



INTERHACK

Why this Training?

Few resellers have the internal resources to stay current with the complex HIPAA regulations. This program is designed especially for the VAR, and includes technical training, business opportunities, compliance obligations, sales training, and suggested marketing strategies. VARs can improve customer service and generate revenue to pay for this seminar many times over.

Web Format

A 7 part, 14-hour archived webcast is available, complete with all support materials:

- **Eliminate travel costs** of a traditional seminar which typically exceed \$500 per person plus travel time
- **More staff** can participate
- Material is **easier to absorb** in small pieces
- **Scheduling is easier**, and any missed sessions can be played back from archives

Benefits of Attending

- **Improve Customer Service** – Your customers don't have the time or the expertise to decipher the HIPAA regulations. The medical office manager needs help. You add value by helping them with this process.
- **Increase Revenue from your Client Base** -- Most successful resellers offer multiple products and services to offer their installed base of customers. HIPAA creates client needs and corresponding revenue opportunities for the VAR. By investing in these new sources of revenue, you can better weather periodic dry spells between new system sales.
- **Increase New System Sales** – Sales training and resources will assist salespeople in creating competent, credible responses to customer questions about HIPAA, and technical training so that you can legitimately help your clients achieve HIPAA compliance.
- **Comply with your Legal Obligations** – Signing a HIPAA Business Associate Agreement obligates you to more than a dozen provisions. We will offer specific steps you need to take to satisfy these provisions.

HIPAA for Medical VARS

Marketing and Delivering Security Services and Complying with the HIPAA Business Associate Agreement

Internet Training

Archived training, available on-demand via the web

Faculty

The course will be presented by a highly capable faculty with expertise in the HIPAA regulations, information security, the electronic claim industry, medical practice management and operating a VAR business:

C. Matthew Curtin, CISSP

C. Matthew Curtin is a recognized security expert with extensive background in theory and practice. The author of *Developing Trust: Online Privacy and Security* (Apress, 2001), Mr. Curtin frequently lectures on security topics, with particular emphasis on application of good information security principles, rationally and methodically bringing about the right combination of risk, utility, and expense in technology use. His work is widely cited in University courses throughout the world in both computer science and law programs.

Mr. Curtin is the founder of Interhack Corporation, a Columbus-based firm with practice areas in Information Assurance, Forensic Computing, and Outsourced IT, as well as a Lecturer in the Department of Computer Science and Engineering at The Ohio State University.

Gary R. Pritts

Gary R. Pritts is President of Eagle Consulting Partners, a consulting firm with a specialty in HIPAA implementation. Mr. Pritts is a founder and the Immediate Past President of The Ohio HIPAA Implementation Organization for EDI (O.H.I.O. for EDI), a non-profit organization dedicated to cost-effective implementation of HIPAA in Ohio. He is active in national trade organizations including the Workgroup for Electronic Data Interchange and their Strategic National Implementation Process. While serving at Quadax, Inc., a regional clearinghouse, he coordinated the planning for HIPAA transactions implementation. He understands provider organizations from his 6 years as President and owner of Premier Rehab, a Medicare Certified Rehab agency with two Cleveland locations. Prior to this, he was Vice President of Elm Associates, a VAR specializing in the wholesale distribution vertical market. He has over 20 years of experience in information systems and health care organizations. He has a B.S. in Computer Science from Purdue University and an M.B.A. from Harvard Business School.

Training Agenda

SESSION #1

3:00 HIPAA Security 101. A brief overview of HIPAA will be presented, including who must comply, compliance deadlines, penalties, enforcement, and the role of the VAR.

4:00 The Security Risk Assessment. The risk assessment is the cornerstone of effective security. Risk profiles of typical medical clients will be discussed, as well as our Top 10 control recommendations. The Eagle/Interhack On-line Risk assessment product for both VARs and medical clients will be introduced.

SESSION #2

3:00 Security Rule Design. The core of the Security Rule -- 42 "Implementation specifications" -- is presented. Relevant VAR products, services, and software features will be highlighted. The concept of scalability of the security rule will be explained, including the specific requirements which the medical practice must document in writing.

SESSION #3

3:00 Windows Server Configuration. Specific recommendations regarding installation and configuration of Microsoft Server products will be addressed, including items to handle specific implementation specifications as well as addressing items in typical risk assessments.

