

There's a lot more to HIPAA than HIPAA What Makes Us Different Can Save Your Job



Mike Semel

Every day we are contacted by someone who says,

“We need a HIPAA Risk Analysis.”

“We need you to make us compliant with HIPAA.”

These questions can get you into big trouble.

A Risk Analysis is only a part of HIPAA compliance, like getting a physical exam – of your left leg.

HIPAA is only one of the compliance requirements faced by your organization (and the businesses who work with you.) It is by far the best known regulation, but ignoring the others creates big risks.

Imagine your life if you fail a HIPAA audit or breach thousands of patient records. Imagine giving back hundreds of thousands (or millions) of incentive dollars. Imagine finding out you missed a critical reporting deadline because you didn't know your state regulations. Imagine the costs of repairing your reputation.

Our goals are to help you prevent a breach by securing all of your regulated and confidential data; and to create a sustainable cyber security and compliance program that will pass a HIPAA or CMS audit, or survive a breach investigation. We will help you do all of that, and more.

I bet you think HIPAA is frustrating, maybe even that it gets in the way of providing good patient care. It's hard to understand how to implement the policies in the HIPAA binder you bought to be compliant. HIPAA's Security Rule may as well be a foreign language because of all the technical cyber security requirements. How do you coordinate all the rules and really train your staff to keep you out of trouble? What compliance documentation should you create to prove your efforts? Who can you confidentially turn to quickly when you have a question or, worse, someone in your office just sent patient records to the wrong place?

If you are a Business Associate, are you wondering how to comply with requirements that were originally designed for health care providers and health plans? What do the requirements of those Business Associate Agreements really mean?

That's why we exist. Or, as a CEO just told us, “This is why we work with you.”

When we work together you benefit from our unique approach. We treat you like patients. We look at your overall needs because we take time to understand them. We validate what is good and focus on what needs to be fixed.

First, we **diagnose** your current situation using 16 years of compliance experience, 30+ years of IT experience, and tools that get ‘under the skin’ of your network.

Then we design a **treatment plan** and help you get better.

Our **wellness plan** helps you keep the lid on. Once the problems we discover are corrected, we help you with the constant challenge of keeping things compliant and addressing new risks that come up.

And, whenever you have a question or problem, we are there for you.

You may not even know you have to comply with multiple regulations, but we do. It's our specialty.

HIPAA specialists only deal with one part of your overall compliance challenge. Some ‘HIPAA experts’ only deal with a small part of HIPAA- the Risk Analysis. They don’t have the years of experience we do – 30+ years in IT, 16 years in compliance, including years as the Chief Information Officer (CIO) for a hospital and as the CIO for a K-12 school district. They ask questions but don’t get ‘under your skin.’ They can’t understandably communicate the business risks to doctors, owners, and executives. They often miss compliance problems that are obvious to us.

Our projects start out identifying all of the regulations with which you must comply beyond HIPAA; federal and state laws protecting information about mental health care, substance abuse, HIV, sexually transmitted diseases, minors, even driver’s license numbers, Social Security Numbers, banking and credit card information.

Why? Because you may have regulated data in many places you never thought of, which could get you in big trouble if you don’t protect data and, worse, report it if you have a data breach.

Our deliverables include more than just a HIPAA Risk Analysis. If we stopped there you could easily fail a HIPAA audit or pay millions of dollars for other things wrong with your compliance and cyber security programs.

Yes, you get a Risk Analysis. And you also get a Compliance Assessment that looks at the HIPAA Privacy Rule, the Data Breach Rule, and ALL of the Security Rule’s 52 other requirements beyond the Risk Analysis. But we’re still not done. We include any other federal and state laws with which you must comply, which can be extensive based on your patient population and even the locations you serve. We look at your contractual obligations, and the requirements of your cyber liability insurance policy.

Your investment in our services will pay off many times over.

Our clients tell us that after years of trying on their own we have helped them finally understand regulations and what steps they must take to comply.

They see the big picture, not just fragments that are hard to put together and often leave critical problems untouched. They are at ease and can sleep at night knowing they won't have an expensive and embarrassing breach, and that they are ready in case they receive one of the dreaded audit letters.

They know that when they have a compliance or cyber security question or incident they can call a nationally-recognized expert, who doesn't just *know* about compliance, but speaks at conferences, keeps his finger on the regulatory pulse, and has written courseware that has been certified for healthcare continuing education credits.

Client Testimonials

"Mike Semel was able to help us bring the hospital's IT infrastructure up to date. In addition he brought us into HIPAA compliance. IT down time was reduced to zero and IT operating costs were reduced by 30%."

"Semel Consulting has helped our pulmonary practice quickly remediate gaps in our HIPAA compliance program...I can (and do!) call whenever I have a question, and I appreciate the quick response and personal attention. Our practice now has peace of mind that we have a sustainable HIPAA program, and not just some documentation that sits on a shelf."

