

Sample RFP Questions for HIPAA-Compliant Cloud Hosting Vendors



Privacy & Compliance

- Will you sign a BAA covering all services used in this deployment?
- Can you provide documentation of HIPAA-compliant configurations and third-party audits (e.g., HITRUST, SOC 2)?
- How do you monitor for and prevent misconfigurations that could expose PHI?

Technical Fit

- Do you offer private cloud, VPC, or dedicated instance hosting options?
- How do you handle encryption at rest and in transit?
- Can your infrastructure integrate directly with our analytics and marketing platforms while maintaining HIPAA compliance?

Healthcare Use Cases

- Do you have reference architectures for HIPAA-compliant marketing analytics or personalization?
- Have you supported secure integrations with EHRs or PHI-linked CDPs?

Governance & Support

- How frequently are security patches and updates applied?
- What managed services are available for compliance monitoring?
- Do you offer joint IT-marketing support for deployment and ongoing optimization?



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