

Anesthesia Compliance Consultants: Medical Compliance Consultants Overcome Growth Hurdles with Office 365

It was anesthesia compliance that brought Dr. Al Lopez and Mary Lopez closer together—and added an entirely new dimension to their relationship.



Mary Lopez founded Anesthesia Compliance Consultants (ACC). Dr. Lopez eventually became involved in the business too after becoming certified in compliance. ACC became a success.

But with that success, it encountered a problem common to many small businesses. “We were good at what we did and the business grew,” says Dr. Lopez. “It got to the point where we weren’t eager to advertise our services because we couldn’t handle any more business without potentially affecting quality.”

What was holding ACC back was paper—lots of paper, up to 400 sheets per audit. Every business needs to handle client papers carefully, of course, but federal requirements such as HIPAA made the challenge particularly serious for ACC. Disaster recovery was a related concern; even computer files were at risk from a catastrophic disruption such as fire. And then there were more mundane obstacles. Finding a lost file could take half a day. Organizing and managing files was time-consuming and tedious. And it was tough to boost productivity when a single set of audit papers couldn’t easily be shared among staffers.

The Lopezes considered solving these problems with a move to Google Docs—but rejected the idea because they couldn’t get the security they needed, according to Dr. Lopez. Then one of their clients asked them to share documents through Microsoft Office 365, and the Lopezes discovered the solution they’d been seeking. US Medical IT helped ACC to adopt the service and to find an increasing number of ways to make use of it.

For example, they use Exchange Online to encrypt email and meet security and privacy requirements. They use Lync Online for video conferencing, which reduces the need for travel. And they use SharePoint Online to organize and collaborate on files, and as a disaster recovery solution.

“With SharePoint Online, I can organize my data so it’s easy to perform functions—such as removing personal identifiers—on large groups of files all at once,” says Dr. Lopez. “I can tag documents to find them quickly regardless of where they’re filed. It’s making an enormous difference in how much faster we can work while maintaining quality.”

Add it all up, and ACC is no longer hesitant about taking on new business. In fact, ACC is accepting 20-25 percent more business this year, an increase that Dr. Lopez attributes to the company’s use of Office 365.

They plan to expand their business by creating educational programs on compliance for the medical community, and SharePoint Online will play a key role in showcasing and hosting much of the content. With SharePoint, they will also be able to do audits without having to use real paper. All of the information can be uploaded to their secure site and the audit completed on SharePoint.