

HITRUST Key to Veda's Growth Trajectory



The HITRUST Decision

As the CISO of a high-growth healthcare automation start-up, finding the best data security framework for your organization is paramount. This concern is heightened when your solutions are in six of the nation's top 10 health plans, providing accurate data to over 15 million people.

Veda saves healthcare companies millions annually by automating complex data processes. Their solutions significantly reduce overhead costs by automating ETL (extraction, transformation, and loading) processes, creating a simplified experience for everyone—from data entry specialists to end customers. Veda Velocity uses patented AI technology to accept unstructured data files, standardize, verify, and correct information, and automate intake processes for health plans.

Mark Wochos, Veda's Chief Information Security Officer, had researched several frameworks and recommended that his leadership choose the HITRUST CSF® for several reasons. "Veda has a very strong security approach, and we came to see that having HITRUST certification is a baseline requirement for protecting our customer data," Wochos stated.

Meeting high standards is crucial, and HITRUST certification is a requirement for many existing and prospective clients. Without this certification, some organizations won't even consider sales discussions. This situation made it critical for Veda to obtain HITRUST certification.

The Intracorp Health Choice

Like many vendors, Veda initially considered handling the certification process internally. However, after thorough analysis, Wochos concluded, "There was too much risk. I looked at the risk and reward, and it wasn't worth it." He realized he would need to hire a full-time resource and divert other team members from equally important initiatives.

"I looked at several firms, researched a few, and talked to peers. Intracorp Health's name kept coming up again and again. They had the full range of services we were looking for," Wochos shared.

In addition to diligent research and recommendations from industry colleagues, he valued Intracorp Health's long-standing reputation as a HITRUST-authorized external assessor for over 10 years. Intracorp Health's prominence was further validated by the company's unique position.

Setting Successful Expectations

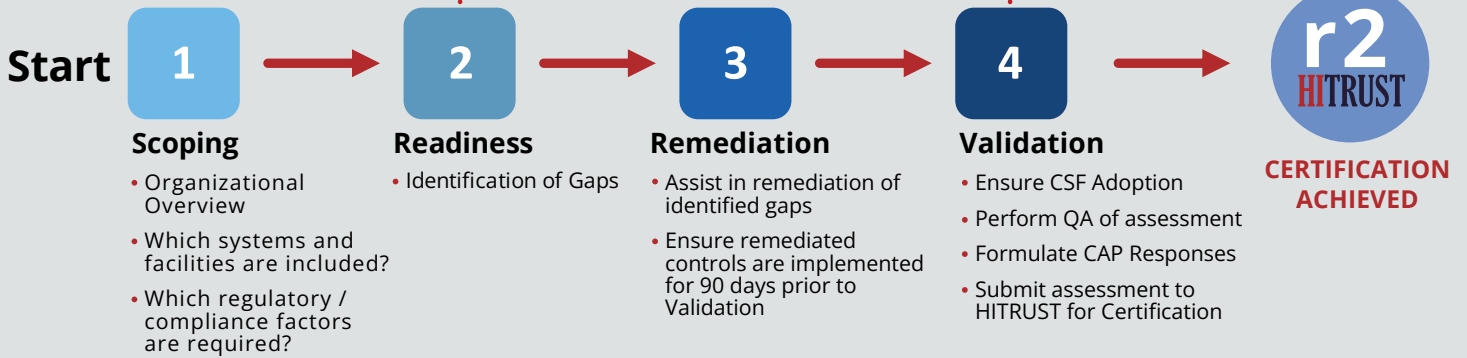
Wochos and Veda's leadership approached Intracorp Health with an aggressive timeline, aiming for certification within six months. As the process unfolded, He realized the significant effort and time required.

"My expectations evolved over time. Initially, I thought it was easier and would take less time. But the team from Intracorp Health helped adjust my expectations. They were very upfront and clear about what it would take to succeed and have been proven 100% correct."

“Intracorp Health is a great partner. We were very intentional about who we chose. And, they've lived up to our expectations. Honestly, we wouldn't be where we are without Intracorp Health.”

~Mark Wochos, Veda CISO

HITRUST Required Milestones



Journey to Certification

Intraprise Health worked with Wochos and his team to conduct an r2 readiness assessment, plans were developed for remediation, adoption, and review. Veda's systems were well-positioned, and in good shape with a level of remediation required.

Intraprise Health identified what evidence and artifacts would be needed for validation. Wochos then engaged the company to support the action plan in conjunction with Veda team members who created the documentation, policies and procedures, and provided guidance on evidence collection through the adoption review.

While Veda had an average size HITRUST assessment, with 256 requirements, they had only two CAPs. Wochos ensured that the remediated controls were implemented for 90 days while he and his team prepared for validation and conducted education across the organization.

Certified and Poised for Growth

Veda earned their HITRUST certification in January 2022. Wochos stated, "The effort the Veda team put in to achieve HITRUST certification was well worth it. I am very proud of the commitment Veda has to protecting our customer's data and to our information security program in general!"

With HITRUST certification, many barriers to business growth have been removed. As Wochos said, "Many vendors require a security review, and HITRUST certification shortcuts weeks of back and forth. It's a 'badge of trust' that not many in our space have." This certification has, given Veda a competitive advantage.

The HITRUST CSF and Intraprise Health partnership has also strengthened Veda's data security and organizational resiliency. "We know what to expect now and throughout the year. We can proactively plan for audits, pen tests, etc. Now that we have the core framework in place, we can go beyond and further increase our security posture, which delivers greater value to our customers and their critical data," Wochos stated.

Let us advance your cybersecurity goals.

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About Intraprise Health

Intraprise Health, healthcare's leading compliance and cybersecurity organization, provides holistic visualization of your compliance and security posture. Our comprehensive services, backed by automation, rapidly integrate in native environments, yielding a comprehensive view of risk – spanning adherence to compliance frameworks, cybersecurity vulnerabilities, and third-party risk. Eliminate blind spots with Intraprise — the fifth HITRUST assessor since 2011.