



Implementing HIPAA Electronic Transactions and Code Sets: Opportunities and Challenges

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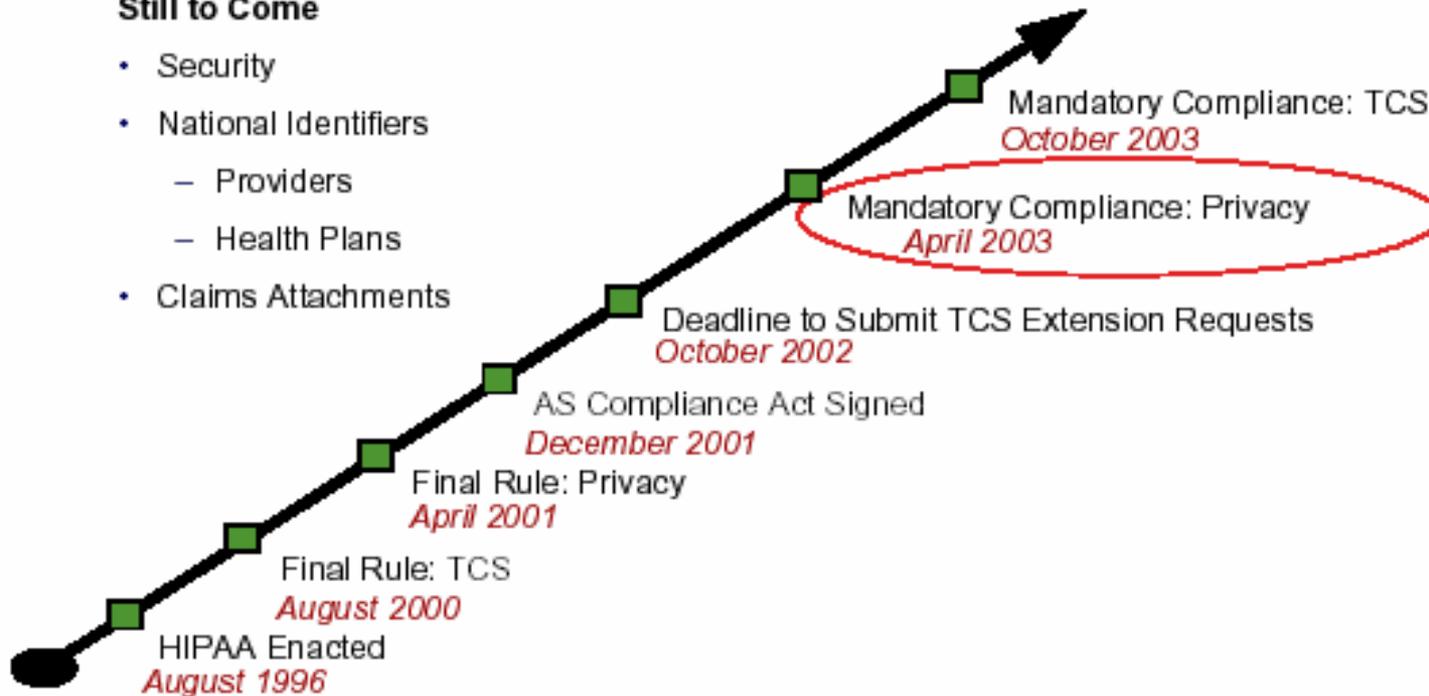
We've all come a long way....

- Between 1996 and 2003 HIPAA and ASCA were passed
- Work and knowledge on these laws has continued to evolve and increase
- In 1996 relatively few covered entities were aware of HIPAA
- Some covered entities have covered more ground faster than others

