Nelson Hardiman is the Largest Healthcare firm in Los Angeles



LOS ANGELES & SAN FRANCISCO
Daily Journal
www.dailyjournal.com
MONDAY, NOVEMBER 26, 2018

'One-Stop Shop'

Health care firm Nelson Hardiman handles everything from transactions to litigation.

By Matthew Sanderson
Daily Journal Staff Writer

LOS ANGELES — The exclusive focus on health care law and life sciences of Westwood-based Nelson Hardiman LLP has it poised for steady growth in the coming years, according to founder and managing partner Harry Nelson.

"While different sectors of health care and life sciences-related legal work tend to go through

Firm Profile

cycles of expansion and contraction, our strong sense is that the market is taking much more notice of Nelson Hardiman as a resource for important cases and transactions and emerging issues," he said.

The biggest challenge, Nelson said, is for the firm to not grow too quickly in a way that endangers its culture.

"We have been under pressure from clients to open some satellite offices regionally, but have deliberately taken a go-slow approach to make sure we don't get too far out over our skis," he added.

Nelson Hardiman handles government investigations, including advising national and local defends health care providers sued by whistleblowers and/or the federal government for False Claims Act violations and against accusations of fraud and abuse. Nelson Hardiman also litigates on complex business issues that financially impact health care facility operations, including precedent-setting decisions that clarify industry-wide standards of practice.

On regulatory compliance, the firm defends health care providers and executes mergers and acquisitions, negotiates distressed financings and workouts and advises on the formation, purchase, sale and licensing of health care businesses. Its purview on securities matters includes private placements, early round capital raising for startups, bond issuance and registration compliance.

Earlier this year, the firm added health care lawyers Hope R. Levy-Biehl and Stacie K. Neroni Her experience includes complex Medicare disputes and health care payment and fraud and abuse matters.

Just in the last month, the firm added three more health care attorneys — Regina Trainor, Christine Parkins Johnson and Jonathan Stieglitz — who specialize in negotiating complex business health care transactions.

Neroni said the attorneys were attracted to the firm's newer, entrepreneurial philosophy and team spirit, which feels different compared to larger and more traditional health care law firms in Los Angeles.

"It wasn't just a department of a larger firm," she said. "We can do the work at more competitive rates and we don't throw as many bodies on a project as big law. Clients can utilize all our services, we are a one-stop shop."

In the last week, Neroni had a client, a pharmaceutical company, come into the office to discuss its restructuring issues with a large private equity company, which was using counsel from a big New York firm.

"The staff running this company has been really uncomfortable with the advice they have gotten

Matt Sanderson / Daily Journal
From left, back row are partners Hope Levy-Biehl, Harry Nelson and Rob Fuller. From left, front row are Stacie Neroni, Mark Hardiman and John Mills, all of Nelson Hardiman LLP.

Nelson Hardiman was interviewed by the Daily Journal to discuss the total scope of the firm. The article discusses Nelson Hardiman's steady growth and the strong sense of culture and teamwork that has elevated the firm to become the largest healthcare firm in Los Angeles.

From the article:

> 'Not only to our attorneys but our entire team, we wanted to build a team that valued people,' Nelson said. 'It's gratifying to see as it's grown to where we are today…Our firm has a significant institutional presence, like Hope and Stacie have brought, and we have spent a number of hours developing relationships in behavioral health.'

Read the full article