Contracts, Disputes, and Insurance Claims

Attorneys

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Overview

Standard vendor agreements, payer contracts, and management arrangements routinely contain reimbursement terms, liability allocations, and termination provisions that facility administrators accept without fully appreciating their consequences. The cost of that oversight becomes clear only when a dispute arises, and the contract's plain language favors the other side.

Cohen Cleary represents skilled nursing facilities (SNFs), assisted living residences, and healthcare providers in the full lifecycle of contract work: drafting, reviewing, negotiating, and, when necessary, litigating disputes that arise from vendor relationships, payer arrangements, and insurance claim denials. Whether a facility needs a nursing home contract lawyer to renegotiate payer terms or a facility contract attorney to resolve a vendor dispute, the stakes demand counsel with healthcare-specific fluency. We prosecute appeals when insurers deny or underpay claims that facilities have earned, and we approach every agreement with an awareness of how its terms will perform under pressure.

How We Help Facilities Protect Their Contract Interests

Healthcare contracts carry regulatory dimensions that general commercial agreements do not. Reimbursement structures, compliance obligations, and payer-specific requirements create layers of complexity that require counsel with industry-specific knowledge. We provide:

Contract Drafting and Negotiation

Our attorneys can help with contract drafting and negotiation for vendor agreements, management contracts, group purchasing arrangements, and service-level agreements, with particular attention to indemnification, insurance requirements, and termination triggers.

Payer Agreement Review and Renegotiation

Many facilities accept initial payer rate proposals without recognizing that reimbursement terms, timely filing requirements, and recoupment provisions are negotiable. We evaluate the full economic picture before a facility commits.

Healthcare Insurance Dispute Resolution

When insurers deny or underpay claims, we pursue administrative appeals, negotiate directly with carriers, and, where necessary, initiate litigation to recover amounts owed. For disputes involving the Massachusetts Division of Insurance or comparable New England regulatory bodies, we handle the procedural requirements that govern carrier conduct and claim processing obligations.

Dispute Resolution and Litigation

For active disputes with vendors, management companies, or payers, we assess the contract language, evaluate the available remedies, and pursue the most efficient path to resolution,

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whether through negotiation, arbitration, or trial.

Arbitration Clause Analysis

We review dispute resolution provisions before execution to ensure facilities are not unknowingly waiving their right to a judicial forum on terms that favor the opposing party.

Why Healthcare Facilities Choose Cohen Cleary

At Cohen Cleary, our practice teams combine deep subject-matter experience with disciplined execution and responsive client service. We do not take a one-size-fits-all approach. Every matter is handled with careful preparation, clear communication, and a strategy tailored to the client's goals and the realities of the forum.

Clients choose Cohen Cleary because we deliver:

Practice-Focused Legal Experience

Our attorneys work in defined practice areas, allowing us to develop practical insight into the legal, procedural, and regulatory nuances that matter most in each case. This focus allows us to anticipate issues, avoid unnecessary delays, and position matters for efficient resolution.

Clear Guidance and Proactive Communication

We prioritize clarity at every stage. Clients receive straightforward explanations of their options, timely updates on developments, and practical advice grounded in real-world outcomes.

Strategic Advocacy with Trial Readiness

Whether a matter calls for negotiation, mediation, or litigation, our attorneys prepare every case with discipline and foresight. We pursue efficient resolution when possible and are fully prepared to advocate aggressively when necessary to protect our clients' interests.

Regional Knowledge and Local Presence

With offices throughout Massachusetts and experience across New England courts and agencies, we bring local insight and regional reach to every matter.

Client-Centered Service

We treat every matter with urgency and respect. Our clients rely on us for responsive service, sound judgment, and steady counsel through complex legal challenges.

In our Healthcare and Nursing Home Law work, this approach helps clients navigate contract disputes and insurance claim challenges with clarity, efficiency, and confidence.

Our Approach to SNF Contract Review and Healthcare Disputes

We tell our clients that the most expensive contract is the one you signed without counsel. Healthcare facilities operate in a regulatory environment where a single unfavorable clause can affect reimbursement rates, shift liability exposure, or eliminate termination flexibility for years. Our review process examines every agreement against the facility's operational realities, not just its legal sufficiency. We focus on how terms will function during a dispute, not just how they read at signing. When disputes do arise, that same familiarity with the contract's regulatory

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context allows us to build more effective claims and defenses.

Serving Healthcare Facilities Across Massachusetts and New England

With offices in Taunton and Plymouth, Massachusetts, Cohen Cleary serves as a trusted healthcare contract lawyer for facilities across the Commonwealth and throughout New England. Our attorneys maintain deep familiarity with Massachusetts state court procedures, regulatory frameworks, and the agencies that oversee healthcare operations in the region. We also represent facilities across New England, where multi-state healthcare networks and regional payer relationships frequently require counsel that understands how contracting norms and regulatory requirements vary across jurisdictions. For nursing home contract attorney needs spanning multiple New England states, we provide a consistent legal strategy without requiring facilities to retain separate counsel in each jurisdiction.

Contact Cohen Cleary About Healthcare Contracts and Disputes

If your facility is negotiating a contract, facing a vendor dispute, or pursuing an insurance claim denial, Cohen Cleary can help you evaluate your position and develop a strategy. Contact our offices in Taunton or Plymouth to schedule a consultation with our healthcare practice team.

Frequently Asked Questions About Healthcare Contract and Insurance Disputes

Can a healthcare facility negotiate rates and terms with large payers?

Yes. Payer agreements are contracts, and their terms are negotiable. Many facilities accept initial rate proposals as final when, in practice, reimbursement rates, timely filing deadlines, recoupment provisions, and retroactive adjustment clauses can all be revised through informed negotiation. Facilities that engage counsel before signing consistently secure more favorable terms than those that treat payer agreements as take-it-or-leave-it documents.

What should a facility do when an insurance claim is denied?

Insurance claim denials are not final. Most denials can be challenged through administrative appeal processes that require specific documentation, clinical justification, and compliance with strict filing deadlines. The success of a healthcare insurance dispute often depends on how quickly and thoroughly the facility responds. We advise facilities to treat every denial as the beginning of a recovery process, not an endpoint.

Why is legal review important before signing vendor or management contracts?

Healthcare vendor and management contracts carry regulatory obligations that standard commercial agreements do not. Indemnification provisions, insurance requirements, compliance responsibilities, and termination triggers all interact with the facility's licensing and operational framework. A contract that appears commercially reasonable may create disproportionate liability exposure or operational constraints that only become apparent during a dispute.

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Does Cohen Cleary handle arbitration proceedings for healthcare disputes?

Yes. Many healthcare contracts contain mandatory arbitration clauses, and we represent facilities in arbitration proceedings across New England. We also review arbitration provisions during the contract negotiation phase to ensure facilities understand the procedural implications before agreeing to arbitrate. In some cases, we negotiate modifications to arbitration clauses that preserve the facility's access to judicial remedies for certain categories of disputes.

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