4:00 UNIX Configuration and Maintenance. Specific recommendations for installation and configuration of UNIX and its variants will be addressed, including configuration options to handle specific Security Rule implementation specifications and addressing items in typical risk assessments. Strategies for ongoing maintenance will be shared.

SESSION #4

3:00 Security Issues with Wireless and Portable Devices
Wireless and portable computing, while providing tremendous productivity opportunities for clients, also present unique

security challenges. Security weaknesses and risks will be discussed, along with specific recommendations for configuration of wireless devices.

4:00 VAR Products for HIPAA Security

A series of product/service categories will be discussed, including some configuration recommendations:

- Backup Solutions
- Malicious Software Protection
- Firewalls
- Monitoring Software
- Secure E-mail

Time is provided for open discussion among participants to discuss and share details of specific products among these categories.

SESSION #5

3:00 VAR Services for HIPAA Security. VARs can assist their clients with their initial HIPAA Security compliance effort with the following services:

- Client Training Classes – HIPAA Security
- Risk Assessments & Security Evaluations
- Policy and Procedure Development
- System Configuration/Training

Properly marketed, these services can provide a burst of activity during the initial implementation period.

Ongoing Services. Compliance is not a one-time event – HIPAA security requires that the medical practice implement an ongoing security management process. Busy office managers don't have time for these activities. They can outsource these jobs to you, including:

- Periodic Evaluation
- Security Reminders
- Patch application
- Information System Activity Review
- System Backup Verification
- Media Disposal/Cleansing

SESSION #6

3:00 Marketing HIPAA Security

We will discuss how to integrate HIPAA Services, including client training, security products, HIPAA risk assessment and policy development, and bundling HIPAA Security services.

3:45 Compliance with the Business Associate Agreement (BAA)

This presentation will include the following elements

- When a BAA is necessary, and the advantages of offering your clients your own standard BAA
- The history of the BAA and the changes which will become effective 2/21/2005
- The required elements, in detail, and negotiating approaches
- The compliance methodology, with particular emphasis on the physical, technical and administrative safeguards a VAR should employ
- The elements of a typical VAR Policy and Procedure Manual

SESSION #7

3:00 Practice Management Software Matrix

A matrix of necessary capabilities and HIPAA Implementation specifications will be provided as a tool for both sales representatives and installers/trainers.

4:00 EMR/CPR Software Matrix

A matrix of necessary capabilities and HIPAA Implementation specifications will be provided as a tool for both sales representatives and installers/trainers

Registration

- Cost for entire Program
 - ⇒ \$249 for full access to program archives.
 - ★ Any number of individuals may participate via that web connection.
 - ★ Unlimited viewing of recorded session
 - ⇒ \$249 for one licensed copy of medical practice HIPAA Security Policies and Procedures
- Payment by check required, payable to **Eagle Consulting Partners, Inc.**
- Complete participation instructions will be sent via e-mail

Course Objectives

1. Understand the HIPAA Security Requirements from the client's perspective.
2. Learn the Top 10 recommended security measures which you should promote with all of your customers.
3. Understand appropriate configuration specifications for Microsoft Windows Server products and UNIX systems for compliance with HIPAA Security
4. Learn about security related add-on products, as well as configuration suggestions for both firewalls and virus protection software.
5. Understand what a risk assessment is, the different methodologies available, and where to access more detail on the methodology specified in NIST SP 800-30.
6. Understand the VARs obligations under a HIPAA Business Associate Agreement and a process for complying with those obligations.
7. Understand how to respond to HIPAA questions from existing customers as well as from potential clients during the sales cycle.
8. Understand how to put together product/service offerings, marketing strategies, revenue projections, and delivery costs for HIPAA Security-related offerings.

Order Form

☎ Call (216) 426-0519

☒ Fax form (216) 432-0104 **OR**

✉ Mail: **Eagle Consulting Partners, Inc.**
4415 Euclid Ave. #300.
Cleveland, OH 44103

- Full Program Archives (\$249) _____
- Medical Practice Policies & Procedures (\$249) _____

Total _____

Enclose check payable to

Eagle Consulting Partners, Inc.

Name _____

Organization _____

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