

## Life Sciences Health Industry Group Webinar Course Offerings

**WINTER**  
**2015/2016**



## **Webinar: 12 Months in Health Care Law: A Roller Coaster Journey**

**October 5, 2015**

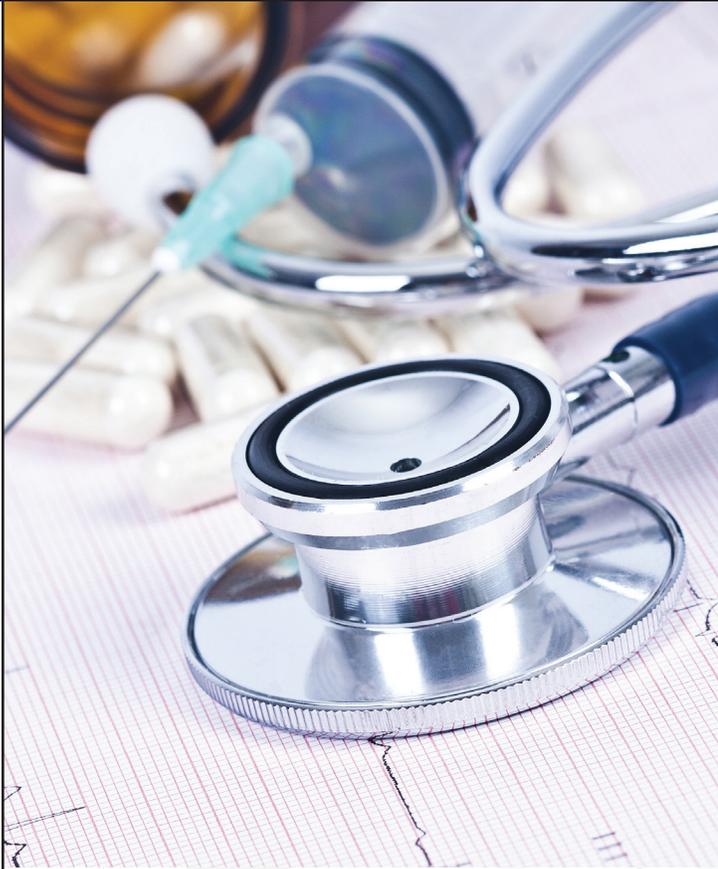
In honor of the First Monday in October, please join Reed Smith partner Elizabeth Carder-Thompson for an informative and entertaining review of many of the key regulatory developments and court rulings in health care law over the past 12 months. This fast-paced program (you will be amazed at how much we cover in just 60 minutes!) will provide an engaging look at the twists and turns of our industry's legal developments

## **Webinar: Negotiating Managed Care Contracts and Rates**

**October 28, 2015**

Managed care membership and the demand for hospital services are growing significantly after passage of the Affordable Care Act. To optimize these revenues, hospitals should carefully consider both how they get paid under their network agreements and the wording of these contracts. Please join Reed Smith partner Sal Rotella and Becht Advisory Group Managing Partner Joe Becht as they discuss these issues and provide practical suggestions for hospitals to use when negotiating managed care contracts.





## Live Event: Philadelphia Life Sciences CLE Day

**November 18, 2015**  
**Reed Smith Philadelphia Office**

Reed Smith's Life Sciences Health Industry Group is pleased to offer a 1/2-day CLE covering hot topics and emerging litigation trends for in-house counsel. Sessions will include:

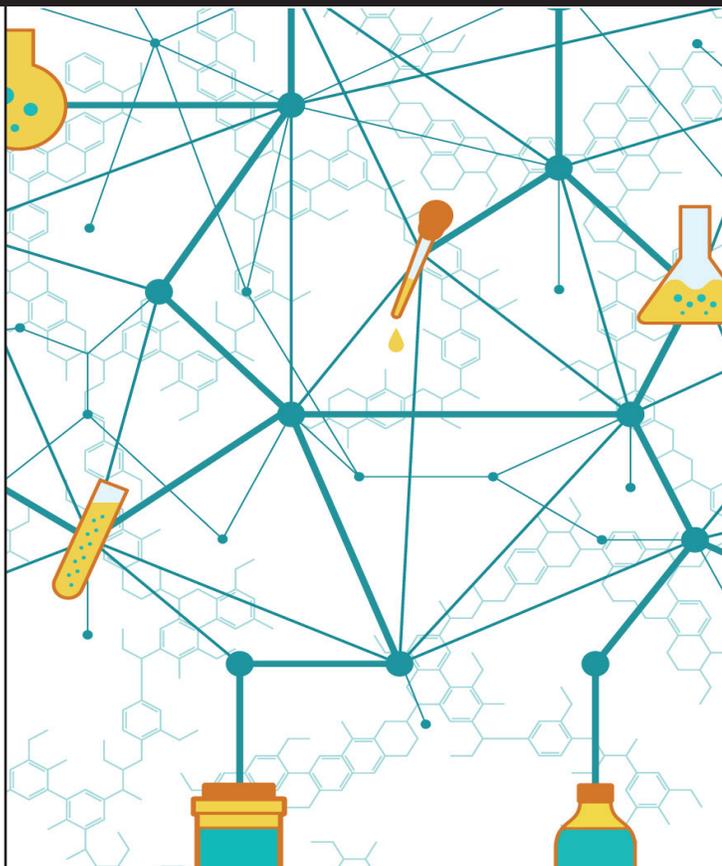
- Adventures in Personal Jurisdiction: Can One Have the Bauman Cake and Eat it Too?
- Turning the Tables - How to Secure Sanctions in the Frivolous Case
- Tips for Proactively Defending False Claims Act Allegations by Whistleblower Employees
- Buying Justice? An Ethical Examination of Third Party Litigation Funding

## Webinar: Cross-Border E-Discovery & New Ruling Regarding the US-EU Safe Harbor Framework

**November 24, 2015**

Cross-border e-discovery contains many challenges for Life Science and Healthcare Companies. And now, with the recent invalidation of the US-EU Safe Harbor Framework, the waters can be even murkier. During this program, you will hear views from the UK, France, and the US regarding issues with cross-border transfers of data, data protection regulations, the landscape without the US-EU Safe Harbor Framework, and practical tips for managing cross-border e-discovery.





