

## HEALTH AND HUMAN SERVICES

Our health and human services consultants have evaluated, designed, and implemented many structural changes for health systems, hospitals, nursing homes, medical clinics, home health care agencies, housing facilities for elderly and disabled persons, agencies serving children and families, and other proprietary and non-profit health and human services providers.

Those changes include:

- Corporate organizations and reorganizations
- Mergers
- Acquisitions
- Affiliations
- Divestitures
- Joint Ventures

In addition, we handle many matters for individual institutions that relate to strategic structural change or significant operational challenges, such as:

- Governance and board development
- Corporate compliance
- Financial transactions
- Debt and equity capitalization
- Electronic information and record retention policies and procedures

With our experience, we can help you employ best practices and avoid the pitfalls and problems faced by organizations in these areas.

### THE PROCESS

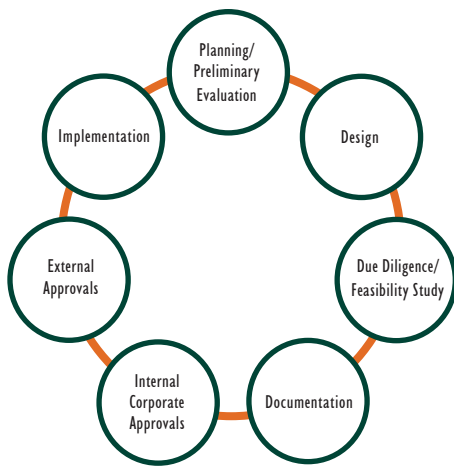
First and foremost, we listen to you. An interactive dialogue is essential to ensure that we understand what you want to accomplish and that you understand the applicable restrictions, costs, risks, and benefits.

To accomplish your goals efficiently, we help identify and assemble a team of people from your organization and from HB Solutions, along with any other necessary consultants.



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Then we guide you and your team through the process. Major structural and transactional projects include up to seven phases: planning/preliminary evaluation, design, due diligence/feasibility review, documentation, internal corporate approvals, external approvals (governmental and other), and implementation. We have a disciplined approach to project organization: we sequence each one according to its requirements, with defined mileposts against which to measure progress.



As early as possible, we also help identify potential legal, financial,

political, or managerial project risks to enable you to make informed, realistic decisions about whether and how to proceed.

#### **ABOUT US**

Eric Stonehill leads the HB Solutions team and also chairs the Health Services Practice Group of Harris Beach PLLC, a large affiliated New York law firm with an extensive health and human services legal practice. Mr. Stonehill holds a law degree, an MBA, and Master's level certification in hospital and health services administration from the

Sloan Program at Cornell University. He has worked in the health and human services industry full time for over 25 years, with a concentration in corporate organizations, reorganizations, mergers, acquisitions, affiliations, governance, and strategic planning. Our professionals throughout the firm have counseled over 80 hospitals, as well as primary care and surgery centers, nursing homes, home health care agencies, large multi-corporate health care systems, and agencies serving children and families.

*Do you understand the restrictions, costs, risks, and benefits related to your organization's structural changes and operational challenges?*

*We can help you understand the full scope of your project, and guide you through a disciplined process to meet your organization's objectives.*

**HB SOLUTIONS LLC** was established to provide non-legal services to clients. HB Solutions is a consulting affiliate of the HARRIS BEACH PLLC law firm. Founded in 1856, Harris Beach is one of the largest law firms in New York state and works with *Fortune 500* corporations, privately-held companies, emerging technology businesses, not-for-profit organizations, educational institutions, municipalities, and individuals.

#### **CONTACT:**

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