HUSCH BLACKWELL



Lisa Luetkemeyer

SENIOR COUNSEL

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OVERVIEW

Lisa brings a unique perspective to healthcare law, combining law firm experience with seven years of in-house legal leadership at major health systems, including one of the nation's largest nonprofit health systems.

Having managed budgets, timelines, and external counsel relationships as an in-house attorney, she understands exactly what clients need: guidance that is legally sound, operationally workable, and delivered efficiently.

Lisa focuses her practice on healthcare transactions and commercial contracting, with particular emphasis on healthcare technology, data-driven initiatives, and operational support. She regularly advises healthcare providers, health systems, and healthcare technology companies on complex commercial arrangements, tailoring her guidance to each client's size, structure, and strategic objectives.

Her work frequently involves mission-critical systems such as electronic health records and enterprise platforms, as well as emerging healthcare technology companies deploying AI-enabled and data-driven solutions within regulated environments. Lisa has guided clients through master services agreements, professional services arrangements, vendor negotiations, and technology transactions that balance innovation with regulatory compliance.

Industry

Healthcare

Services

Commercial Contracting
Data Privacy & Cybersecurity
Healthcare Operations
Healthcare Providers
Healthcare Regulatory & Compliance Counseling
Post-Acute Care

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She actively assists in managed care-related arrangements and pharmacy operations, offering comprehensive guidance in areas such as contracting, reimbursement-driven business activities, and regulatory compliance.

Lisa also has experience advising post-acute care providers, including long-term care facilities, assisted living communities, home health agencies, and hospice organizations, on contracting and regulatory matters. This work has given her deep insight into the operational challenges facing healthcare organizations across the care continuum.

Lisa routinely advises clients on HIPAA and data use considerations, operational risk allocation, and practical regulatory compliance issues. Her experience includes developing and enforcing information technology and information security policies and standards, as well as analyzing and implementing privacy and security compliance frameworks that ensure organizational adherence to legal and regulatory requirements. She works closely with in-house legal, compliance, and operational teams to deliver guidance that functions in practice, not just in theory.

What truly sets Lisa apart is her in-house experience. Having supported multiple subsidiaries and business units within complex health system environments on a span of legal issues from commercial transactions, real estate, acquisitions and divestitures, intellectual property management, and marketing communications, she anticipates client needs, communicates efficiently, and understands the real-world pressures her clients face. Her clients value her ability to cut through complexity, identify practical solutions, and serve as a trusted advisor who understands both the legal landscape and business realities.

Experience

- Seconded to a large national health system as operations counsel to ambulatory surgery centers across multiple markets.
- Represented a large health system in the negotiation of a multi-million dollar outsourcing arrangement for revenue cycle management, information technology, informatics, analytics, and care management services.
- Served as counsel to a consortium of orthopedic practices—The Orthopedic Institute of Wisconsin—in the roll up and sale of 14 Wisconsin-based groups and two ambulatory surgery centers to Surgery Partners.
- Provided ongoing legal support in a variety of procurement contract negotiations for a Fortune 500 company.

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Experience

- Advised healthcare clients on a broad range of regulatory matters, including federal and state fraud and abuse laws, HIPAA, Medicare and Medicaid reimbursement, and licensing issues.
- Assisted healthcare clients with transactional matters in connection with contracting, mergers and acquisitions, joint ventures, and affiliations.
- Advised health systems, hospitals, pharmacies, physician groups, and community-based providers on regulatory and transactional matters, compliance, fraud and abuse, reimbursement, and licensing issues.
- Provided general operations counsel to several large health systems, including drafting policies and procedures and negotiating leases and vendor agreement systems, including drafting policies and procedures and negotiating leases and vendor agreements.

AS IN-HOUSE COUNSEL TO LARGE HEALTH SYSTEMS:

- Served as legal lead on intellectual property matters system-wide, including managing entire trademark portfolio and drafting and negotiating license and sponsorship agreements.
- Served as legal lead for transition services agreements, intellectual property due diligence, trademark transition agreements, and communications and marketing reviews during and post-transaction.
- Advised marketing and communications leadership and issue-spotted legal and compliance concerns with marketing arrangements, including Stark and AKS.
- Supported the system IT subsidiary in compliance, contract negotiation, and transactional matters.
- Provided legal support to other system subsidiaries, including a venture fund subsidiary, global mission subsidiary, facilities management organization, and group purchasing organization.
- In collaboration with applicable business owners and executive leaders, drafted system-wide legal, organization, information technology, and information security policies and standards.

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Experience

- Supported all levels of real estate department in managing leasing matters system-wide, including contracting, policies and procedures, and compliance.
- Provided support to and collaborated with regional general counsels and compliance officers on legal and compliance issues related to real estate, leasing, and transactional matters.

Education

- J.D., Saint Louis University School of Law
  - *magna cum laude*
  - Certificate in Health Law
- M.H.S., University of Missouri
- B.A., Truman State University

Admissions

- Missouri
- Illinois

Community Leadership

- Academy of the Sacred Heart, Alumni Coordinating Council

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*Contact Lisa to set up an in-person consultation by appointment in the St. Louis office.

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2025 Pro Bono Achiever

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