coordinates a team of professionals to ensure you have a smooth, seamless transition to our firm and access to all of the resources you need from day one and long beyond to ensure your success and facilitate your ability to achieve your full potential.
- Individual success is important and fueled by a collaborative experience. Our national, full-service platform allows you to easily tap into the expertise of our entire firm. Our business development group works in lock-step with your lateral recruiting team to connect you with the right people throughout the firm to form multi-disciplinary teams dedicated to exceeding your clients' expectations and provide you the tools and resources to grow your practice without missing cross-selling opportunities.
- We are proud to offer numerous growth opportunities to our laterals as we nurture their success within our culture of collaboration and innovation. A significant number of our recent laterals have risen to prominent positions within the firm as office heads, group leaders and board of directors members – positions they didn't hold at their previous firms.



FINANCIAL STABILITY

- The firm has a measured, conservative approach to fiscal management, resulting in a strong balance sheet and minimal debt.
- Our capital buy-in policy is relatively modest when compared with most peers.
- We operate an open and transparent compensation system.
- Our financial performance is presented to the Shareholders and Counsel every month.
- Shareholder compensation is adjusted annually to allow real-time reward for performance.
- We promote cross-selling and collaboration through a written credit allocation policy that sets expectations and rewards both relationship origination/growth and key roles in serving clients.
- We support business development through a firm budget, so our professionals do not pay out-of-pocket to grow and retain clients.
- All of our leases are non-recourse.



Buchanan Innovate

A Digital Solutions Center

- In 2023, we launched our digital solution and technology innovation center, BuchananInnovate, to offer enhanced digital capabilities by focusing on advanced data analytics, visualization and automation. BuchananInnovate helps clients and the firm leverage the power of digital technologies to drive growth and efficiency. Through this platform, our team can develop new digital service offerings, improve existing processes, and provide clients with unique and valuable solutions to their business challenges.

- We also launched our revolutionary Artificial Intelligence platform, BuchananArtifex. Developed in-house, this state-of-the-art platform leverages OpenAI's powerful Large Language Models via secure API. It gives our legal and government relations teams first-hand access to cutting-edge technologies that can meaningfully impact the delivery of legal services. It also equips them with a deep understanding of the technologies' limitations and their respective solutions, enabling them to engage in nuanced conversations with clients about AI.

- As a result of these efforts, Buchanan was recognized in the inaugural report of *BTI's Leading Edge Law Firms 2024* as one of the top 33 firms best equipped to meet the new expectations of clients in today's world. And we were also named as 1 of only 17 firms recognized as the "Best of the Best for Generative AI."

