

## Healthcare Information Technology (HIT)

Managing the HIT acquisition process can be extremely time consuming for healthcare CIOs. Let O'Toole Law Group be your manager. We will handle your HIT contract negotiations with efficiency, dedication and utmost integrity.

**Healthcare Providers:** Add unequalled knowledge and experience to your executive management team throughout the selection and contracting stages of your HIT investment and implementation.

**Healthcare Consultants:** Involving O'Toole Law Group at the outset of your engagement will provide specialized insight and experience to the many implementation models associated with the various types of healthcare organizations.

**Healthcare Companies:** Put the knowledge and experience of O'Toole Law Group to work for you as you establish or expand your presence in the HIT market.



### RECENT O'TOOLE LAW GROUP PROJECTS

#### Outstanding Provider Engagement

Advising corporate healthcare executives supporting a thirty hospital community based healthcare operation on contractual, licensing, and future HIT acquisition issues.

#### Healthcare Vendor Engagements

Structuring licenses, support agreements and international distribution agreements for both emerging and established software companies.

#### General Counsel

Serving as outside general counsel for startup EHR company.

#### Business Consulting

Consulting for prominent physicians involved in multiple separate private software enterprises on aspects of bringing product to market in healthcare and insurance industries.

#### International Business

O'Toole Law Group is expanding to offer representation to international companies seeking to establish presence in United States healthcare market.

**Large Healthcare Entities** With twenty years of experience detailing the various aspects of implementations, simple or complex, O'Toole Law Group knows the details that make or break an implementation. Past involvement in the most complex software rollouts imaginable means we can provide unmatched assistance to providers investing in HIT. Coupling this experience with the legal foundation amassed over the years separates O'Toole Law Group from the others.

**HIT Consulting Firms** Take advantage of the wealth of experience offered by O'Toole Law Group. Include us in your engagement proposal to healthcare entities to streamline the negotiation process and efficiently bring the HIT contract to execution.

**Small Hospitals** Obtain first rate legal services for your next HIT acquisition. Lock in a fixed fee engagement with O'Toole Law Group for the most efficient use of limited capital resources.

**HIT Companies** Let O'Toole Law Group be your advisor on all things associated with agreement creation, negotiation and review. For emerging companies, our experience is extremely valuable as you establish your licensing or distribution model. Established companies can benefit from our extensive national and international relationships.

## EXPERIENCE our EXPERIENCE.

Career highlights for William O'Toole, founder of O'Toole Law Group include the following:

- Software licenses negotiated with thousands of hospitals and healthcare organizations in all possible sectors; public, private, non-profit, for profit, County, City, State, Federal, Provincial, and Ministerial. Customers ranged from small critical access hospitals to multi-hospital organizations.
- Established business relationship (prime vendor and distribution agreements) with top computer hardware and consulting vendors. Created national and international business distribution agreements and numerous component agreements.
- Structured agreements for software license transfers associated with hospital divestitures and for complex hospital mergers and acquisitions.
- Obtained and structured value-added resale agreements with all top computer hardware vendors for domestic and international markets.
- Researched, interpreted and advised management regarding United States and Canadian Federal, State and Provincial legislation.
- Advised independent financing companies used by healthcare organizations in matters regarding leasing computer hardware and software packages as well as bankruptcy matters involving common customers.
- Created complicated software agreement involving US software vendor, US healthcare entity and Mexican healthcare entity, as well as numerous software agreements between US vendor and other international healthcare entities.

# O'TOOLE

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