



**GARY STEINBERG
PARTNER
PRACTICAL HEALTHCARE SOLUTIONS, LLC**

Gary Steinberg has over 25 years of diverse experience in the health care industry including hospital administration, hospital planning and consulting services. Mr. Steinberg has extensive expertise in the development of services and markets for multi-hospital systems, hospitals, physicians and physician groups and other health care organizations, as well as health insurance billing and other issues. Mr. Steinberg's consulting experience includes:

- ♦ Establishing linkages between hospital and physician programs, physician practice evaluations and physician practice management services;
- ♦ Establishing physician practices and group practices including physician contracts and negotiations;
- ♦ Negotiating health benefits on behalf of employers;
- ♦ Ambulatory services planning for hospitals and physicians;
- ♦ Product line planning development and implementation for ambulatory surgical centers, arthritis-rheumatology centers and cancer centers;
- ♦ Establishing joint ventures between hospitals and physicians and between community and tertiary hospitals.
- ♦ Provision of expert testimony on matters related to healthcare regulatory, finance, hospital policies and procedures, enterprise value, physician credentialing matters and anti-trust issues.
- ♦ Litigation support services

Previously, Mr. Steinberg served as Vice President for another consulting firm. With that firm he worked throughout the United States on various engagements with particular focus on physician-practice operations and physician hospital linkages and ambulatory care and tertiary product lines.

Mr. Steinberg was previously Chief Executive Officer for Delaware Valley Medical Center of Langhorne, PA, Chief Operating Officer for Lehigh Valley Hospital Center of Allentown, PA, Assistant Director of Presbyterian Hospital of Philadelphia, and Administrative Assistant at Lankenau Hospital. During these various operating positions, Mr. Steinberg was responsible for managing all aspects of hospital operations and building projects. He also helped establish trauma programs, open-heart surgery programs, various ambulatory programs and satellite facilities.

Mr. Steinberg is a Fellow of the American College of Healthcare Executives and a member of various professional organizations including the American Hospital Association, the Hospital Association of Pennsylvania and the American Pharmaceutical Association.

Mr. Steinberg has presented seminars throughout the United States on ambulatory care, economic issues in health care, practice acquisitions, physician practice operations and other subjects and has written a number of articles on ambulatory care and ambulatory surgery.

Mr. Steinberg earned a Bachelor of Science and a Bachelor of Pharmacy from Rutgers University and a Master of Business Administration and a Master of Health Care Administration from George Washington University.



PRACTICAL HEALTHCARE SOLUTIONS LLC

MEDICAL LEGAL SERVICES

Over the past several years, the partners of our firm have provided medical legal support services for attorneys in the following areas:

- Hospital policies and procedures
- Hospital administrative and Board of Trustee Standards
- Nursing standards and policies and procedures
- Physician credentialing issues
- Standard of care for specific services including:
 - Trauma service
 - Oncology
 - ER standards
 - Neonatal
 - ICU
 - Open heart
 - OR standards
- Physician contract matters such as enforceability of restrictive covenants and practice valuations
- Analysis of applicability of Intermediate Sanctions Rule for physician and administrator employment agreements
- Contract disputes between institutions and providers of service
- Medical practice operations
- Medical compliance issues
- Drug errors
- Patient falls
- Economic analysis of future practice earnings
- Billing and coding disputes
- Anti-trust matters
- Evaluation of lost wages
- Determination of enterprise value
- Evaluation of medical costs for future care requirements



PRACTICAL HEALTHCARE SOLUTIONS LLC
FEE SCHEDULE

1. Review material and opinion letters \$ 250.00/hour
2. Depositions \$300.00/hour
3. Trial \$300.00/hour

Plus actual out of pocket expenses.