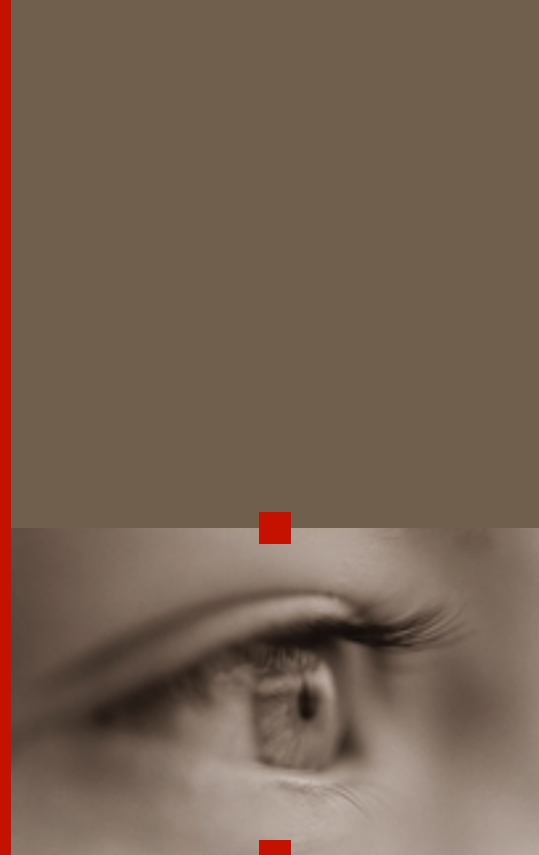


NATIONALLY RECOGNIZED
EXPERTS IN HEALTH CARE LAW



Helping Clients Solve
Today's Problems and
Identify Tomorrow's
Opportunities



Bennett Bigelow & Leedom, P.S.

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Many of our lawyers are nationally recognized experts in Medicare and Medicaid reimbursement, fraud and abuse, malpractice and other health care law specialties.



RELATIONSHIPS BUILT ON
TRUST & EXPERTISE



A FIRM DEDICATED TO HEALTH CARE LAW

Founded in 1983 as a health care specialty law firm, Bennett Bigelow & Leedom now has one of the largest, most sophisticated health care practices in the western United States. Many of our more than 20 lawyers are nationally recognized experts in Medicare, Medicaid reimbursement, fraud and abuse, compliance planning, academic medical center issues and malpractice defense.

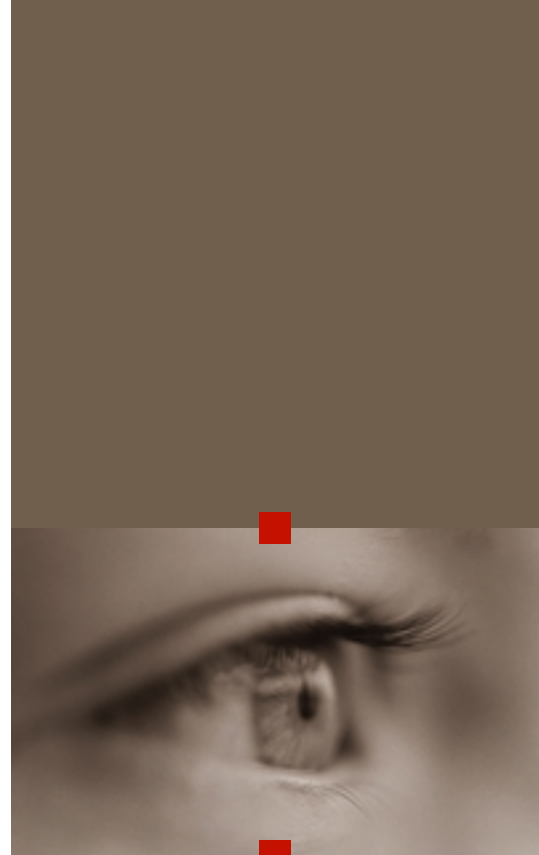
Although a number of BB&L health care clients are based in the Pacific Northwest, we serve clients from other parts of the country including Texas, California, Oklahoma, Ohio, Louisiana, Florida and New York.

For all these clients, we provide a full range of legal services, including litigation and business services. In addition, we closely monitor regulatory developments and health care industry trends. So we're able to help clients adjust to changing legal and business conditions as well as identify and capitalize on new opportunities.

A PLACE WHERE CLIENTS COME FIRST

At BB&L, every client is a firm client rather than the "property" of an individual lawyer. This approach encourages our lawyers to trust one another and to draw upon their colleagues' expertise when appropriate to solve client problems.

BB&L is a friendly place. We've assembled a group of lawyers who respect one another, enjoy practicing law, and find it rewarding to solve legal problems. In our experience, lawyers provide better client service when they practice in a congenial, collaborative setting.



