Compass Network Group: Achieving HIPAA Compliance for Dental Practices

COMPASS
NETWORK GROUP, INC.

www.compassnetworkgroup.com

Summary:

Exclusively focused on a customer base of over 400 dental practices and offices, Compass Network Group offers multiple technology packages that address the needs of this unique industry. Revisions to HIPAA security regulations, and newly implemented Omnibus rule has resulted in noticeable sales growth for Compass Networks' data backup and disaster recovery offerings. NovaBACKUP software from NovaStor has become the standard by which Compass protects data, and administers client backup jobs remotely.

The Partner:

With over fourteen years' experience in Digital Dentistry Systems, Compass Network Group understands the need for reliable, cost effective systems that maintain regulatory compliancy. With a deep understanding of HIPAA and HITECH laws, Compass offers complete PC network solutions including

computer hardware, system software, and data security. Compass provides no-charge site evaluations and dental practice-specific needs consultation. Working in conjunction with a variety of dental industry software and hardware suppliers, they implement proven solutions that off-load the burden of administrative responsibility from busy dental clientele.

The Challange:

Revisions to HIPAA regulations and a higher degree of enforcement has meant that dental practices have an increased level of awareness about the costs associated with data loss and production delays created by having to recover data. Serious financial consequences have become a risk for businesses that incur data breach or neglect to implement sufficient protection. With ongoing concern over maintaining

At A Glance			
	Major customer concerns:	Partner Since:	08/23/2011
	› Backup, encryption, and management of dental data	Partner Status:	Certified ValueCREATE SMB Partner
	› Securing patient health care information (PHI)	Customer Type:	Dental Practice
	› Maintain compliance with privacy law	Customer Average # of employees:	12
		Customer Average # of servers:	1-3
		Typical reason of data loss:	Drive failure, User Error
		Types of storage:	NAS, HDD, Offsite

NOVASTOR
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compliancy, dental offices are seeking ways to backup and restore data such as radiography images, while at the same time securing patient health care information (PHI).

Properly encrypted media has become even more critical as this safety measure is considered a "safe harbor" by HIPAA regulations, and may exempt those who have experienced data breach from having to report the breach. This has created a natural surge of interest in IT companies who focus strictly on the dental industry and health care law compliance, as practices seek relief from the burden of administering backup data.

The Solution:

NovaStor's Central Management Console (included with NovaBACKUP NAS software) allows Compass Network Group to manage multiple customer installations of NovaBACKUP software through a convenient browser-based user interface. A Dashboard provides the most important figures for immediate backup status with the ability to create, delete, modify, and schedule backup-jobs. By assuming the responsibility of securing data and monitoring backups for clients, Compass Network relieves this burden from busy dentists. Working to create a smart backup plan that is tailored to the client's environment, Compass lets dental offices focus on what they do best - dentistry, while providing the peace of mind that critical data is protected.

Why NovaBACKUP®

› Remotely manageable: Able to monitor and initiate backup jobs from anywhere
› Intuitive interface: Dashboard provides the most important figures for immediate backup status with the ability to create, delete, modify, and schedule backup-jobs
› Data Encryption: Required for HIPAA regulations in medical & dental verticals

Why NovaStor

› Local Support: Assistance with creative problem solving for unique environments
› Personal Account Management: Excellent communication has created an easy purchasing process and assurance that our feedback is heard
› Cost effective: At price point that is budget friendly for SMB's

NOVASTOR

Backup & Restore

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