## **Live Event: Deal Dimensions Life lines: Life Science M&A and the Rise of Personalized Medicine**

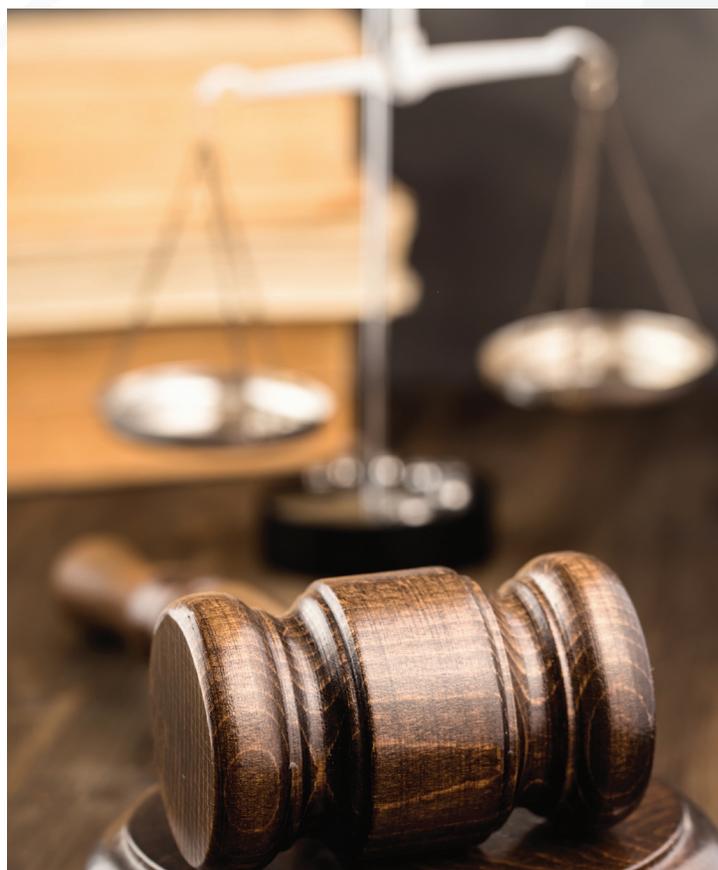
**November 24, 2015 – Reed Smith London Office  
December 1, 2015 – Reed Smith New York Office**

As mega deals continue to dominate headlines in 2015, there appears to be no end in sight for health care and life sciences companies' appetite for acquisitions. Join us for an informal, interactive discussion over lunch to network with industry peers and discuss the results of our [recent report](#) which has been produced in partnership with Mergermarket.

## **Webinar: The Good, the Bad and the Ugly: The Best and Worst Prescription Drug/ Medical Device**

**January 19, 2016**

Every year since 2007, Reed Smith litigators (who are also editors/authors of the popular [Drug and Device Law blog](#)) have compiled lists of the 10 best and 10 worst court decisions in drug and medical devices cases, and posted them to the blog. These cases are selected based on their likely precedential value, their importance to drug and device manufacturers, and their inherent (and subjective) merit. Our presenters will highlight what made these 20 cases significant and offer their views on what they mean for 2016 and beyond.



## **Webinar: Whistleblower Retaliation Claims: What Employers Need to Know During an Investigation**

**January 24, 2016**

As the rate of whistleblower claims increase and the government continues to pursue False Claims Act (FCA) cases against life sciences and health care companies, employers now more than ever need to focus attention on FCA liability prevention to avoid potentially costly whistleblower retaliation claims. Please join Reed Smith partners Sarah Begley, Elizabeth Carder-Thompson, and Betty Graumlich as they discuss these issues - including whistleblower provisions of the FCA, and a review of false claims theories and recent case law - to provide practical suggestions for employers to use when facing FCA investigations.



## **Live Event: 25th Anniversary of the Medicaid Drug Rebate Program**

**February 18, 2016**  
**KPMG Offices, Short Hills, NJ**

To commemorate the 25th anniversary of the Medicaid Drug Rebate Program, KPMG LLP (KPMG) and Reed Smith LLP (Reed Smith) invite you to join them for a half-day seminar. Topics to be addressed include significant challenges and opportunities facing manufacturers participating in the program today and in the future, as well as lessons learned from historical rebate program practices, with a focus on appropriate program implementation, pricing strategy, and enforcement litigation.



Reed Smith is a global relationship law firm with more than 1,800 lawyers in 26 offices throughout the United States, Europe, Asia and the Middle East.

Founded in 1877, the firm represents leading international businesses, from Fortune 100 corporations to mid-market and emerging enterprises. Its lawyers provide litigation and other dispute-resolution services in multi-jurisdictional and high-stakes matters, deliver regulatory counsel, and execute the full range of strategic domestic and cross-border transactions. Reed Smith is a preeminent advisor to industries including financial services, life sciences, health care, advertising, technology and media, shipping, energy trade and commodities, real estate, manufacturing, and education.

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