

WE PAY YOU REFERRAL FEES & DON'T COMPETE WITH YOU

You get a referral fee plus project & managed services opportunities. We don't sell IT products and services.



WHY REFER LARGE HIPAA PROJECTS?

1. We help clients comply with all the HIPAA rules, not just those related to IT.
2. Many large practices, specialty practices, hospitals, clinics, and business associates need to comply with more than HIPAA. Their needs are complex.
3. Focusing just on HIPAA leaves clients exposed to high risks. Unlike 'HIPAA-in-a-Box' or 'HIPAA Made Easy' solutions, we cover ALL the related compliance requirements facing a client, including federal and state laws, industry standards, contractual obligations, and insurance policy requirements.
4. Mike Semel is a Certified HIPAA Professional, and wrote the Certified HIPAA Security Professional course for 4MedApproved and is the best-selling author of *How to Avoid HIPAA Headaches*.
5. Mike was Chief Information Officer (CIO) for a hospital and has implemented HIPAA compliance programs since 2003.
6. Mike is a recognized expert in compliance and has written articles for health care and IT printed publications and websites.
7. We use 'under the skin' network assessment tools to identify security and compliance risks.
8. Semel Consulting's engagements are comprehensive, starting with a risk analysis and remediation, then continuing for a year to consult with the client and to help with audits and investigations.
9. Semel Consulting has a proven track record helping clients deal with the Office for Civil Rights (OCR).



"Great news! Attached is the letter we received from the OCR saying they are closing our case without further action. Mike, thank you so much for your assistance with the response. I can't tell you how much we appreciate your input that greatly influenced this outcome."

WHY REFER COMPLIANCE & SECURITY PROJECTS?

1. Mike Semel has certifications in Security and other Compliance requirements beyond HIPAA.
2. Mike is an expert in the NIST Cyber Security Framework (NIST CSF) and Semel Consulting has earned CompTIA's Security Trustmark Plus, after an independent audit of our security practices and compliance with the NIST CSF.
3. Semel Consulting can help businesses comply with federal and state laws, contractual requirements, and cyber liability insurance policies.
4. Semel Consulting's client engagements are comprehensive, starting with a risk analysis and remediation, then continuing for a year to consult with the client and to help with audits and investigations.
5. Semel Consulting has a proven track record.

WHY NOT DO IT YOURSELF?

1. Do you and your staff have the training, certifications, and years of experience from hundreds of security and compliance projects to give a client what they need?
2. Do you have time to learn all you need to know to be an expert in security and compliance beyond IT?
3. Do you want to accept the risks associated with helping clients comply with the non-IT parts of their regulations?
4. If you are the client's MSP, you want the integrity of an independent audit rather than if you audited yourself.



Rose Ketchum
rose@semelconsulting.com
888-997-3635 x 202