"Semel Consulting is very people oriented. Even though they were a little more expensive than some of the other bids, we decided that they were the ones that we wanted to go with because they provided so much more."

"Semel helped us apply HIPAA to our cloud services and advised on protecting our company against security incidents caused by users of our platform. We appreciate Semel's approach which was to help us improve our security and business practices and also provide better value to our customers."



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Leverage Our Expertise to Protect Your Organization's Patients, Clients, Finances, & Reputation

HIPAA/REGULATORY COMPLIANCE/CYBER SECURITY

HIPAA COMPLIANCE PROGRAMS & CONSULTING – In 2018 the OCR issued a record-obliterating \$ 28.7 million in HIPAA penalties.

HIPAA/MIPS Security Risk Analysis; Compliance Assessment with HIPAA Privacy, Security, and Breach Reporting Rules; On-site Management Training; Consulting; Audit/Breach Investigation Assistance. Mental Health & Substance Abuse requirements. Includes HIPAA Risk Analysis, policies & procedures, checklists, & guidance.

STATE LAWS - ALL 50 States have Data Breach Laws protecting Personally Identifiable Information.

Some states have shorter notification requirements than HIPAA. Do you know your state data breach requirements? Are you on one of the strictest states – NY, California, Colorado, Florida, Massachusetts, or Texas? We help you prepare!

INDUSTRY REGULATIONS

Lawyer's Ethical Requirements; Licensed Professionals' Confidentiality Requirements; School District Internet Protection. We help you protect your reputation!

CONTRACTUAL & CYBER LIABILITY/DATA BREACH INSURANCE REQUIREMENTS

Business contracts are including cyber security requirements and data use agreements. Insurance policies may not pay off if you don't have strong security controls. We help you build a cyber security program to avoid breach-of-contract lawsuits, and to help ensure your insurance will cover you when you need it.

BUSINESS CONTINUITY PLANNING

PLANNING, EXERCISES

We work with our clients to help you develop effective Business Continuity plans that go far beyond your technology.

Our client list includes a \$ 4 billion credit union; international accounting practice; health clinics; hospitals; and IT companies. We have helped hundreds of MSP's create plans to protect their businesses. Our plans have helped our clients survive the Joplin tornado, SuperStorm Sandy, and many disruptions you never heard of.

SPEAKING, WRITING, CLASSES, WEBINARS



Mike Semel is an IT and healthcare industry expert thought leader, speaker, blogger, writer, and presenter. Contact us to discuss your event, publication, and marketing needs.

"Mike was hired to help educate our community of IT providers on both compliance and security issues surrounding HIPAA. Beyond the working knowledge that Mike has obtained over the years, his ability to connect to our audience by wrapping his unique personality and humor into the conversation made it all work that much more."

Jerry Koutavas, President, ASCII Group

"Thank you so much for the wonderful presentation! I was so glad you got to see a rocket launched."

NASA Conference Manager, Kennedy Space Center,



ABOUT US

Mike Semel is a veteran IT and compliance expert and best-selling author who has helped hundreds of businesses with HIPAA compliance, compliance with other regulations, cyber security, and Business Continuity planning. He is a noted thought leader, speaker, and blogger. Mike has owned or managed technology companies, served as Chief Information Officer (CIO) for a hospital and a K-12 school district; and managed operations at an online backup company. Mike chaired CompTIA's IT Security Community and is an active member of the FBI's Infragard program. Mike has authored HIPAA training courses, and has had numerous articles published in magazines and on websites. In 2017 he became a best-selling author of **How to Avoid HIPAA Headaches**.



TESTIMONIALS

"Semel Consulting provided us with written policies and procedures, helps us manage a compliant environment, and continues to offer expert guidance. I can (and do!) call whenever I have a question, and I appreciate the quick response and personal attention. Our practice now has peace of mind that we have a sustainable HIPAA program, and not just some documentation that sits on a shelf." -- Sonya Kohl, Practice Administrator, Pulmonary Associates, Las Vegas

"Semel Consulting was recommended to Ocean Psychiatric to help us with the special compliance and confidentiality needs for a psychiatric practice. They understand psychiatry and helped us identify areas that needed improvement. We are relying on their help to provide better care to our patients." -- Leila Person, Practice Administrator, Ocean Psychiatric, Virginia Beach

"Mike Semel created and tested an extensive business continuity/pandemic response plan for our credit union, which has almost 180,000 members, 25 branches across Long Island, and over \$ 4 billion in assets. We were happy with the results of this engagement and recommend Semel Consulting for similar projects." -- Gary Jendras, Vice President, Internal Audit, Bethpage FCU



**Data is
Worth More
than Gold**