

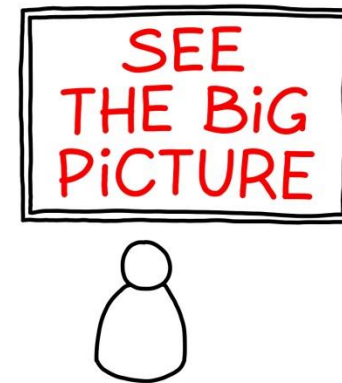
The Unlocked Backed Door to Healthcare Data – Vendor Intelligence Report

By: CORL Technologies



This Vendor Intelligence briefing is an analysis of security related exposures with vendors providing services to leading healthcare organizations

- CORL Technologies analyzes people, process and technical practices for vendors providing services and products to the healthcare industry.
- This briefing is based on an analysis of a representative sample of 150 healthcare vendors that store, process or access protected healthcare information provided by hospitals and health plans.
- The results should raise alarming concerns about the breach risks presented by vendors and prompt healthcare executives to call for risk mitigation plans from their privacy and security teams.



The unlocked backdoor to healthcare data

- Majority of healthcare vendors lack minimum security practices, well short of HIPAA standards
- Healthcare organizations are often unaware of how many of their vendors have access to protected health information
- There are an overwhelming number of small and niche healthcare vendors for organizations to manage
- Healthcare organizations do little to gain assurances or enforce security requirements for vendors



Target CEO, CIO resign after massive breach caused by vendor

An average hospital's data is accessible by hundreds to thousands of vendors providing a wide range of services

Business Services – (e.g., legal, accounting, data destruction)

Business Services - Revenue Cycle (e.g., billing, collections)

Business Services - Business Process Outsourcing (e.g., marketing, coding, transcription)

Claims Processing

Consulting – Healthcare Processes

Consulting – IT & Security

Educational

Healthcare Technologies

Industry Trade Groups

Medical Devices

Medical Supplies

Clinical support services



Network Development & Management

Security Software

Hosting services

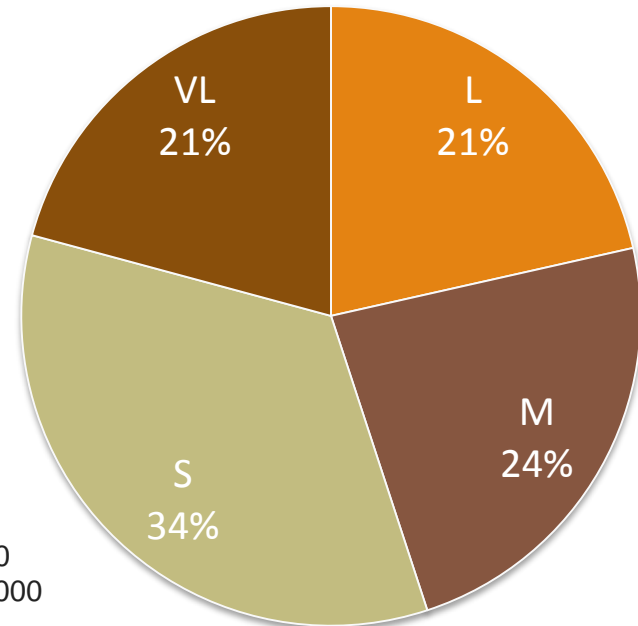
Existing vendor security programs have significant blind spots

Most healthcare organizations focus due diligence on their largest vendors

BUT

Breach data shows that over half of breaches are attributed to smaller companies

Healthcare Organization's Vendor Breakdown by Size



S. 1-100
M. 101-1000
L. 1001-10000
VL. 10001+

“Smaller firms are also often attacked in attempt to get to bigger firms.” –
The Washington Post

