

## Assess Your Business

# Do You Need HITRUST?

Consider the following questions as they relate to your business



### Strategic Alignment with HITRUST Certification

- ▶ What are our current business goals and how does HITRUST certification align with them?
- ▶ Is HITRUST certification essential for winning larger or more strategic contracts with healthcare organizations, including hospitals, insurers, or government agencies?

### Compliance & Regulatory Considerations

- ▶ Do we operate in a regulatory environment (e.g., HIPAA, HITECH Act) that necessitates comprehensive compliance frameworks like HITRUST?
- ▶ Would HITRUST certification help demonstrate compliance with multiple regulatory requirements, such as GDPR, CCPA, or other global privacy standards?
- ▶ What are the key compliance and security gaps in our current policies and procedures (if any) that HITRUST CSF alignment/certification could help address?

### Risk Management & Cybersecurity Maturity

- ▶ How mature are our current cybersecurity policies and practices?
- ▶ What are the primary risks we face (e.g., data breaches, ransomware, compliance failures), and how will HITRUST help mitigate these?
- ▶ Do we have a strong incident response and breach notification process, and would HITRUST improve our current response capabilities?
- ▶ What is our current cybersecurity framework (e.g., NIST, ISO, SOC 2), and how will HITRUST complement or replace these frameworks?

## HITRUST Assessment (continued)

### Resource & Cost Considerations

- ▶ What are the estimated costs of obtaining and maintaining HITRUST certification (including assessment fees, audit costs, and internal resource allocation)?
- ▶ Do we have the internal resources (e.g., compliance officers, IT staff) to dedicate to the certification process, or would we need to hire or outsource expertise?
- ▶ Will HITRUST certification impact our overall IT and compliance budgets?

### Customer & Partner Expectations

- ▶ What are the expectations of our healthcare customers in terms of compliance and data security certifications?
- ▶ Are our customers (especially in the healthcare industry) or partners demanding HITRUST certification as a requirement?
- ▶ Could HITRUST certification improve the trust and reputation we have with our customers, or is this more of a “nice to have”?
- ▶ Are any of our key partners or vendors already HITRUST certified, and if not, are they planning to be in the future?

### Long-Term Benefits & Return on Investment

- ▶ What are the potential long-term business benefits of HITRUST certification, such as new revenue opportunities, improved customer trust, or reduced risk of regulatory fines?
- ▶ Could this certification help reduce insurance premiums or increase coverage limits related to cybersecurity insurance?

### Evaluation of HITRUST Inheritance Program Partners

- ▶ Do we already have key vendors or partners who are part of the HITRUST Inheritance Program, and what controls can we inherit from them?
- ▶ Will inheriting controls from a vendor reduce our overall effort in achieving and maintaining HITRUST certification?
- ▶ Would working with an inheritance program partner help us reduce our costs and expedite the certification process?
- ▶ If considering a new vendor or partner, should their HITRUST certification status be a factor in our decision?

### Operational & Technical Considerations

- ▶ Do our current systems and technical infrastructure align with HITRUST’s control requirements?
- ▶ How will HITRUST certification impact our data management, cloud services, and third-party vendor management processes?
- ▶ Do we need to perform a gap analysis to understand where we currently stand in terms of meeting HITRUST requirements?

### Cultural & Organizational Readiness

- ▶ Do we have executive buy-in and support from leadership for the investment and time required for certification?
- ▶ Is our organization culturally ready to adopt and maintain the rigorous processes required for HITRUST certification?

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