



## ALEX W. SCHULTE

PARTNER

### KANSAS CITY OFFICE

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## PROFILE

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Alex Schulte is a member of the Health Law Practice Group in Foulston's Kansas City office. His practice is focused on healthcare transactions and regulatory compliance representing a wide variety of healthcare providers. Clients include surgical centers, physician groups, physical and occupational therapy providers, home-health providers, and for-profit, non-profit, governmental, and critical access hospitals.

Alex represents clients on a diverse range of transactional issues and regularly drafts and negotiates contracts for healthcare providers in the region and across the country. He is skilled in preparing and reviewing physician compensation arrangements and other employment, contractor, or recruitment agreements among providers, representing both healthcare institutions and individual professionals. He also frequently negotiates equipment, services, procurement, and other vendor arrangements on behalf of hospitals and other providers. Alex provides guidance enabling clients to structure their business deals in a manner that achieves their short-term and long-term objectives while complying with applicable legal requirements, including the federal and state fraud and abuse laws and applicable billing rules and regulations.

Adept in healthcare business ventures, Alex advises clients throughout the development, formation, and syndication of healthcare entities. He often plays a key role in significant healthcare mergers, acquisitions, affiliation arrangements, and stock or membership-interest transactions, including the purchase, sale, and consolidation of hospitals, surgery centers, practice groups, and other for-profit or non-profit entities.

## Education

- University of Iowa (J.D., 2013)  
Order of the Coif; with High Distinction; Articles Editor - *Iowa Law Review*; Winner of Dean's Awards, Faculty Award, and Jurisprudence Award for Academic Excellence
- University of Missouri (B.S. in Economics, 2010)  
summa cum laude, with honors

## Admissions

- Kansas (2013)

# FOULSTON

## ATTORNEYS AT LAW

- U.S. District Court for the District of Kansas (2013)
- Missouri (2019)

### PRACTICE AREAS

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- Healthcare
- Business & Corporate Law
- Mergers & Acquisitions
- Administrative/Regulatory
- Litigation & Disputes

### INDUSTRIES

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- Healthcare

### PROFESSIONAL MEMBERSHIPS, AFFILIATIONS, AND HONORS

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- Selected by peers for inclusion in Best Lawyers: Ones to Watch in the area of Health Care Law, 2021
- Kansas Bar Association – Health Law Section, President
- Johnson County Bar Association
- Kansas City Metropolitan Bar Association
- American Health Lawyers Association
- Kansas Association of Hospital Attorneys
- Greater Kansas City Society of Healthcare Attorneys

### PRESENTATIONS

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#### 2020

- The COVID-19 Impact on Health Law (Foulston Siefkin LLP, Health Law Institute Webinar Series)
- New Federal Laws in the Time of COVID-19 (Overland Park Chamber of Commerce)

#### 2019

- Vendor Contracting Fallout (Foulston Health Law Institute)
- The Top 10 Healthcare Issues to Watch in the Coming Year (Foulston Health Law Institute)

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## ATTORNEYS AT LAW

- "Is This Thing On?" Lawyers Who Talk Too Much and Other Ethical Mishaps (Foulston Siefkin LLP, Corporate Counsel Series: Ethics 2019)
- "Is This Thing On?" Lawyers Who Talk Too Much and Other Ethical Mishaps (Greater Kansas City Society of Healthcare Attorneys)
- Emerging Issues in Telehealth (Greater Kansas City Society of Healthcare Attorneys)

### 2018

- The Top Ten Things We Just Don't Say in Healthcare (Foulston Siefkin Health Law Institute)
- Buyer Beware: Tips for Contracting with Vendors (Foulston Siefkin Health Law Institute)
- Physician Contract Negotiation (University of Kansas School of Medicine, Family Medicine Educational Retreat)
- Physician Contract Negotiation (University of Kansas School of Medicine, Educational Residency Retreat for Emergency Room Residency)

### 2017

- Opioids Under Fire: Risks, Reporting Obligations, and Documentation (Foulston Siefkin Health Law Institute)
- Physician Contract Negotiation (University of Kansas School of Medicine, Family Medicine Educational Retreat)
- Ethical Minefields Created by the Yates Memo (Foulston Siefkin Ethics Seminar for Corporate Counsel)
- Physician Contract Negotiation (University of Kansas School of Medicine, Educational Residency Retreat for Emergency Room Residency)

### 2016

- Enforcement Initiatives: OIG Work Plan, Yates Memo, and Implied Certification Case Update (Foulston Siefkin Kansas Health Law Institute)

## PUBLICATIONS

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### 2018

- Health Law Chapter  
-Kansas Bar Association's 2018 Annual Survey of Laws

### 2017

- Health Law Chapter  
-Kansas Bar Association's 2017 Annual Survey of Laws

### 2016

- Health Law Chapter  
-Kansas Bar Association's 2016 Annual Survey

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ATTORNEYS AT LAW

## 2015

- Health Law Chapter  
-Kansas Bar Association's 2015 Annual Survey

## 2013

- Healthcare Liens and the Common Fund Doctrine: The Need for Legislative Action to Prevent Fee Shifting at the Expense of Healthcare Providers  
- 98 Iowa Law Review 1736, 2013

## COMMUNITY INVOLVEMENT

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- Kansas Association of Hospital Attorneys, Board Member
- Northeast Middle School, Kansas City, MO, Career Day Presenter
- Redeemer Fellowship, Member and Volunteer Teacher

## ISSUE ALERTS

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### 2020

- Major Changes to Stark Law and Anti-Kickback Statute Regulations Permit 'Value-Based Arrangements' and Clarify Existing Regulatory Requirements
- Coronavirus: Some Good News (Finally) – CMS Issues Guidance Aimed at Resuming Non-Emergent Healthcare Services
- Coronavirus: Key Healthcare Components of the CARES Act
- Coronavirus: CMS, Industry and Professional Groups Issue Guidance Regarding Elective Procedures — Emergent and Urgent Elective Procedures Must Continue

### 2019

- CMS Eases ASC Regulations Concerning Patient Transfers, Examinations, and Emergency Preparedness Planning