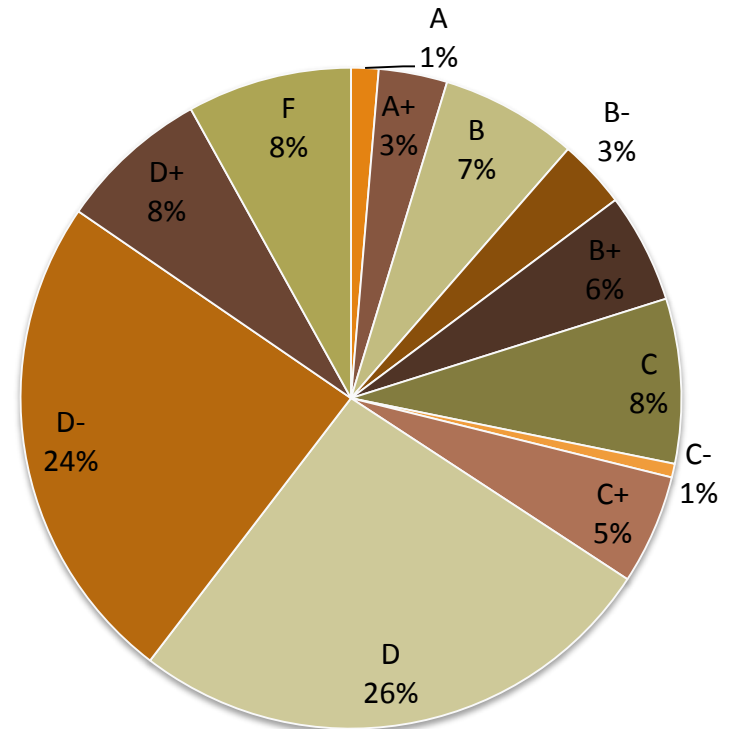


Vendors are not protecting healthcare data

Vendor Score Definitions

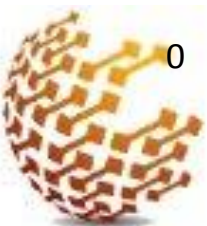
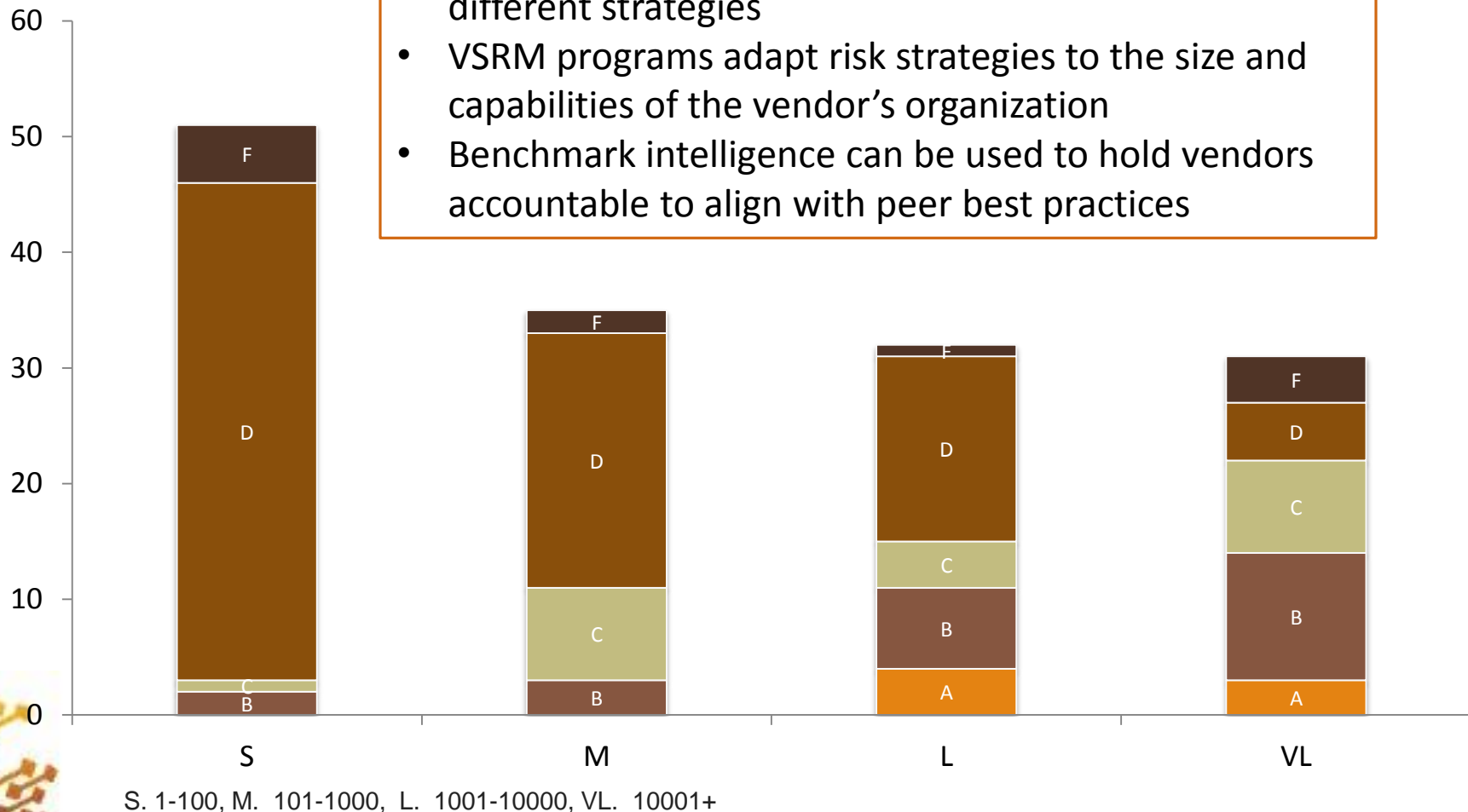
- A - High confidence that vendor demonstrates a strong culture of security
- B - Moderate confidence that vendor demonstrates a culture of security
- C - Indeterminate confidence that vendor demonstrates a culture of security
- D - Lack of confidence based on demonstrated weaknesses with vendor's culture of security
- F - No confidence in vendor's ability to protect information