HEALTH CARE

Antitrust

Academic Medical Centers

Behavioral Health

Employment

Fraud & Abuse

Health Care Information Issues

Licensing/Certificate of Need

Managed Care

Medical Staff

Medicare/Medicaid Reimbursement

Medical Malpractice

Organization/Transactional Representation

Regulatory Compliance

Tax

EXCEPTIONAL SKILL & EXPERIENCE

Health Care

Health care law is complex, partly because the health care industry is heavily regulated. In addition, laws and regulations affecting health care change constantly—and often appear to conflict with one another.

To solve legal problems in this challenging environment, BB&L has created a health care practice as deep as it is broad. Over the years, we've worked on all types of health care legal issues, from Medicare and Medicaid reimbursement, to fraud and abuse, to medical malpractice. Hospitals, physicians, laboratories, health plans, provider networks, health care joint ventures, academic medical centers, allied health providers, other health care associates—BB&L represents virtually every type of individual and entity in the health care industry.

When a health care client comes to us with a legal problem, we've probably already encountered that problem or one very similar. Consequently, regardless of the problem's size or scope, we can solve it quickly and—just as important to our client—cost-effectively. In addition, by carefully tracking legal and business developments in the rapidly evolving health care industry, we help our clients adapt to changing conditions and profit from new opportunities.

BB&L focuses heavily on health care law and we represent a broad spectrum of health care clients in a variety of legal matters. So our firm is able to serve these clients completely and cost-effectively.



Litigation

Our litigation services for health care clients include medical malpractice defense, employment law disputes, fraud and abuse defense, Medicare and Medicaid reimbursement, drug and medical device product liability and complex commercial litigation. We have successfully challenged federal and state reimbursement for hospital, physician and other health care services in cases that produced sizeable, multi-year recoveries for our health care clients.

Our objective is to resolve disputes quickly, economically and as favorably as possible. Sometimes only a lawsuit can achieve this goal. Often, however, it can be achieved through negotiation, mediation or arbitration. When these alternatives are feasible, we help our client select and implement the most appropriate one.

Business/Transactional

When health care is involved, an otherwise routine business transaction can trigger complex regulatory issues. We help clients navigate what is often a confusing maze of federal, state and local laws and regulations. Plus, we're innovative when structuring the intricate business relationships which help determine the success of many health care transactions.

Health care clients have the same basic legal needs as other businesses. They may need help deciding whether to operate as a corporation, partnership or limited liability company. They may need advice about a real estate contract or an equipment lease or an intellectual property license. Besides meeting the basic legal needs of health care clients, we represent them in highly sophisticated transactions—acquisitions, the sales of assets and joint operating arrangements, for example—that require exceptional skills.

In every transaction, our objective is the same: Move the transaction forward, maximize its value for the client and minimize the client's risk.

LITIGATION

Appeals

Complex Commercial Litigation

Education

Employment

Fraud and Abuse

Medicare & Medicaid Reimbursement

Medical Malpractice

Product Liability



BUSINESS/TRANSACTIONAL

Antitrust

Certificate of Need, Licensing

Corporate Governance, Compliance

Employment

Health Care Information Issues

Managed Care

Medicare and Medicaid Reimbursement

Mergers & Acquisitions

Physician-Hospital Ventures

Regulatory Compliance

Tax

DIVERSE, TALENTED & COMMITTED

Our founders came from a large law firm. So did many other BB&L lawyers, who prefer a smaller firm like ours, that emphasizes client service and long-term client relationships.

Like our client base, our lawyers are geographically diverse, born, raised and educated in different parts of the country. They graduated from some of the nation's leading law schools—Harvard, University of Michigan, New York University and the University of Washington—and many held prestigious judicial clerkships before going into practice. Approximately half of our lawyers—and half of our owners as well—are women.

Our lawyers are frequent speakers on a wide variety of health care topics. They speak to lawyers at continuing education programs as well as to groups of health care professionals. We are also active in trade and professional associations such as the Healthcare Financial Managers Association, American Health Lawyers Association, Federation of Defense and Corporate Counsel, American Board of Trial Advocates and the Washington State Society of Health Care Attorneys.

BB&L believes in giving back to the community. Many of our lawyers serve as officers and directors in community and charitable organizations. BB&L also provides free legal services to people who cannot afford them. In 1999, BB&L endowed a medical research professorship at a local hospital.

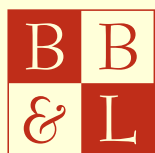
REASONABLE LEGAL FEES

Our fees are reasonable, particularly when compared to fees charged by health care departments in large law firms. To keep our services as affordable as possible, we're careful not to overspend on office space or other overhead. We prudently manage the business side of our firm. And we never over-lawyer a client matter. Instead, we focus on getting quickly to the heart of a legal problem, then using our expertise to develop a workable solution. For many services we charge by the hour. But we try to be flexible and accommodate clients. For some matters we offer alternative billing arrangements such as contingent fees and task billing for certain disputes.





If you have a health care legal problem, BB&L can help you solve it quickly, efficiently and cost-effectively. For more information, please call (206) 622-5511. Or visit our Web site at www.bbllaw.com



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