



# New York Society for Health Planning

is pleased to present

## Telehealth in New York: Legal, Regulatory, and Business Considerations

Thursday, May 9, 2019 • 5:30 pm to 8:00 pm

Speakers:

**Thomas (T.J.) Ferrante**, Attorney, Foley & Lardner LLP  
**Howard Reis**, President, HEALTHePRACTICES

### ABOUT THE PROGRAM

With a vast majority of healthcare providers now using or adopting telehealth, the challenge lies in developing platforms that enable clinicians to reach out and collaborate with patients wherever they live. Telemedicine solutions and mobile health tools have been shown to improve access and outcomes and reduce costs, but providers and networks still face difficulties with complex regulations, sketchy reimbursement and uncertain patient engagement.

#### Attendees will learn about:

- Payment and reimbursement opportunities for telemedicine services, including opportunities under state, federal, and commercial payers;
- Business models and compensation methodologies in telehealth arrangements
- What to expect in 2019 and beyond
- How telehealth is being utilized to widen service reach and reduce costs
- Setting expectations for a telehealth program and exploring the do's and don'ts

### ABOUT THE SPEAKERS



**Thomas (T.J.) Ferrante** is senior counsel and a board-certified health care lawyer with Foley & Lardner LLP, where he focuses his practice on a wide range of transactional and related regulatory issues for health industry clients, including for-profit and not-for-profit hospitals and health systems, multi-specialty physician practice groups, and long-term care providers. Mr. Ferrante has experience with a variety of transactions, including mergers and acquisitions, joint ventures, strategic affiliations, obtaining and maintaining tax-exemption, employment contracts and leases, and other transactional matters.

Mr. Ferrante also advises health care clients in all aspects of federal and state regulatory matters, including anti-kickback, self-referral laws, state licensure, fee splitting, Medicare and Medicaid reimbursement and compliance, and federal laws related to clinical trials. He has represented clients investigated by various federal and state agencies, including the Department of Health and Human Services Office of Inspector General, the Florida Agency for Health Care Administration, and the Florida Board of Medicine.

Mr. Ferrante earned his law degree from Boston University School of Law in 2011. He received an LL.M. in taxation from

Boston University and an M.B.A. from the University of Tampa. He graduated from the College of the Holy Cross with a bachelor's degree in philosophy and in Spanish in 2007.

Mr. Ferrante is admitted to practice in Florida and Massachusetts and is board certified in health law by the Florida Bar Association.

He is a co-chair of the Health Law Section of the Hillsborough County Bar Association, and a member of American Bar Association, the American Health Lawyers Association, and the AHLA Young Professionals Council.



**Howard Reis** is President of HEALTHePRACTICES, a consultancy which supports companies in telemedicine and medical imaging. Howard has always worked at the intersection of the healthcare and telecommunications industries. Howard's initial exposure to Medical Imaging was as a project manager at NYNEX Science and Technology, managing early telemedicine trials with four Boston teaching hospitals.

Howard has helped two separate companies achieve Inc. 5000 status of "Fastest Growing" private companies.

Howard has an MBA in Finance from NYU and has published several articles on teleradiology, telecommunications and telemedicine which can be found in the Reading Room at [www.healthepactices.com](http://www.healthepactices.com).

### Agenda

5:30 - 6:15 pm	Registration, Refreshments and Networking
6:15 pm	Welcome <b>Robert F. Porr</b> , President, NYSHP Principal, Furnace Brook HealthCare Management Advisors, LLC
6:30 pm SPEAKERS	<b>Thomas (T.J.) Ferrante</b> Attorney, Foley & Lardner LLP <b>Howard Reis</b> President, HEALTHePRACTICES
7:30 - 8:00	Questions and Discussion
LOCATION	<b>Mount Sinai Union Square</b> 10 Union Square East Auditorium, 2nd Floor New York, NY 10003

### REGISTRATION INFORMATION:

#### Telehealth in New York: Legal, Regulatory, and Business Considerations

Name: \_\_\_\_\_ Title: \_\_\_\_\_  
 Organization: \_\_\_\_\_ Address: \_\_\_\_\_  
 City, State, Zip: \_\_\_\_\_ Work Phone: \_\_\_\_\_  
 E-mail: \_\_\_\_\_

#### REGISTRATION FEE:

- 2019 NYSHP MEMBER - no charge     Non-Member - \$40     Student - \$10  
 NON-MEMBER - \$125 (Includes program registration and 2019 Membership)

[Click here to register.](#)

Register online at [www.nyshp.org](http://www.nyshp.org)

Checks should be made payable to the New York Society for Health Planning • Credit Cards accepted online  
Please register by May 6, 2019

New York Society for Health Planning

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