



***ROBERT A. STEINBERG, ESQ.***  
***(Healthcare)***



Mr. Steinberg's mediation practice focuses on business-related cases. He is known for his technical legal expertise, his innovative solutions to difficult business disputes, and his insight into parties' motivations.

### **Healthcare Experience**

Mr. Steinberg has had long and extensive experience with the healthcare industry, having practiced with one of the nation's leading healthcare law firms. He was the primary corporate and tax lawyer on a number of healthcare transactions, both for-profit and nonprofit, representing hospitals, IPAs and medical groups, and individual physicians. Following is a summary of Mr. Steinberg's healthcare experience:

- Formation, acquisition and merger of medical groups and IPAs, including issues of capitalization and corporate governance.
- Purchase, sale, merger and reorganization of a number of hospitals.
- Negotiation over capitation and risk pool payments between providers and payors.
- Noncompetition and trade secret disputes with departing physicians.
- Development of physician compensation plans.
- Hospital tax-exempt bond financings.
- Development of ancillary organizations and various physician-hospital relationships.
- "Stark" and "fraud and abuse" planning issues.
- Represented one of the nation's largest HMOs in its attempt to acquire a major nonprofit California HMO that was seeking to become a for-profit corporation.

### **Representative Healthcare Cases**

- Dispute between hospital and prominent physician regarding whether hospital over-compensated physician and whether arrangement complied with anti-referral laws.
- Pay dispute between two of California's largest clinical laboratories.
- Shareholder derivative dispute brought against majority shareholder of medical management company by minority shareholders, who were also the majority shareholders of an IPA managed by the medical management company.
- Pay dispute between physician and medical management company.

## **Career Highlights**

- Mr. Steinberg has successfully resolved hundreds of mediated cases. In his twenty-five year career as a corporate, securities and tax lawyer and as a litigator, Mr. Steinberg handled billions of dollars in transactions and obtained tens of millions of dollars in tax refunds.
- As partner-in-charge of the Los Angeles office of an international law firm, Mr. Steinberg increased annual distributable income per partner by more than \$300,000 in fewer than four years.
- 150 of Mr. Steinberg's partners honored him with an award for "Outstanding Teamwork and Collegiality."
- Mr. Steinberg has extensive experience with multinational and multicultural matters.

Mr. Steinberg has published more than fifty articles and presented more than thirty seminars on settlement advocacy, case evaluation, negotiation strategy and tactics, and mediation. He received his undergraduate degree from the University of Michigan (Honors in English), his law degree from Duke University, and his Masters of Law (in Taxation) degree from New York University.