

Telehealth

Keeping you compliant with the changing regulatory landscape for telehealth services

Capabilities at a glance

- **Attorneys with deep first-hand knowledge** of the health care industries.
- **Nimble, business-focused legal support** to help you implement telehealth services quickly and effectively.
- **A Health & Life Sciences Practice Group** with a national reputation for excellence, in counsel and service delivery.
- **Helping clients comply with multiple layers of health care regulations** directed at telehealth service providers.

Your strategic partners in telehealth law

Like you, we understand that telehealth access increasingly affects all aspects of health care and wellness—even more so since the COVID-19 pandemic—and while evolving technology expands the horizons of what is possible, the laws are often lagging behind or presenting barriers. We'll help you take advantage of every opportunity for positive change, so you can continue to improve quality of service, innovate, enhance the patient experience and make the most of your resources. Whether you're a technology business or investor, health insurance company, a physician, clinic, pharmacy or other health care provider, we'll help you navigate the compliance, corporate structure, licensure, data privacy and security, and risk mitigation strategies, so you can stay ahead of the competition and keep doing what you do best.

Agile, forward-thinking approach to health care technology

Quarles' Telehealth team includes attorneys who are licensed health care providers, those who have owned their own health care businesses and an attorney with significant in-house counsel experience at a health care technology startup, app and pharmacy. Our on-the-ground experience helps us understand your business and perspective. We work with clients across a range of services, including:

- Hospitals, clinics and other health care facilities
- Pharmacies
- Health care apps and wearables
- Technology providers

Practice Contact

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- Investors and startups
- Long-term care
- Health insurance companies
- Physician groups and other health care professionals

Experience

- **Assisting with licensure questions, contracting needs, operational management,** data privacy and security issues, staff training and patient education.
- **Updating policies and procedures** to incorporate telehealth services into the compliance program.
- **Ensuring compliance with state laws** on electronic data security and privacy.
- **Drafting and negotiating contracts and agreements** related to telehealth provider arrangements and partnerships.
- **Advising on fraud and abuse issues and risks,** and how to mitigate them.
- **Incorporating apps and texting into health care practice** in accordance with compliance obligations.
- **Advising on state and federal laws** around the different types of telehealth services.

Successes

- Developed compliance and licensure plan for a behavioral health company providing counseling, therapy and addiction care services via telehealth across state lines in multiple states.
- Conducted foundational analysis, model design and contract negotiations to help a company implement a vision for nationwide pharmacy fulfillment services for a telehealth provider network.
- Assisted a client in designing and implementing medical services organization structures.
- Helped a client navigate optometry, dental, physical therapist, surgical and medical practices through implementation and expansion of telehealth services.
- Advised on hospital credentialing and agreements to enable providers offering care via telehealth.

Service Areas

Data Privacy & Security

Every organization has growing data privacy needs and sensitivities, and taking them seriously is vital to meeting business goals and mitigating risk. The laws are changing quickly, whether it's customer data, consumer data or employee data at stake. Quarles offers effective and efficient legal support and training programs tailored to your business needs, to help ensure you are one step ahead of data privacy and security regulations.

General Corporate and Outside General Counsel Services

Companies rely on Quarles as outside general counsel because we offer the depth of skill and breadth of experience necessary to achieve their business objectives. Whether the issues are complex or straightforward, our lawyers will always deliver the appropriate level of resources to complete the task at hand. Serving as a strategic advisor, we provide efficient, day-to-day counsel across a range of legal disciplines.

