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WHO'S WHO | in Women in Professional Services

By LISA JOSEFAK

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Claudia Hinrichsen is a partner in the Lake Success office of Abrams, Fensterman, Fensterman, Eisman, Greenberg, Formato & Einiger, LLP. Hinrichsen is also a member of the firm's Western New York health Law Practice.

Hinrichsen represents a cross section of health care providers, including hospitals, physician groups, physician/hospital organizations and independent practice associations, diagnostic and treatment centers with respect to a broad array of issues, including fraud and abuse, corporate compliance, transactional arrangements, patient-related legal issues and HIPAA compliance. Hinrichsen also devotes a significant amount of time representing clients in negotiation and dispute resolution with respect to managed care contract issues and payor audits and in pursuing managed care companies for underpayments owed to health care providers.

Hinrichsen has more than two decades of experience in representing health care clients. Prior to joining the firm, she was a partner with Nixon Peabody, LLP where she established a diversified health law practice.

Women in business certainly have been impacted by the difficult economy, Hinrichsen said.

"The impact is comparable to the



impact on their male counterparts," she said.

"In the industry that I focus my law practice on – health care – physician practice owners are struggling to maintain their private practices in a time of decreased reimbursement by insurance companies and increased costs for supplies, employee expenses (and) malpractice premiums," Hinrichsen said. "Many small physician practices are finding it necessary to merge into larger group practices in order to remain viable. Alternatively, physicians are selling out to become employees of hospitals and health systems. As health care reform initiatives progress, we will have fewer choices as to where to turn for our health care services."

Hinrichsen earned a juris doctor, with distinction, from Hofstra University School of Law. She earned a bachelor's degree, magna cum laude from the State University of New York at Geneseo.

She has written numerous articles and frequently lectures on health care fraud and abuse, HIPAA compliance and managed care issues before hospitals, medical groups, and state and regional professional associations.

Hinrichsen is also an adjunct professor at Hofstra University's Zarb School of Business, lecturing on business and health law topics.

She is admitted to practice in New York and is a member of the New York State Bar Association's Health Law Section and the Fraud and Abuse Substantive Law Committee of the American Health Lawyers Association.

Hinrichsen was named as one of the best health care attorneys in the nation by Chambers-USA for 2009. She is also a past chair of the Health and Hospital Committee of the Nassau County Bar Association.

Abrams, Fensterman, Fensterman, Eisman, Greenberg, Formato & Einiger, LLP is a full-service law firm with offices in Lake Success, New York City and Rochester. The firm also serves New Jersey. Its attorneys are well-versed in the areas of civil litigation, corporate & transactional law; employment law; estate planning, asset protection & estate administration; family law; health law; immigration; intellectual property and entertainment; nursing homes; real estate law; and white collar criminal defense.