Major Deadlines Lie Ahead

Still to Come

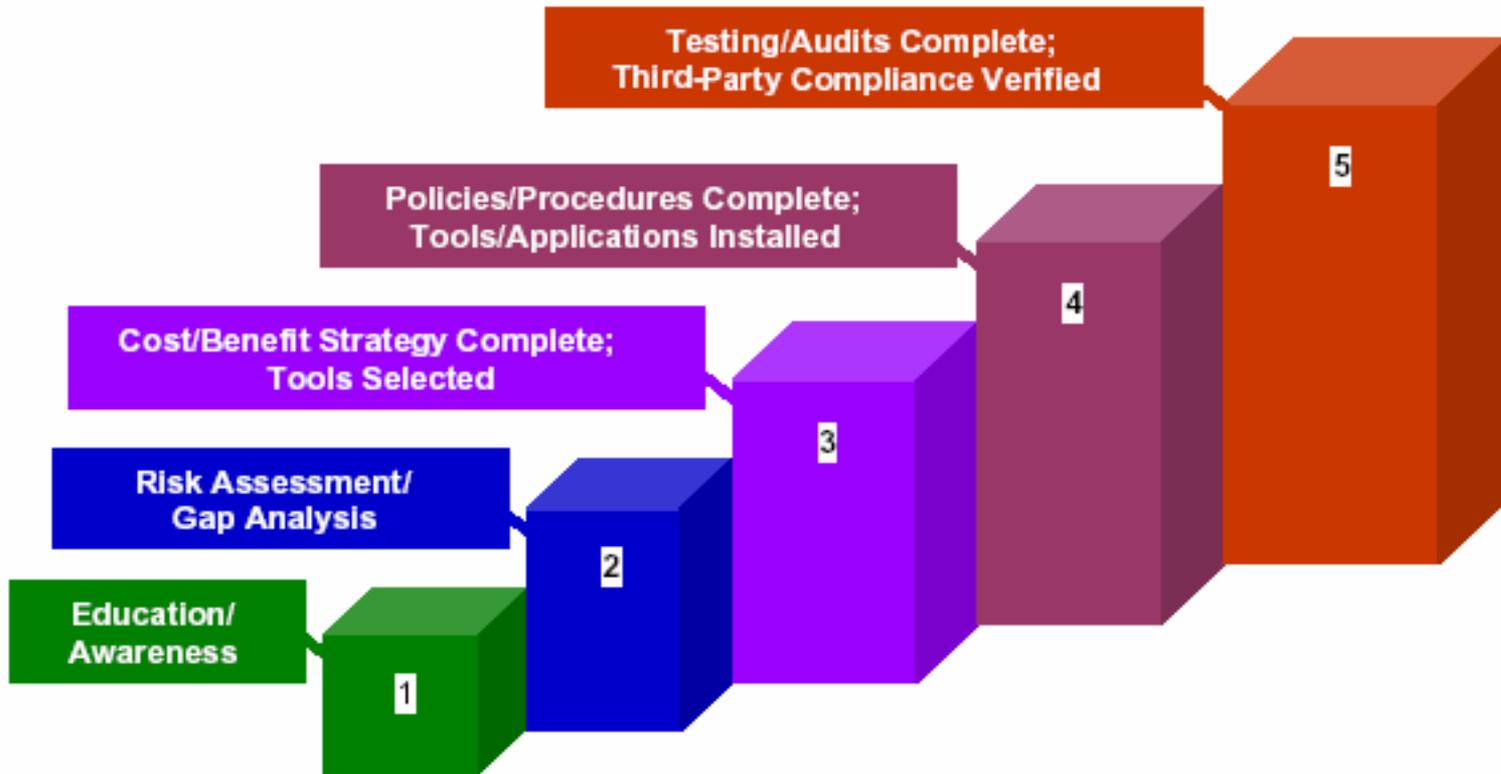
- Security
- National Identifiers
 - Providers
 - Health Plans
- Claims Attachments



