



Kathleen R. Salsbury

Shareholder

Virtual Office | 202.508.3411 | ksalsbury@bakerdonelson.com

Washington, D.C. | 202.508.3400

Kathleen R. Salsbury advises health care providers and suppliers on regulatory and compliance issues, including Medicare and Medicaid reimbursement policies, Medicare audits and appeals, state licensing, CLIA requirements, HIPAA compliance, and responses to government investigations.

Katie counsels health care providers and suppliers on a wide range of health care regulatory and compliance issues. She advises clients on Medicare and Medicaid reimbursement policies, advocating before CMS and its contractors and navigating client through all stages of Medicare audits and appeals. She also assists with Medicare enrollment and program participation issues. Her experience includes appeals of extrapolated overpayments, survey deficiencies and enrollment determinations, including representing clients before the Office of Medicare Hearings and Appeals and the Departmental Appeals Board. She also advises pharmacies on issues involving their relationships with pharmacy benefit managers (PBMs), assisting with enrollment and contracting, responding to and appealing audits, and challenging network terminations.

Katie counsels clients on state licensing and CLIA requirements, as well as other state and federal regulatory compliance issues. Her practice includes responses to government investigations, complaints and disciplinary actions involving pharmacy boards, state attorney general inquiries and other government agencies.

She also advises clients on all aspects of compliance with the HIPAA Privacy, Security and Breach Notification Rules. She assists clients in developing and implementing HIPAA policies and procedures, and negotiating business associate agreements. She presents clients in the response and investigation of breaches and security incidents, including assessing notification requirements under HIPAA and state data breach laws.

Professional Honors & Activities

- Listed as a Rising Star by *Washington D.C. Super Lawyers* in Health Care Law (2017, 2018)
- Member – American Bar Associations
- Member – American Health Law Association

Publications

- "CMS Proposes Significant Changes to the Medicare Shared Savings Program and 60-Day Rule," *Payment Matters* (August 2024)
- "CMS Proposes Extending COVID-Era Telehealth and Supervision Flexibilities through CY 2025" (July 2024)
- "COVID-19 Public Health Emergency Set to End May 11, 2023, Along with Many Waivers and Flexibilities," *Payment Matters* (May 2023)
- "Private Equity in the Crosshairs: Administration Continues to Raise Questions Over Role of Private Equity in Long Term Care," republished March 13, 2023, in *McKnight's Long-Term Care News* (February 2023)
- "CMS Guidance on Rural Emergency Hospitals," *Payment Matters* (February 2023)
- "New York Requests Public Comments Regarding PBM Patient-Steering " (July 2022)
- "CMS Finalizes Repeal Of Regulatory Definition Of "Reasonable And Necessary"," *Payment Matters* (December 2021)

- "CMS Budget Justification Requests Increased Audit and Appeals Funding," *Payment Matters* (July 2021)
- "Federal Court Strikes Down CMS Direct Graduate Medical Education Payment Regulation That Reduced Count of Certain Residents," *Payment Matters*, republished July 6, 2021, in *Westlaw* (June 2021)
- "OIG Permits Medicaid Enrollment Application Assistance for SNF and HHA Patients," *Health Law Alert* (February 2021)
- "HHS Expands Eligibility for Medicare Appeal Settlement Conference Facilitation Process," *Payment Matters* (September 2020)
- "CMS Issues Proposed Enrollment Standards for Home Infusion Therapy Suppliers," *Payment Matters* (July 2020)
- "CMS's Second Interim Final Rule Further Expands Telemedicine, Service Availability and Payment Flexibilities Related to the COVID-19 Pandemic" (May 19, 2020)
- "HHS Memorandum Clarifies CMS Obligations Following Supreme Court *Allina* Decision," *Payment Matters* (December 2019)
- "Review Your HIPAA Policies," *HME News* (March 2012)
- "Request Review Thoughtfully," *HME News* (February 2012)
- "Don't Be Caught Off-Guard by Contractors," *HME News* (January 2012)
- "Make Sure MA plans Mirror Medicare," *HME News* (December 2011)



Webinars

- Navigating Risks & Implications of CMS's SNF Probe & Educate Review (June 2023)
- Navigating Through the Termination of COVID-19 Public Health Emergency (PHE) and Other Emergency Declarations (August 2022)



Education

- The George Washington University Law School, J.D., 2008
 - Presidential Merit Scholarship
- University of Colorado at Boulder, B.A. International Affairs, 2003



Admissions

- New York, 2009
- District of Columbia, 2014