

Case Study: Wagner Spray Tech

Wagner Spray Tech	<p>Wagner Spray Tech, Inc. is a leading manufacturer of consumer power painters, rollers, piston pumps, spray application equipment, and home care and lawn and garden tools. Founded in 1950, the company currently manufactures more than 500 unique SKUs and employs 275 people in Minnesota. Wagner employees are covered by a self-funded health plan managed by a third-party administrator (TPA).</p>
About Self-Insured Plans	<p>Both self-funded and self-insured plans refer to an employer depositing money into a trust fund overseen by the Federal government and paying claims on behalf of its workers, rather than paying an insurance company or health maintenance organization (HMO) to provide coverage for its employees. According to a recent Mercer/Foster Higgins National Survey of Employer-Sponsored Health Plans, more than two-thirds of U.S. companies operate a self-funded plan.</p>
What is HIPAA?	<p>The Health Insurance Portability and Accountability Act (HIPAA) of 1996 was signed into law on August 21, 1996 in an effort to improve the efficiency and effectiveness of the healthcare system. The Act mandates that organizations make changes to their existing healthcare transaction and administrative information systems. It applies to both fully-insured and self-insured plans. It's important to note that self-insured plans may also be on the hook if their service providers, including insurers, managed care organizations and third-party administrators, are not fully HIPAA-compliant.</p>
Wrapping Your Arms Around HIPAA	<p>Maureen Grimes has worked for Wagner Spray Tech for six years and currently serves as the company's Senior Benefits Employment Specialist. She is responsible for ensuring that Wagner Spray Tech's employees' benefits needs are met. Grimes first became aware of HIPAA and the scope of the Act's regulations when the company's benefits broker brought it to her attention. It didn't take long for Grimes to become concerned about how she and Wagner were going to get a handle on all of the mandates. "At first, we were just spinning our wheels. I attended a seminar on HIPAA and we appointed a privacy officer, but that was the extent of it," says Grimes.</p>
HIPAAAnswers to the Rescue	<p>"Several months ago, our broker suggested we give some more thought to how we were going to comply with HIPAA." Grimes briefly considered managing the entire process in-house, but knew that it would be too time-consuming to work into her already busy schedule. She needed help, but hiring a HIPAA consultant was out of the question. As it turns out, HIPAAAnswers™ was the perfect solution for Wagner Spray Tech.</p> <p>HIPAAAnswers' consultant-in-a-box approach to HIPAA compliance enables self-funded plan administrators to quickly and easily determine how the new HIPAA mandates will affect their unique situation. "Developed by experienced healthcare professionals, our easily accessible HIPAA knowledgebase is both broad and deep," says Dirk Niles, Vice President of Sales and Marketing for HIPAAAnswers. "Best of all, we're constantly expanding to keep up with changes to HIPAA and include the experiences of clients facing similar issues."</p> <p>"What most impresses me about HIPAAAnswers is that it's so user friendly and easy to use," says Grimes. "With 90 minutes of training and just a few hours on my own, HIPAAAnswers was already saving us money." Grimes estimates that without HIPAAAnswers, Wagner would have needed to spend thousands of dollars with their corporate attorneys. "And that doesn't account for the time HIPAAAnswers is saving me," says Grimes. "HIPAAAnswers will easily save me hundreds of hours of work."</p>
Contact Information	<p>For more information on HIPAAAnswers, visit the company online at www.hipaanswers.com, email sales@hipaanswers.com, or call us toll-free at 1-866-326-6785.</p>