



### Practices

Healthcare

Healthcare Litigation

Healthcare Regulatory & Compliance

Healthcare Information Security & Privacy

Innovative Healthcare Delivery & Payment

Reimbursement & Managed Care

Life Sciences

Education

### Education

J.D., University of Pennsylvania Law School, cum laude, 1993

B.A., Harvard University, magna cum laude, 1988

### Courts & Admissions

U.S. Court of Appeals for the Sixth Circuit

U.S. Court of Appeals for the District of Columbia Circuit

U.S. District Court for the District of Columbia

U.S. District Court for the Eastern District of Pennsylvania

District of Columbia

Pennsylvania

## Salvatore G. Rotella Jr.

Shareholder

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### How Sal Helps Clients

Sal is a shareholder in the firm's healthcare section and handles a wide variety of health law litigation, contracting, and regulatory matters. He represents health systems, hospitals, ambulatory surgery centers, behavioral health facilities, and other health care providers in reimbursement disputes with public and private payers, billing and other internal investigations, and in connection with managed care contracting. He also advises providers and other health care industry participants on a broad spectrum of regulatory and compliance issues, and on privacy law requirements. He regularly writes and speaks on health law topics.

Sal has extensive experience representing behavioral health care providers, including inpatient psychiatric facilities, addiction recovery programs, residential academies for at-risk youth, outpatient mental health clinics, wraparound service providers, foster care programs, and others nationwide.

Sal is recognized in *Chambers USA* as one of America's leading healthcare lawyers.

### What Clients Can Expect

Sal has worked for many of his clients on numerous matters and over multiple years. He has developed strong working relationships with the clients' leadership and operations personnel, and a solid understanding of their businesses and strategic objectives. His clients have noted his consistent responsiveness and ability to work effectively and efficiently with client teams, and his extensive knowledge of the legal issues that face health care providers.

Sal's collaborative and informed approach to his clients' problems enables him to provide practical and timely solutions.

### Proof Points

- Representing out-of-network health care providers in successfully resolving underpayments and alleged overpayment refund demands by commercial health insurance plans, and Medicare and Medicaid fee-for-service programs and managed care plans
- Representing behavioral health providers in conducting internal investigations of potential overpayments and making appropriate self-disclosures to payers
- Negotiating comprehensive network participation agreements for health systems, hospitals, and ambulatory surgical centers, including population-based contracting and other risk-sharing and incentive-based contractual arrangements between providers and payers

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- Advising providers on uses and disclosures of protected health information
  - Analyzing and updating internal compliance policies and procedures
  - Successfully negotiating lifting of pre-payment reviews of health system and other facilities' reimbursement claim submissions

#### **Affiliations**

American Health Law Association

Philadelphia Bar Association