



Lisa Luetkemeyer

SENIOR COUNSEL

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OVERVIEW

After serving in-house for two major healthcare organizations, Lisa offers a unique perspective on client needs.

Her first firm role involved supporting a major healthcare organization that lacked its own legal department, where she quickly gained experience in operational matters, governance, contract negotiations, medical staff matters, and general regulatory compliance. She later expanded her capabilities to include pharmacy benefit management and post-acute care.

Lisa then transitioned to in-house positions with two leading health systems, where she served for seven years. During this time, she gained experience in managing legal and operational issues across various sectors, including real estate, acquisitions and divestitures, and intellectual property management. Her responsibilities also included providing guidance on marketing communications, advertising, and commercial transactions as well as critically developing and enforcing information technology and information security policies and standards. Lisa's work in privacy and security compliance involved analyzing and implementing policies that ensured organizational adherence to legal and regulatory requirements, particularly in the healthcare sector.

Her deep understanding of complex organizational operations and firsthand experience managing budgets and timelines for outside counsel allow Lisa to craft customized strategies that align with client-specific needs and goals. After returning to Husch Blackwell in 2023, Lisa now assists clients in the healthcare industry with contracting, operations and governance issues, licensure questions, and regulatory compliance. A significant portion of her practice is

Industry

Healthcare

Services

Commercial Contracting

Data Privacy & Cybersecurity

Healthcare Operations

Healthcare Providers

Healthcare Regulatory &
Compliance Counseling

dedicated to advising a major multinational managed healthcare and insurance company, where her background in commercial contracting and privacy compliance continues to be invaluable.

Experience

- Seconded to a large national health system as operations counsel to ambulatory surgery centers across multiple markets.
- Represented a large health system in the negotiation of a multi-million dollar outsourcing arrangement for revenue cycle management, information technology, informatics, analytics, and care management services.
- Served as counsel to a consortium of orthopedic practices—The Orthopedic Institute of Wisconsin—in the roll up and sale of 14 Wisconsin-based groups and two ambulatory surgery centers to Surgery Partners.
- Provided ongoing legal support in a variety of procurement contract negotiations for a Fortune 500 company.
- Advised healthcare clients on a broad range of regulatory matters, including federal and state fraud and abuse laws, HIPAA, Medicare and Medicaid reimbursement, and licensing issues.
- Assisted healthcare clients with transactional matters in connection with contracting, mergers and acquisitions, joint ventures, and affiliations.
- Advised health systems, hospitals, pharmacies, physician groups, and community-based providers on regulatory and transactional matters, compliance, fraud and abuse, reimbursement, and licensing issues.
- Provided general operations counsel to several large health systems, including drafting policies and procedures and negotiating leases and vendor agreement systems, including drafting policies and procedures and negotiating leases and vendor agreements.

AS IN-HOUSE COUNSEL TO LARGE HEALTH SYSTEMS:

- Served as legal lead on intellectual property matters system-wide, including managing entire trademark portfolio and drafting and negotiating license and sponsorship agreements.

Experience

- Served as legal lead for transition services agreements, intellectual property due diligence, trademark transition agreements, and communications and marketing reviews during and post-transaction.
- Advised marketing and communications leadership and issue-spotted legal and compliance concerns with marketing arrangements, including Stark and AKS.
- Supported the system IT subsidiary in compliance, contract negotiation, and transactional matters.
- Provided legal support to other system subsidiaries, including a venture fund subsidiary, global mission subsidiary, facilities management organization, and group purchasing organization.
- In collaboration with applicable business owners and executive leaders, drafted system-wide legal, organization, information technology, and information security policies and standards.
- Supported all levels of real estate department in managing leasing matters system-wide, including contracting, policies and procedures, and compliance.
- Provided support to and collaborated with regional general counsels and compliance officers on legal and compliance issues related to real estate, leasing, and transactional matters.

Education

- J.D., Saint Louis University School of Law
 - *magna cum laude*
 - Certificate in Health Law
- M.H.S., University of Missouri
- B.A., Truman State University

Admissions

- Missouri
- Illinois

Community Leadership

- Academy of the Sacred Heart, Alumni Coordinating Council

*Contact Lisa to set up an in-person consultation by appointment in the St. Louis office.



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