

# Upcoming Live Webinar

Pinnacle is pleased to announce that Curtis H. Bernstein, CPA/ABV, CVA, MBA, Partner and Girard F. Senn, RN, MS, NEA-BC, Director, will be speaking in an upcoming Strafford live webinar, **“Gainsharing Arrangements and Bundled Payments: OIG Advisory Opinion and Other Developments”** scheduled for **Thursday, November 14, 1:00pm-2:30pm EST**



**Curtis H. Bernstein**  
CPA/ABV, ASA, CVA, MBA  
*Partner*

The OIG has issued a number of Advisory Opinions related to gainsharing arrangements. Following the modification of the gainsharing civil money penalties (CMP) by MACRA in 2018, the OIG issued an advisory opinion analyzing a hospital's payment of a percentage of cost savings to neurosurgeons in a multi-specialty physician group. The OIG approved the arrangement but made it clear that gainsharing payments must be structured appropriately and monitored, or they will pose risks.

Gainsharing arrangements offer significant opportunities for hospitals and physicians to collaborate in improving quality of care, enhancing efficiency, and reducing costs. Identifying and realizing these opportunities requires significant operational, legal, and consulting expertise. Healthcare counsel face a variety of legal and regulatory hurdles in structuring gainsharing arrangements. These arrangements must be carefully structured to comply with the gainsharing CMP, the Anti-Kickback Statute, and the Stark Self-Referral law. Other legal and business challenges revolve around state laws, provider relationships, insurance markets, and fair market value determinations.

Our panel will provide healthcare counsel with a review of current issues related to gainsharing arrangements whether they are reestablishing or part of bundled payment programs. The panel will discuss the OIG's advisory opinions on gainsharing arrangements, outline implementation and operational aspects of gainsharing, and offer best practices for hospitals and physicians to identify business opportunities and minimize legal risks.

**We will review these and other key issues:**

- *What are the key operational and regulatory concerns for healthcare providers considering gain-sharing arrangements either as standalone programs or as part of bundled payment programs?*
- *What are implications of the OIG advisory opinions on gainsharing?*
- *What critical provisions should counsel document when formalizing these arrangements?*
- *What are different types of gainsharing arrangements and what are key features of each?*

After our presentations, we will engage in a live question and answer session with participants so we can answer your questions about these important issues directly.

For more information or to register visit [AskPHC.com](http://AskPHC.com)

Or call 1-800-926-7926

Ask for Gainsharing Arrangements and Bundled Payments on 11/14/2019

Mention code: HL1BC1-83ODAY



**Girard F. Senn**  
RN, MS, NEA-BC,  
*Director*