

# Health Care Contracting

This course is designed to provide some practical tools for companies that have an interest in entering into or expanding their footprint in the Federal health care sector. The major Federal agencies which contract for health care products and services include the Centers for Medicare and Medicaid Services (CMS), the Veterans Health Administration, the Office of Personnel Management, TRICARE, and the Military Health Systems. This course will provide a discussion of Federal health care programs and the various statutory and regulatory authorities applicable to the contracts that support those programs. It will also discuss health care contracts which the Federal Government has awarded in support of its health care programs and considerations and concerns that are unique to those contracts and subcontracts.

## LEARNING OBJECTIVES

- Identify major Federal health care programs, and the agencies primarily responsible for administering them
- Identify basic government contracting principles as applied to Federal health care contracts
- Identify the statutory and regulatory authorities which govern the contracting agencies' activities, and the applicability of the Federal Acquisition Regulation
- Determine contractor qualifications for health care contracts
- Determine contract clauses specific to health care contracts
- Identify systems requirements including systems security
- Identify compliance programs for Federal health care contracts, with a focus on conflicts of interests and the False Claims Act
- Determine potential liability and statutory limitations on liability
- Identify requirements for the privacy and confidentiality of health care information
- Identify future trends in health care and evolving contracting opportunities

**2011 Seminars**

*June 7-8  
Washington, DC*

*November 9-10  
Newport Beach, CA*

P.O. Box 27951  
Washington, DC 20038  
(202) 575-5770  
[www.publiccontractinginstitute.com](http://www.publiccontractinginstitute.com)

## Dates:

June 7-8, Washington, DC  
November 9-10, Newport Beach, CA

## Daily Schedule:

Registration: 8:45am  
Meetings: 9:00am–4:00pm  
Lunch Break: 12:00pm–1:00pm

## To Register:

Call (202) 575-5770

Register online at:  
[www.publiccontractinginstitute.com](http://www.publiccontractinginstitute.com)

**\$995 Registration Fee**  
**Checks and credit cards are accepted.**  
**Please make checks payable to:**  
**Public Contracting Institute, LLC.**

**PROGRAM LEVEL:** Beginner/Intermediate. No pre-requisite required.

**COURSE HOURS:** 11 hrs/1.1 CEU/13 CPE



### CPE: Continuing Professional Credit

This Group-Live course is eligible for 13 CPE credits. Public Contracting Institute is registered with the National Association of State Boards of Accountancy (NASBA) as a sponsor of continuing professional education on the National Registry of CPE Sponsors. State boards of accountancy have final authority on the acceptance of individual courses for CPE credit. Complaints regarding registered sponsors may be addressed to the National Registry of CPE Sponsors, 150 Fourth Avenue North, Suite 700, Nashville, TN, 37219-2417. Web site: [www.nasba.org](http://www.nasba.org)



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For more information regarding administrative policies please contact our offices at 202-575-5770.

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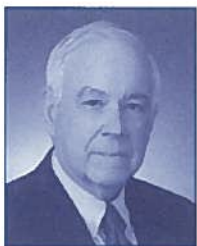
## About the Instructors



### RODNEY L. BENSON

Rodney L. Benson has more than 35 years as a government senior executive and highly-experienced government contracts attorney with a distinguished career of federal government service. He has been acknowledged for his exceptional ability to counsel staff and clients on complex legal matters, as well as possesses extensive experience in defending federal agencies in protests and disputes, with a remarkable record of success. Through Rodney's 30+ years of combined experience as the director of Acquisitions and 30+ Grants Management for the Centers for Medicare and Medicaid Services (CMS) and as a senior attorney in the Department of Health and Human Services Office of the General Counsel representing CMS, he has developed considerable expertise in the field of federal acquisition. He has also acquired extensive knowledge of CMS's programs and organization. He is familiar with the issues and challenges

confronting the agency. He has experience with all contracts that are subject to the Federal Acquisition Regulations (FAR).



### W. BRUCE SHIRK

W. Bruce Shirk is special counsel in the Government Contracts and Regulated Industries Practice Group in the firm's Washington, D.C. office. Mr. Shirk focuses his practice in the areas of Medicare and Medicaid contracting and related areas of law including Medicare coordination of benefits and data sharing requirements, government and construction contract law and litigation, including cost accounting issues, and defense and aerospace contracting. His experience as a counselor includes review of contracts and provision of advice to clients in both the public and private sectors in negotiation and administration of contracts and grants; administrative prosecution of claims against the government and defense of civil claims and criminal proceedings brought or instituted by the government, including claims arising under the Medicare statutes and regulations; defense of claims against public sector entities; conduct of internal inquiries

related to contract and regulatory compliance, the latter including government claims for reimbursement of Medicare payments.

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PCI is dedicated to delivering the highest quality acquisition training available. PCI conducts public seminars, webinars, and customized on-site courses in all areas and every level of the public contracting profession, both for the public and private sectors. Our instructors are the most respected and experienced professionals from Government, industry, academia, and prestigious law and accounting firms. PCI instructors are also dedicated to being effective teachers and providing the most targeted, up-to-date materials. PCI's 2011 calendar offers over 150 classes in over 50 topic areas. For a complete 2011 calendar, please contact us or visit our website – [www.publiccontractinginstitute.com](http://www.publiccontractinginstitute.com).

For more information or to schedule customized training at your facility, please call us at 202-575-5770.

*PCI is the proud founder and sponsoring organization of the Ralph C. Nash, Jr. Foundation, dedicated to educating young professionals in the field of public contracting through scholarships and leadership development programs.*