Vendor Score Breakdown



Understanding Risk

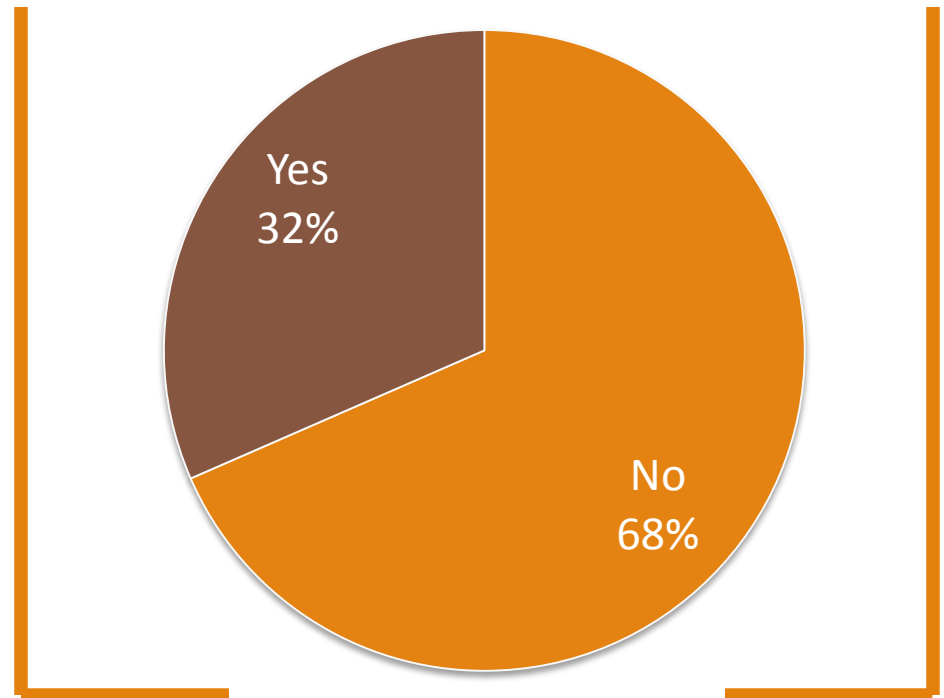
- Different types of vendor organizations require different strategies
- VSRM programs adapt risk strategies to the size and capabilities of the vendor's organization
- Benchmark intelligence can be used to hold vendors accountable to align with peer best practices



Healthcare organizations are not holding vendors accountable for meeting minimum acceptable security standards

- Security certifications provide third party validation of security practices
- Examples for the industry include:
 - HITRUST
 - AICPA SOC 2 and 3 reports
 - ISO 27001
 - FedRAMP
- Important for organizations to understand the scope and baseline criteria used for certifications

Security Certifications



CORL Technologies – Leader in Vendor Security Intelligence

- CORL is an innovative and leading provider of Vendor Security Risk Management solutions.
- The organization was founded to address the need for vendor security intelligence.
- With CORL, organizations can leverage intelligence to understand and monitor risks with its vendors, ease compliance audits and improve executive-level communications and risk analytics reporting.
- Customers of its flagship product include many of the nation's largest companies. Visit CORL at www.vendorsecurityrm.com or follow [Twitter](#) (@CORLTECH) and [LinkedIn](#).

