



SCOTT D. PATTERSON

PARTNER

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SERVICES

Corporate
Cybersecurity and Privacy
Health Care Technology
Contracting
Intellectual Property

INDUSTRIES

Health Care
HIPAA / Health Information
Privacy and Security
Life Sciences
Medical Device and
Diagnostic Companies
Technology and
Manufacturing
Telecommunications
Life Sciences Transactional
Services

Scott Patterson centers his practice on negotiating contracts for procurement and licensing of complex technology. He has helped numerous clients to structure effective RFPs and negotiate agreements for a wide range of enterprise information systems, cloud/SaaS services, telecommunications systems and medical systems, together with related implementation, operations, hosting and support services. Beyond transactional work, Scott has built on his earlier litigation background to address audits and disputes arising from technology projects.

Scott is an IAPP Certified Information Privacy Professional (CIPP/US), and also advises clients on cybersecurity, data protection and privacy issues.

In his additional role as chair of Saul Ewing Arnstein & Lehr's Technology Committee, Scott has major oversight responsibility for the Firm's own technology acquisitions and projects.

Scott has also negotiated major IT facilities management arrangements, including the outsourcing of a health system's entire IT function, and subsequent amendments and renegotiations.

EXPERIENCE

Select representations include:

- Major academic medical centers in eight states in development of their state-of-the-art proton therapy centers, including negotiation of contracts for the purchase of over \$500 million in equipment and services.
- A market-leading health information exchange technology provider in numerous transactions with federal and state government entities, including HHS, CDC, and DoD, statewide hospital associations, subcontractors, and data sources and recipients.
- A leading security training provider in multiple licensing transactions.
- A multi-state unemployment insurance modernization consortium in the RFP and contracting process for development and operation of the participants' new statewide unemployment claims, tax, and appeals systems, and subsequent amendments and dispute resolution.

- A regional electric utility in a wide range of contracts for procurement and deployment of advanced metering infrastructure throughout its service territory, and implementation of related control center systems and services to manage data.
- Numerous customers in their migration from on-premises enterprise software to cloud-based systems.
- Institutions in the acquisition and deployment of facility-wide distributed antenna systems, and in the negotiation of other major telecommunications and data services contracts.
- Representation of health systems in negotiating and documenting the acquisition of systems and software for:
 - Electronic health records (EHR)
 - Admission, discharge and transfer (ADT)
 - CPT coding, billing and reimbursement
 - Picture archiving and communications (PACS)
 - Teleneurology and other telemedicine systems
 - Radiation therapy and radiosurgery equipment
 - Patient flow management and bed tracking
 - Medical records scanning and imaging
 - Pharmacy and medication management
 - Patient and fetal monitoring
 - Network and telecommunications infrastructure
 - Grant, sponsorship and fundraising management

EDUCATION

J.D., Harvard Law School, 1977, *cum laude*

A.B., Woodrow Wilson School of Public and International Affairs, Princeton University, 1974, *magna cum laude*

BAR ADMISSION

Pennsylvania

FIRM MANAGEMENT POSITIONS

Healthcare Technology Contracting, Chair

Technology Committee, Chair

CERTIFICATIONS

Certified Information Privacy Professional (CIPP/US), International Association of

