



# HIPAA COMPLIANCE STRATEGIES

## Planning for HIPAA Compliance and Capitalizing on Its Opportunities

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Passage in 1996 of the Healthcare Insurance Portability and Accountability Act (HIPAA) — also known as the Kennedy-Kassabaum Act — set the stage for major reforms in the transmission of data throughout the healthcare industry. From 1996 to 1999, regulations associated with HIPAA were developed, and most will take effect in early 2000. Healthcare organizations have a scant two years to implement these regulations and become fully HIPAA-compliant. Failure to do so will result in the inability to conduct electronic billing and many lost opportunities for revenue enhancement and quality improvements.

How does HIPAA affect healthcare? By mandating strict standards for the electronic transmission of healthcare transactions, requiring extensive security controls, and imposing tight privacy requirements on patient information. Meeting these requirements, however, serves as a catalyst for leading healthcare organizations into e-health and gaining significant competitive advantages in their markets.

Fortunately, significant savings are available to healthcare organizations through the adoption of e-health technologies. Transmission of the new standardized transactions, via electronic data interchange, offers faster benefits verification, more accurate claims processing, accelerated cash flow, and improved patient care. The move towards a computer-based medical record allows physicians electronic access to patient data and true interconnectivity between hospitals, clinics, and physician offices.

Superior Consultant Company is a leader in interpreting the impact of HIPAA upon the day-to-day operations of healthcare organizations. Our healthcare information systems expertise allows us to easily identify and quantify the expected benefits to be accrued from the **Digital Business Transformation™** associated with the implementation of HIPAA regulations.

## Comprehensive Steps for HIPAA Compliance

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*Superior guides your organization on the path to HIPAA compliance — every step of the way.*

### ■ HIPAA Education and Understanding

The healthcare community requires a clear understanding of what HIPAA is and how it affects the healthcare delivery system and organizations. Though many view it as a compliance requirement only, HIPAA offers many opportunities for improved efficiencies and cost savings. Superior provides a one-day, on-site education program and workshop to provide executives, board members, and managers of healthcare organizations a better understanding of how their enterprises may take advantage of the opportunities presented by HIPAA regulatory reforms.

### ■ Horizon Study

Superior's horizon study provides an early warning analysis of HIPAA's impact and determines what healthcare organizations can expect from the compliance effort over the following 18 to 24 month period. The study enables the creation of high-level budgets and plans for HIPAA compliance.

### ■ Impact Assessment

Healthcare providers must be aware of how HIPAA will affect their organization, as well as what opportunities compliance affords. Superior conducts a high-level impact analysis, identifies strategies to capitalize on HIPAA opportunities and implementation of electronic transaction processing technologies, and lays the foundation for a sound compliance plan.



# HIPAA COMPLIANCE STRATEGIES

All healthcare organizations will be required to comply with HIPAA by 2002. *Forward-looking* organizations will assume a leadership position and take strategic advantage of the opportunities for efficiencies and cost savings associated with these new technologies.

## ■ **Strategic Plan for HIPAA Compliance and Implementing Electronic Commerce**

Superior assists you with crafting a strategic plan for implementing the technologies required to meet HIPAA standards and for using electronic commerce more effectively based on your organization's overall goals, business model, and anticipated improvements in processes. The plan addresses HIPAA compliance, establishment of formal written policies and procedures for meeting its security and privacy requirements, and use of Internet technologies and electronic commerce.

## ■ **Business Policy and Process Implementation**

A significant element in achieving compliance with HIPAA requires extensive changes in organizational policies and procedures. Many of these efforts have far-reaching consequences throughout the organization and require a significant commitment from executives. They address physical and computer security, local area network access, privacy of patient information, and many other areas. Superior guides you in the development and implementation of HIPAA-compliant policies and procedures.

## ■ **HIPAA Security Certification Assessment**

Superior's assessment examines the security resources of an organization and determines if they are in complete compliance with HIPAA regulations. If the organization's security resources (policies, procedures, hardware, software, personnel, etc.) are found to be fully compliant with the standards required by HIPAA, Superior will issue a certificate of compliance in accordance with its regulations. For those organizations that are not fully compliant with the security requirements of HIPAA, Superior will provide a report outlining those areas not in compliance and recommendations for security improvements.

## ■ **HIPAA Implementation and Compliance Assistance**

Implementation of e-health technologies and compliance with HIPAA will affect every facet of a healthcare organization. Superior is well qualified to provide this implementation assistance through:

- Reengineering billing processes to collect required information
- Evaluation of proposed vendor solutions for meeting HIPAA standards
- Evaluation of clearing house services to determine HIPAA compliance
- Establishment of policies and procedures to meet HIPAA security standards
- Evaluation and installation of system and network security technologies to meet HIPAA security standards
- Establishment of policies and procedures to meet HIPAA privacy standards

## **Superior's Total HIPAA Solution**

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Superior assists healthcare organizations in gaining strategic advantage through the early adoption of e-health technologies to meet HIPAA compliance. For those organizations that are unable to aggressively endorse the changes required by HIPAA, Superior also offers HIPAA compliance assistance at a more conservative pace.