

Financial Arrangements in Life Science & Payor Organizations

Are your payments consistent with Fair Market Value?

Increased regulatory scrutiny and recent enforcement action has prompted Life Sciences and Payor organizations to pay careful attention to and re-evaluate their financial arrangements. To effectively manage and mitigate their compliance risk, companies must identify arrangements, beyond those directly with physicians, to determine the potential for regulatory risk.



Marketing Programs, Technology Solutions, and Lab Services Agreements are just a few examples of arrangements that have been subject to recent investigations and regulatory action. Understanding where the compliance risk lies and managing it effectively can help avoid unnecessary disruptions in operations, time-consuming legal inquiries and costly settlements.

Types of Arrangements Subject to Review



Consulting and Service-Based Agreements



Technology-Based Solutions



Management and Other Financial Agreements



Why FTI Consulting

FTI Consulting's roster of Healthcare, Life Science and Payor compliance experts, accompanied with our extensive experience in developing fair market value and commercial reasonableness assessments, can assist health organizations with navigating the changing regulatory environment and managing risk for the organization.



Management and Other Financial Arrangements

- Comprehensive Management Services Agreements (MSAs)
- Time-share and Leasing Agreements

Example Arrangements



Consulting and Service-Based Agreements

- Lab Services Agreements
- Consulting Arrangements/Key Opinion Leader
- Specimen Preparation Services
- Program Development and Marketing
- Brokerage, Education and Lead Generation
- Billing and Collection Services



Technology-Based Solutions

- EHR, Practice Management, and Revenue Cycle
- Integration Engines/Data Exchanges
- EDI Transactions
- Mobile App Directories
- Technology-Enabled Marketing
- Data Collection and Commercialization



EMMA MILLER

Managing Director
+1 720.213.9756
emma.miller@fticonsulting.com

GAURAV GUPTA

Senior Director
+1 732.239.9608
gaurav.gupta@fticonsulting.com

The views expressed herein are those of the author(s) and not necessarily the views of FTI Consulting, Inc., its management, its subsidiaries, its affiliates, or its other professionals. FTI Consulting, Inc., including its subsidiaries and affiliates, is a consulting firm and is not a certified public accounting firm or a law firm.

FTI Consulting is the leading global expert firm for organisations facing crisis and transformation, with more than 8,300 employees in 34 countries and territories. FTI Consulting is dedicated to helping organisations manage change, mitigate risk and resolve disputes: financial, legal, operational, political & regulatory, reputational and transactional. FTI Consulting professionals, located in all major business centres throughout the world, work closely with clients to anticipate, illuminate and overcome complex business challenges and opportunities. © 2025 FTI Consulting, Inc. All rights reserved. fticonsulting.com