



Erin E. Burns

SENIOR ASSOCIATE

DENVER, CO

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OVERVIEW

Erin is passionate about delivering effective legal solutions for hospice & palliative care providers.

Erin is a member of the firm's Hospice & Palliative Care Team, which collectively has over 25 years of experience working with hospice and palliative care providers across the country. Erin is dedicated to working collaboratively with clients to address their needs in an ever-changing, highly regulated industry. Her practice ranges from providing quick answers to immediate day-to-day operational questions to larger, more complex compliance issues. Erin and the Hospice & Palliative Care Team routinely guide hospice providers throughout all phases of government surveys, from strategizing and preparing plans of correction to interfacing with surveyors, as well as audits, including analysis of and response to alleged clinical, technical and statistical errors.

Hospice and palliative care clients also value Erin's research skills, and her experience drafting and reviewing a wide range of contracts, such as inpatient services agreements, medical director agreements and palliative care consulting agreements, among others. Whether Erin is answering a 15-minute question or navigating a sophisticated Unified Program Integrity Contractor (UPIC) audit, she is deeply passionate about supporting hospice and palliative care providers, along with the dedicated physicians, nurses and clinical social workers who serve and comfort patients and families at their most vulnerable.

Industry

Healthcare

Services

Healthcare Regulatory &
Compliance Counseling

Hospice & Palliative Care

Hospice Medicare & Medicaid
Audits

Experience

- Assisted a hospice provider through redetermination and reconsideration appeals of a Unified Program Integrity Contractor (UPIC) audit to reduce their initial overpayment determination of more than \$400,000 by 60+ percent.
- Through advocacy during the Supplemental Medical Review Contractor (SMRC) discussion and education session and re-review process, helped client reduce initial high error rate to less than 14 percent.
- Assisted in guiding multiple hospice providers through survey responses, both from state agencies and accreditation organizations.
- Through Medicare administrative appeal process, decreased hospice client's alleged \$8.6 million audit overpayment to just \$77,000.
- Reduced nonprofit hospice client's alleged Medicare audit overpayment by approximately \$20 million, saving client from potential closure or sale.
- Represented hospice in appeal of a Medicare audit that resulted in an extrapolated overpayment of more than \$12 million. Advocated for the hospice through the appeal process including a hearing before an administrative law judge. The extrapolation was thrown out and the ALJ returned a fully favorable ruling, resulting in a final overpayment amount of \$0.00.

Recognition

- Best Lawyers: Ones to Watch, Health Care Law, 2021-2024

Education

- J.D., University of Wisconsin Law School
- B.A., University of Wisconsin-Madison
 - Legal Studies and Psychology

Admissions

- Colorado
- Wisconsin
- U.S. District Court, Western District of Wisconsin

Community Leadership

- Chrysalis, Inc., Board Vice President

Chrysalis promotes mental health recovery in the Madison community by supporting work opportunities that encourage hope, healing and wellness.



Monitoring updates and fostering learning.