

# HIPAA Compliance Milestones

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The attached document is our product milestones. It breaks down what is expended for our customers to do and what is expected for us to do. The service price for an office will typically be around \$1,800-\$2,200 assuming it's a small office, one location, and a small network. Small in these terms means under 20 employees/workstations.

We provide service for a year because many of our customers take close to that to get done. We estimate if you want to be fully compliant on your own it would take at least 400 hours. We shrink that down to 40-50 for a typical customer. If a customer can commit to 1 hour a week they can expect to get done in around 9 or 10 months. One key feature of our service is we will work at the speed of what our customer wants. We have had customers get the processes done in as little as 4 months, but again that is not a typical customer.

The government requires constant improvement and proof that an office is not willfully neglectful. We quickly, 1-3 months, will get an office out of willful neglectful and we document the whole process for our customer so we can prove constant improvement. We also provide our customers with \$100,000 worth of breach protection. A typical fine for a small office can range from \$35,000 to \$100,000. If a small office gets a larger or smaller fine that would be unusual. Our assurance will pay that fine from a compromise or government audit.

# HIPAA Compliance Milestones

## Meet your HIPAA Security Assessor

### What we do

- Understand what you've done so far with HIPAA
- Help you identify your HIPAA goals
- Establish working schedule with you
- Explain the basics and recent changes of HIPAA compliance
- Provide monthly newsletters and progress reports

### What you do

- Explain what you've done so far with HIPAA
- Set goals for reaching HIPAA compliance
- Establish a reasonable working schedule

## Breach Prevention Consulting

### What we do

- Identify basic security gaps inside your organization
- Give guidance on how to repair identified vulnerabilities

### What you do

- Repair gaps identified by SecurityMetrics

## Guided Risk Analysis

### What we do

- Give guidance on completing and understanding your PHI Map
- Create and send Risk Analysis Report that details threats and vulnerabilities associated with your PHI Map
- Create Risk Management Plan based on your priorities and goals with HIPAA compliance

### What you do

- Complete PHI Map
- Review and update Risk Analysis annually

## Risk Management Plan Implementation

### What we do

- Prioritize action items in Risk Management Plan
- Conduct vulnerability scanning and guide you through remediation
- Provide certificates of completion

### What you do

- Complete and document action items
  - Complete and document annual HIPAA training
- Create, implement, and document annual HIPAA policies