



David Florin

Member of the Firm

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DAVID FLORIN is a Member of the Firm in the Health Care and Life Sciences practice, in the Washington, DC, office of Epstein Becker Green. He has more than 35 years of health law experience. In 2017, he was recommended by *The Legal 500 United States* in the areas of Healthcare: Health Insurers and Healthcare: Service Providers.

Mr. Florin:

- Provides strategic and legal advice to academic medical centers, hospitals, medical schools, faculty practice plans, physician groups, and other providers with respect to contracting, acquisitions, affiliations, physician integration, peer review, medical staff, and governance matters
- Counsels clients on health regulatory and reimbursement issues affecting the planning and structuring of health care transactions and business arrangements
- Provides counsel on HIPAA compliance and the permissible use and disclosure of protected health information (PHI), works with clients to develop HIPAA privacy policies and procedures to protect PHI, and reviews and drafts business associate agreements
- Assists clients in developing, implementing, and evaluating health care corporate compliance programs
- Drafts and negotiates various contracts, including affiliation, physician employment, licensing, technology, non-disclosure, and management and professional services agreements, among others
- Advises clients with respect to issues concerning clinical trials, medical research, institutional review boards (IRBs), human research protection programs (HRPPs), contracts with external IRBs, FDA audits of clinical trials, and related matters
- Represents health care providers in preparing for, and responding to, government audits and investigations and in conducting internal reviews and investigations
- Represents clients in disputes involving claims of antitrust violations, ERISA, personnel and employment issues, contract disputes, and insurance coverage

Before joining Epstein Becker Green, Mr. Florin was the Deputy General Counsel for Health Affairs at Yale University, where he was primarily responsible for providing counsel, management, strategic direction, and resolution of all legal issues that impacted Yale School of Medicine, a major research, education, and clinical operation that includes the 1,400+ physician Yale Medical Group, the largest academic medical practice in New England; Yale School of Nursing; Yale School of Public Health; and YaleHealth, a staff model HMO. Earlier in his legal career, Mr. Florin was a partner at a health care boutique firm in Washington, DC. Later, he became a partner and a member of the Health Care and Insurance Groups of an international law firm and also served as outside General Counsel for a health care system and a national trade association.

Education

- The George Washington University Law School (J.D., 1977)
- State University of New York, University Center at Binghamton (B.A., magna cum laude, 1974)

Bar Admissions

- Connecticut
- District of Columbia
- Virginia

Practice Areas

- Compliance Counseling and Defense
- Food and Drug Law
- General Counsel Services
- Government Investigations and Litigation
- Managed Care
- Medical Staff, Peer Review
- Mergers, Acquisitions & Divestitures
- Privacy and Security Law

Industries

- Academic Medical Centers
- Health Care and Life Sciences Industry
- Health Plans and Other Insurers
- Hospitals and Health Systems
- Physician Group Practices/Management

Memberships

- American Bar Association
- American Health Lawyers Association
- Connecticut Bar Association
- The Counsellors
- District of Columbia Bar, Litigation Section Steering Committee
- National Association of College and University Attorneys (NACUA)

Representative Experience

- Successfully negotiated and drafted agreements relating to physician and practice acquisitions and affiliations as well as the development of a strategic model for a community physician network; issues included, inter alia, fair market value, ASC equity interests, fraud and abuse, and antitrust concerns
- Negotiated the purchase, development, and implementation of various technology contracts concerning an electronic medical record system (Epic), a clinical trials management system (Forte), and a pharmacy management system (McKesson)
- Negotiated an agreement in behalf of a university with a large mental health managed care provider for the provision of a mental health network
- Negotiated a highly unique agreement with a leading outside entity for scientific collaboration with, and the management of, oncology clinical trials
- Developed a “pay for success” funding model and corporate structure to support the provision of community mental health services and medical research
- Led compliance and investigation teams for an academic medical center responding to FDA and Medicaid audits
- Successfully represented a hospital in a legal malpractice claim involving certificate of need, licensing, and reimbursement issues
- Successfully defended a physician network in an antitrust action regarding claims brought by a competitor physician network
- Served as senior trial counsel and part of a negotiating team representing multiple insurers in a substantial asbestos coverage claim
- Led the legal team for a big national liability and casualty insurer, which insured various health insurance companies, in resolving more than 200 cases under a run-off program, resulting in considerable cost savings to the client

- Served as a member of an audit team that reviewed a large national hospital chain's physician relationships and compliance as part of negotiations with the U.S. Department of Justice

Community Leadership

- District of Columbia Bar, Community Outreach Subcommittee, Chair
- District of Columbia Superior Court, Mediator
- Legal Aid Society of the District of Columbia
- Board of Directors, Former Member
- Executive Committee, Member
- Legal Operations and Long-Range Planning Committee, Chair
- Annual Dinner, Co-Chair
- National Ski Patrol (Mountain Safety), Liberty Mountain Ski Resort (Fairfield, PA)
- Yale University, Jonathan Edwards College, Fellow

Firm Announcements

May 31, 2017

Epstein Becker Green Receives Top Rankings in *The Legal 500 United States* for 2017

August 10, 2016

Epstein Becker Green Further Grows Health Care & Life Sciences Practice with Additions of Accomplished Attorneys