Source: Gartner Research

Source: Gartner Group, November 2002

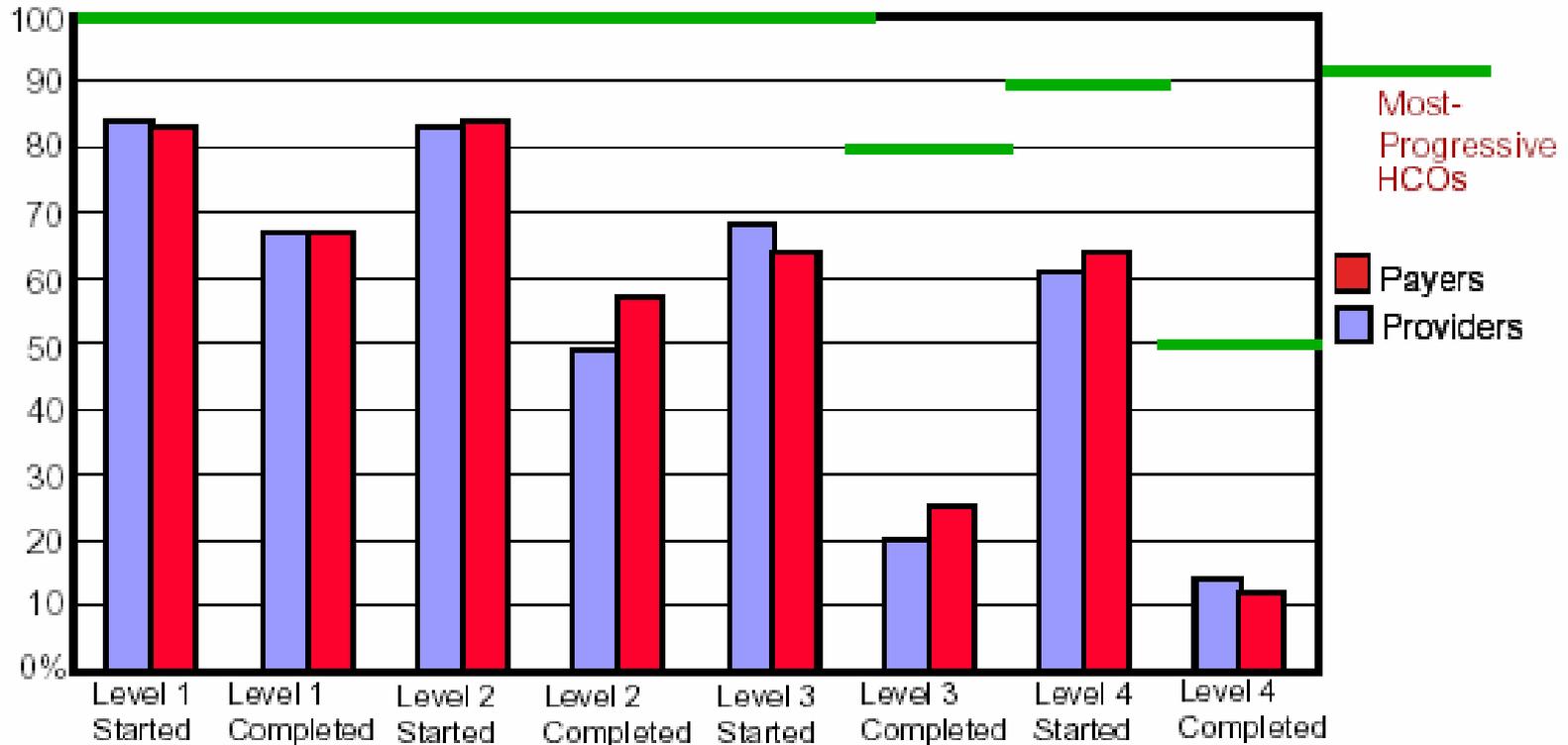
Steps toward Compliance



Source: Gartner Research

Source: Gartner Group, November 2002

Payers vs. Providers



Percentage of Tasks Started and Completed in Each Level, on Average

Who's in the Lead?

- Large health plans, clearinghouses, and software vendors have been leading the way
- Significant effort and resources have been devoted over the past year and more to internal systems analysis work
 - Risk Assessment
 - Retooling software
 - Installation
- Even so, many filed a compliance extension form to buy more time
- Many of these entities are now focusing on the last leg of the race

The Rest of the Field

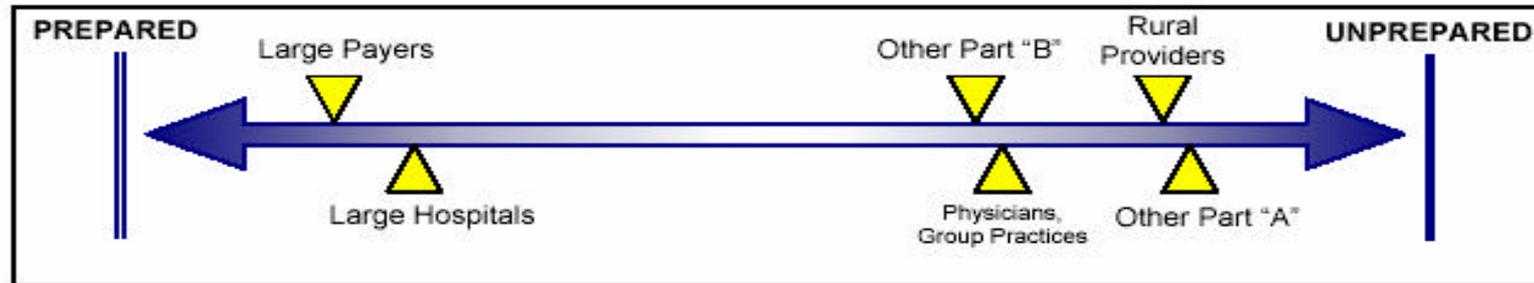
- Awareness of HIPAA requirements among health care providers remains low, though it has been increasing
- Some are just learning of HIPAA while others have completed the “Awareness” phase but will still require large strides to meet key deadlines
- With 8 months to go before October 16, 2003, much remains to be done

