

## CASE STUDY



# ACHIEVING HITRUST CERTIFICATION WITH EFFECTIVE CLOUD SECURITY



**medecision**<sup>®</sup>  
Liberating.

## COMPANY PROFILE

**COMPANY:** Medecision

**INDUSTRY:** Healthcare Management

**ARMOR SOLUTIONS:** Armor Anywhere

**CLOUD PROVIDER:** Public Cloud

**WEBSITE:** [www.medecision.com](http://www.medecision.com)

In the healthcare industry, securing data protects more than the bottom line; it safeguards the privacy and dignity of patients by controlling who can and cannot view their most personal information. As a software-as-a-service (SaaS) provider of population healthcare management technology and services, those at Medecision understand this deeply and made the commitment several years ago to meet the most rigorous standards and protocols available.

For Medecision, that meant achieving HITRUST CSF<sup>®</sup> certification for the Aerial<sup>™</sup> platform. The Common Security Framework (CSF) established by the Health Information Trust Alliance (HITRUST) prescribes a set of security controls designed to help organizations meet the requirements of federal, state, healthcare, and cross-industry standards including HIPAA (Health Insurance Portability and Accountability Act) and HITECH (Health Information Technology for Economic and Clinical Health).

The journey to HITRUST CSF<sup>®</sup> certification meant selecting the right team of third-party experts to help ensure the company's cybersecurity diagnosis is consistently positive.

## TO BUY OR NOT TO BUY

Obtaining HITRUST CSF® certification was one of Medecision's major initiatives. To achieve that goal, the company had to decide how to add the security and compliance capabilities it needed, either buying them from a trusted cybersecurity technology provider or handling these critical needs internally.

"Understanding vendor services in the market as well as having a very honest view of your internal capabilities is the first thing you want to analyze, and quickly," says Brenton McKinney, vice president of security at Medecision.

Those discussions must start with understanding your own environment, he says.

"It can be both expensive and challenging to juggle buying technology, hiring and retaining skilled personnel, and handling security in-house," explains McKinney.

"For most businesses like Medecision, the primary focus will always be on the core offerings. Investing in large-scale security programs to meet objectives like HITRUST certification distracts from those core business goals."

McKinney knew Medecision needed to bring in a security partner with capabilities and solutions and not just a technology provider with more tools.

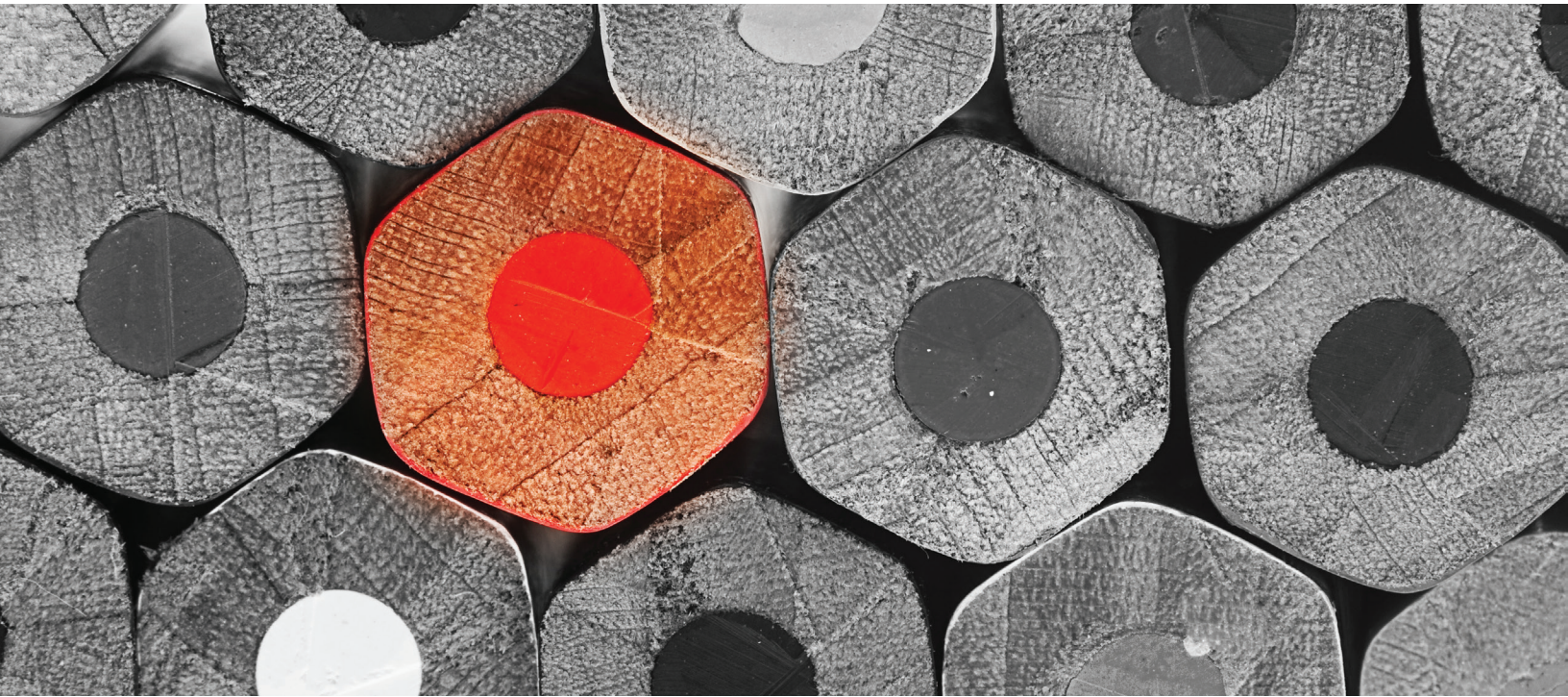
"A true security and compliance solution is one that will stretch across broad and diverse areas of an organization," he says. "It should be dynamic in addressing threats and solve multiple complex problems, rather than just being another piece of equipment or software without the proper support to implement it."

