

## John E. Hintz

### *Of Counsel*

John Hintz focuses his practice on health care business transactions, including forming and administering clinically integrated networks, negotiating managed care contracts (including risk and other value-based reimbursement arrangements), and establishing and maintaining clients' legal compliance (including antitrust, insurance, and data sharing). He also has more than two decades of experience representing health plans offering Medicare Advantage products, including contracting with vendors, providers, and other administrative support companies.

John's clients include health care providers (vertically-integrated systems, clinically integrated networks, accountable care organizations, physician-hospital organizations, hospitals and hospital systems, large and small physician groups, individual practice associations, ancillary providers, etc.); payers (indemnity insurers, HMOs, self-funded employers, reinsurers, Taft-Hartley Trust Funds, etc.); third-party administrators; PPOs; billers; and others. John's experience also includes assisting health plan clients in the area of insurance regulation, including filings and approvals of products, holding company transactions, business plans and related plan changes, and provider contracts.

### **Representative Experience**

- Lead counsel in the formation, development, and implementation of one of the nation's largest clinically integrated networks consisting of 53 hospitals, 1,180 clinics, and over 8,400 clinicians, including clinical integration program design and managed care contract negotiations
- Lead counsel to a large, multi-specialty group IPA (over 450 physicians) in the formation and administration of its clinical integration program, including the joint-negotiation of dozens of managed care contracts with multiple third party payers
- Lead counsel in the formation, development, and implementation of a multi-specialty group IPA (100+ physicians) and its initial clinical integration program, including securing first-time managed care contracts
- Lead counsel on hundreds of managed care contract negotiations on behalf of health care providers (from solo physician practitioners to large, multi-hospital vertically-integrated systems), including individual transactions controlling revenues in excess of \$200 million annually
- Lead counsel on hundreds of managed care contract negotiations on behalf of various forms of health insurers and other third party



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payers, including individual transactions controlling revenues in excess of \$250 million annually

John worked as a clinical physiologist before becoming an attorney. He began his legal career with Blue Cross & Blue Shield United of Wisconsin, focusing on health care litigation, insurance compliance, and corporate business transactions. He then transitioned into an executive role, assuming responsibility for development, contractual negotiation, and administration of provider networks for Blue Cross and its subsidiaries, before moving into private practice.

### Legal Services

- Health & Life Sciences
  - Health Care Transactions
  - Hospitals & Health Systems
  - Provider/Physician Groups
  - Managed Care and Clinically Integrated Networks
  - Health Insurance Industry Partners

### Education and Honors

- Marquette University (J.D., 1994)
- University of Arizona (M.S., 1990)
- University of Wisconsin-Stevens Point (B.S., 1988)

### Bar Admissions

- Wisconsin
- Arizona

### Court Admissions

- U.S. District Court, Eastern District of Wisconsin
- U.S. District Court, Western District of Wisconsin
- U.S. District Court, District of Arizona
- U.S. Court of Appeals, 7th Circuit

### Professional and Civic Activities

- Disability Rights Wisconsin Protection and Advocacy for Individuals with Mental Illness Advisory Council, member
- American Health Law Association, member
- Marquette University Law School, Adjunct Professor of Law, Managed Health Care,
- Arizona Bar Association, member
- Gerald L. Ignace Indian Health Center, Inc., former board member

### Professional Recognition

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- Recognized by *Nightingale's Healthcare News* as one of the country's ten Outstanding Physician Practice Lawyers