



Zaina A. Niles

ASSOCIATE

KANSAS CITY, MO*

PHONE: 816.983.8000

PHONE: 816.983.8210

EMAIL: ZAINA.NILES@HUSCHBLACKWELL.COM

OVERVIEW

Having earned her JD, MHA and MBA, Zaina is uniquely positioned to help healthcare clients overcome legal, regulatory and business challenges.

Zaina is part of the firm's Healthcare Regulatory & Compliance Counseling team, which advises a wide range of clients on how to mitigate risk and ensure compliance in the ever-changing healthcare field. In addition, she works alongside the firm's Hospice & Palliative Care Team to guide hospice providers through each stage of the audit and appeal process.

Industries

Healthcare
Life Sciences

Services

Healthcare Regulatory &
Compliance Counseling
Hospice & Palliative Care
Hospice Medicare & Medicaid
Audits

"The Husch Blackwell Hospice & Palliative Care team was a great partner in the audit appeal process. They were invested in the hospice's success and demonstrated an ongoing commitment to collaboration, attention to detail, and advocacy. Not only did they keep us informed at every step of the process, they also solicited our input and incorporated our ideas wherever possible. Together, we were able to obtain a fair, favorable result, and the hospice can continue to provide quality end-of-life care to deserving patients."

— Christy Whitney, President and
CEO, HopeWest

HUSCH BLACKWELL

As a strategic and creative thinker, Zaina works closely with clients to pursue optimal paths that satisfy clients' business and healthcare goals while addressing regulatory concerns. Clients and team members appreciate Zaina for her attention to detail, ability to relate to others, and knack for identifying overlooked ideas and solutions.

Before joining the firm, Zaina held internships with the U.S. District Court for the Western District of Missouri and numerous healthcare organizations. Additionally, in 2020, she served as Editor in Chief of the *Journal of Dispute Resolution*.

Experience

- Successfully represented a client against a Medicare reimbursement audit by the OIG, which initially alleged improper payments of over \$140 million (later reduced to a \$50 million demand). Through a comprehensive appeal process including expert testimony on statistical sampling and hospice care determinations, the Husch Blackwell team achieved a remarkable victory when an administrative law judge overturned nearly all claim denials, reducing the extrapolated overpayment to less than \$10.

Recognition

- Missouri Bar Pro Bono Wall of Fame, 2021

Education

- J.D., University of Missouri School of Law
 - Certificate in Alternative Dispute Resolution
 - *Journal of Dispute Resolution*, Editor in Chief
- M.B.A., University of Missouri
- M.H.A., University of Missouri
- B.S.B.A., University of Missouri
 - Business Management and Human Resources
 - *summa cum laude*

Admissions

- Illinois
- Missouri

*Zaina works remotely. Contact Zaina to set up a virtual/in-person consultation by appointment.