

Heidi Kocher



Partner

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Practice Concentration and Experience:

Ms. Kocher has 20 years of experience in health care legal and compliance related issues. Her experience includes positions at a large hospital corporation, serving as a compliance officer for a sleep lab/DME company and a compliance director, chief privacy officer and interim chief compliance officer at a medical device manufacturer. In addition, she has represented and advised critical access and long-term care hospitals, physician groups, home health agencies, DME companies, pharmacies (including compounding pharmacies), non-profit organizations, and licensed individuals. As a result, she understands the complexities and challenges that providers large and small face in complying with increasingly varied and complex laws. She is an expert in all aspects of compliance and privacy programs, including developing and deploying policies, procedures and training. Her experience includes implementing the various requirements and aspects of a Corporate Integrity Agreement, responding to and defending audits from Medicare, Medicaid and private insurers up through the ALJ level, guiding clients through voluntary self-disclosures, seeking advisory opinions from the OIG, and defending FDA audits. Ms. Kocher developed criteria for and implemented an aggregate spend system, permitting a medical device manufacturer to timely report correct information under the Physician Open Payments Acts (also known as the Physician Payments Sunshine Act). In addition, she is experienced in developing and implementing a compliance program to address Foreign Corrupt Practices Act requirements, including Eucomed guidelines. She also has significant reimbursement experience, addressing coverage policy issues, challenging denials, recoupments, and loss of billing privileges, obtaining HCPCS codes, and other reimbursement related issues.

In an acknowledgement of her experience, Ms. Kocher was recently appointed a lecturer in the

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University of Texas at Dallas' Bioengineering Department graduate program. Her course helps bioengineering and medical device entrepreneurs identify and navigate risks in commercializing and marketing new and innovative products.

Ms. Kocher speaks fluent Spanish and German, and conversational French.

Education

She received her J.D. from Georgetown University Law Center and her M.B.A. and B.S. degrees from University of Santa Clara. She is licensed in Texas and Maryland, and admitted to the U.S. Court of Federal Claims. She is Certified in Health Care Compliance. Ms. Kocher is a member of the State Bar Association of Texas, American Health Lawyers Association, American Bar Association, and Health Care Compliance Association.

Specialties

Fraud & abuse, Stark law and Anti-kickback statute, Medicare reimbursement issues, AdvaMed, privacy and HIPAA, Corporate Integrity Agreements (CIAs), compliance program training, compliance issue resolution, government investigations, government audits and appeals, ALJ hearings, FCPA and Eucomed compliance