Provider Awareness Still Lags

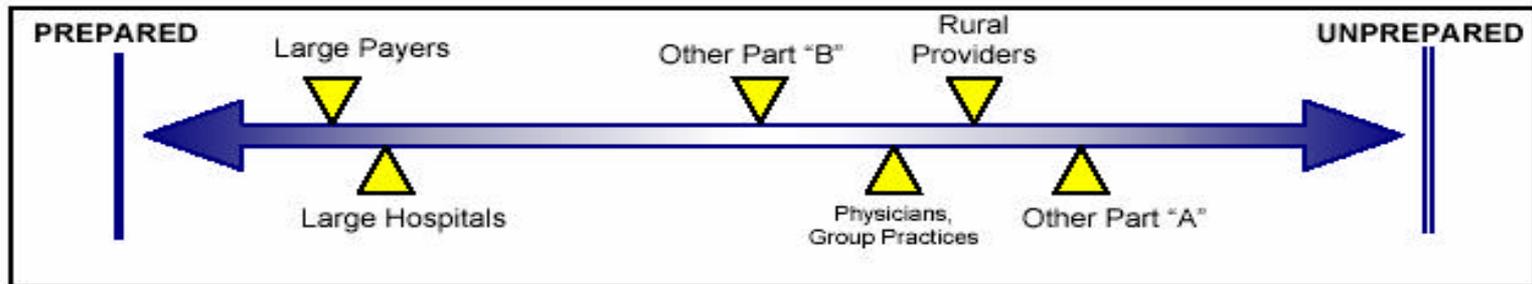
- CMS conducted Medicare Provider Focus Groups
 - Indicated diverse levels of HIPAA understanding
 - Understanding still very low among many providers
 - Knowledge did increase between January 2002 and June 2002 focus groups
 - Preliminary data from Jan 2003 shows all focus group participants filed for an extension.
- Bottom line though, providers still require assistance preparing for HIPAA

Providers are Making Progress....

January 2002 Focus Groups Readiness Graphic:



June 2002 Focus Groups Readiness Graphic:



June 2002 HIPAA Focus Groups Knowledge, Readiness and Educational Needs

	Large Payers	Large Providers	Rural Health Care	Other Part "A"	Other Part "B"	Physicians, Group Practices
HIPAA Knowledge	High	High	Moderate	Moderate	Moderate	Moderate
HIPAA Readiness	High	High	Low to Moderate	Low to Moderate	Low to Moderate	Low to Moderate
Code Set Readiness	Moderate	Moderate	Low to Moderate: relying on clearinghouse or billing service	Low	Low	Low to Moderate: relying on clearinghouse or billing service
Education/ Need Information	Low	Moderate	High	High	High	High

Plans' Roles

- Outreach and assistance to providers
- Communicate testing schedules, procedures
- Stress importance of testing
- Contingency plans for handling large volumes of testing at last minute
- Importance of early testing now!

- **Goal: minimal disruption of cash flow and no impact on access to care**

Collaboration Opportunities

- Sharing outreach ideas
 - CMS has a detailed outreach plan whose key outreach audience is small / hard to reach providers
 - Each of CMS' 10 regions will deploy core messages through various outreach vehicles to increase awareness
- Leveraging resources
 - Outreach products (Video and print materials)
 - Planned events (Regional events, National Roundtables)

Getting the Word Out

- Promoting consistent messages to providers may can help strengthen this effort.
- Core messages we have developed include:
 - ✓ You (not your vendor) are responsible
 - ✓ Compliance dates
 - ✓ Are you where you need to be?
 - ✓ Testing is critical
 - ✓ Don't revert to paper claims
- Help us spread these messages



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Questions?