After conducting a risk-based assessment of its security posture, Medecision decided its HITRUST journey needed to begin with finding the right cybersecurity service provider, one with the expertise not only to help the company achieve and maintain compliance but also to scale with its business needs. This partner needed to offer a solution that was both easy to deploy and cost-effective. Most importantly, it needed to be able to move and adjust quickly to meet Medecision's aggressive timelines for achieving HITRUST CSF® certification.



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— Brenton McKinney,  
Vice President of Security, Medecision



## WHY ARMOR

To meet these requirements, Medecision's HITRUST Assessor, Beyond LLC, recommended Armor and its Armor Anywhere product, which delivers threat detection and response, audit-ready compliance, and unified visibility across cloud and on-premises infrastructures. As a provider of security-as-a-service with the ability to secure workloads in any cloud, Armor had the expertise and technology Medecision was looking for.

"As a CISO, finding a service provider I could trust was paramount," McKinney says. "We made that abundantly clear to all of the vendors we evaluated, and Armor demonstrated trust. Moreover, we quickly recognized the benefit of Armor's experience in conducting large-scale, complex deployments such as ours. Armor just gets it."

Medecision's Aerial™ platform is a complex, dynamic environment deployed in an industry-leading infrastructure-as-a-service (IaaS) provider. Armor's onboarding process involved working through the change control processes of both Medecision and the IaaS provider.

"We used a carefully planned, methodical approach to ensure neither of us inadvertently violated any service-level agreements with our customers," says McKinney. "Armor was there every step of the way to speed the onboarding process and ensure success for both Medecision and our IaaS provider."

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## TEAMWORK WINS THE DAY

Armor enabled Medecision to quickly achieve HITRUST CSF® certification with the Armor Anywhere product. Armor improved the organization's overall security posture with capabilities such as vulnerability scanning, security monitoring and threat intelligence. Approximately 80 of Medecision's HITRUST security requirements are addressed by the security controls included with Armor Anywhere.

"It wasn't just about achieving HITRUST CSF® certification, though that was the original intention," says McKinney. "Now it's about moving beyond certification and becoming totally secure."

The impact of having the additional security capabilities cuts across the entire organization, impacting everything from Medecision's change management processes to its product development lifecycle. The significant level of context provided by Armor Anywhere empowers Medecision to make more informed decisions about security and its business.

"It's one thing to know threats are out there, but you need to know do they affect your environment, are you exposed to them, and if they truly represent a risk to your business. At every turn, Armor has shown that they are there with Medecision as we combat threats," McKinney says.





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