



# ALEX GOLDSMITH

Partner  
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Alex Goldsmith has spent more than 20 years almost exclusively advising healthcare providers, including nearly half of his 30-year legal career serving as General Counsel and Associate General Counsel for two large healthcare systems. His practice is deeply rooted in the operational realities of hospitals and provider organizations, bringing practical legal, compliance, and risk management support aligned with business and clinical objectives.

Alex has extensive experience drafting, reviewing, and negotiating a variety of healthcare agreements, including participation agreements, physician and clinician agreements, facility operations agreements, ancillary service agreements, vendor agreements, and patient-facing forms and agreements. He has worked closely with corporate and facility leadership to develop and revise administrative processes, policies, and procedures and with clinical teams to develop and document compliant clinical processes.

Alex is also well-versed in appealing payment denials issued by Medicare, Medicaid, and private payers. He helped develop and manage a program to appeal every Medicare denial a healthcare system received and has represented providers challenging payment denials in hundreds of ALJ hearings. He regularly trained physicians and other clinicians on effective testimony and documentation strategies in support of the appeals process.

For the last decade, Alex has focused on providing direct, day-to-day legal support to hospitals, advising on operational, regulatory, and provider-related issues, including:

- Regulatory Compliance
  - o AKS, Stark, FCA, HIPAA, EMTALA, etc.

## EDUCATION

University of Alabama School of Law, J.D.  
University of the South - Sewanee, B.A.

## SECTORS AND SERVICES

[Healthcare](#)

## CREDENTIALS

### Bar Admissions

Alabama

## Professional Affiliations

American Health Lawyers Association

- Federal Conditions of Participation and Payment
- CMS regulations and guidance
- The Joint Commission Elements of Performance
- Medical Staff and Provider Matters
  - Credentialing, privileging, licensure, FPPE & OPPE, and peer review
  - Medical Staff Bylaws, Rules & Regulations and Governing Body Bylaws
  - Collegial intervention, corrective action, fair hearings, and NPDB reporting
  - Allegations of disruptive behavior, sexual harassment, substance abuse, burnout, etc.
- Internal Investigations
  - Conducted and/or directed more than 100 internal investigations
  - Handled overpayment analyses and repayments to ensure compliance with FCA
  - Allegations of inadequate care, false documentation, conflicts of interest, etc.
- Hospital Operations and Patient Care Matters
  - CMS, state agency, and TJC surveys and Plans of Correction
  - Matters involving state administrative boards, including Boards of Medicine and Nursing
  - Patient capacity, consents to treat, POAs, DNRs, POLSTs, and other healthcare directives
  - Telehealth, utilization review, difficult discharges, RCAs, and mortality reviews

Just prior to joining Outside GC, Alex served as Vice President & Associate General Counsel for Encompass Health, the nation's largest owner and operator of inpatient rehabilitation hospitals, with more than 170 hospitals in 37 states, 40,000+ employees, and 8,000+ providers with clinical privileges. In that role, he was responsible for legal issues affecting day-to-day hospital operations, with a particular focus on provider-related issues.

Previously, Alex was General Counsel of NaphCare, a leading national correctional healthcare company providing medical, mental health, and pharmacy services across hundreds of facilities nationwide. Alex oversaw the company's legal, risk management, and compliance functions.

Earlier in his career, Alex was an associate attorney at Burr & Forman and an equity partner at Christian & Small, both in Birmingham, Alabama, where he represented defendants in medical malpractice, products liability, business, and employment litigation matters.