

Andy Norwood

PARTNER



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For more than 30 years, Andy Norwood has helped clients maximize and safeguard the value of software, information systems and other intellectual property assets through trademarks, copyrights and licensing agreements. Andy's practice focuses on intellectual property law, including copyright, trademark, trade secret and related licensing issues. He represents clients in a wide variety of industries and has completed hundreds of contract and licensing matters in the healthcare industry alone.

Much of Andy's practice involves licensing and other matters related to computer software and information systems. A key part of that role is helping to ensure that critical systems are available as needed.

He believes it is crucial to fully understand clients' overall business in order to best serve their legal needs. Andy says that he has very few client contacts that he does not also consider to be his friends. This personal approach and understanding of the industries in which he practices have earned him respect within the legal and business communities.

Over 50 publishing houses have called on Andy for a wide range of transactions, from simple author contracts to corporate mergers and acquisitions. In 2004, he received the distinguished Robin Mays Award, the Publishers Association of the South's highest honor, in recognition of his contributions to the publishing industry.

Andy has been lead counsel representing clients in:

- Software licensing
- Outsourcing
- Information systems security issues
- General intellectual property licensing
- Supply chain
- Group purchasing
- Peripheral matters related to information systems, such as hardware purchasing, nondisclosure agreements, and services contracts

Andy is a talented speaker who blends business savvy and humor in seminar presentations and other speaking engagements. His unique combination of quick wit and subject matter knowledge enables him to present complex legal issues in clear, concise and memorable terms.

EXPERIENCE

- **HCA manages software licensing, IP matters**

Represent HCA Healthcare, Inc. in a variety of intellectual property matters, including software licensing and information system analysis related to its transactions.

- **RCCH HealthCare Partners acquires medical billing and revenue cycle management company**

Assisted RCCH HealthCare Partners in a healthcare IT transaction involving the acquisition of a medical billing and revenue cycle management company.

- **HCA acquires multiple facilities in Houston from Tenet Healthcare**

Advised HCA Healthcare, Inc. in its \$750 million acquisition of three Tenet Healthcare hospitals and a long-term care facility in Houston.

- **HCA acquires Satilla Regional Medical Center in Georgia**

Advised HCA Healthcare, Inc. in its acquisition of Satilla Regional Medical Center, an acute care hospital serving southeast Georgia.

- **RCCH HealthCare Partners sells two Oklahoma hospitals to Saint Francis Health System**

Represented RCCH HealthCare Partners' EASTAR Health System in its acquisition by Saint Francis Hospital Muskogee.

- **RCCH HealthCare Partners acquires Lourdes Health Network from Ascension Health**

Represented RCCH Healthcare Partners in its acquisition of Lourdes Health Network from Ascension Health.

- **RCCH HealthCare Partners acquires St. Joseph Regional Medical Center in Idaho**

Served as counsel to RCCH Healthcare Partners in its acquisition of St. Joseph Regional Medical Center (SJRMC) in Lewiston, Idaho.

- **Ascend Management Innovations, LLC acquired by MAXIMUS, Inc.**

Advised Ascend Management Innovations in its acquisition by MAXIMUS, Inc.

- **Ventas acquires Ardent Medical Services for \$1.75 billion**

Served as special healthcare, real estate and diligence counsel to Ventas, Inc. during its acquisition of Ardent Medical Services for \$1.75 billion.

- **Large Tennessee health plan provider seeks IP advice**

Advised a large Tennessee health plan provider on patents and other intellectual property matters, including trademarks, invention rights agreements and the negotiation of outsourcing agreements.

- **Capella Healthcare's integrated delivery network adds Kershaw Health**

Advised Capella Healthcare in its affiliation with KershawHealth in South Carolina.

EDUCATION

- J.D., The University of Alabama School of Law, 1987
 - M. Leigh Harrison Award for legal writing
 - Co-Editor-in-Chief - The Journal of the Legal Profession
- B.A., *cum laude*, University of Alabama, 1984

BAR ADMISSIONS

- Tennessee
- Alabama

RECOGNITIONS

Chambers USA

- Media & Entertainment (Tennessee), 2009-2020

The Best Lawyers in America® (BL Rankings)

- Copyright Law, 2011-2021
- Information Technology Law, 2008-2021
- Litigation-Intellectual Property, 2011-2021
- Litigation - Patent, 2011-2021
- Patent Law, 2011-2021
- Technology Law, 2013-2021
- Trade Secrets Law, 2016-2021
- Trademark Law, 2011-2021

The Best Lawyers in America® (BL Rankings), 2021

- Lawyer of the Year - Patent Law (Nashville)

The Best Lawyers in America® (BL Rankings), 2019

- Lawyer of the Year - Technology Law (Nashville)

PROFESSIONAL INVOLVEMENT

- Member, Nashville, Tennessee and American Bar Associations
- Member, American Health Lawyers Association
- Member, Federal Bar Association
- Past Chair, Intellectual Property Law Committee of the Nashville Bar Association

COMMUNITY INVOLVEMENT

- Member, Board of Directors of the GEAR Foundation
- Past Member, Board of Trust of the O'More College of Design
- Past President of the Parents Advisory Council of the University of Alabama