

Your Trusted Partner | ecfirst

Achieving Certification!

ecfirst

Customized Policies

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Customized Procedures

ecfirst

Evidence Readiness

ecfirst

Readiness Assessment

ecfirst

Validated Assessment

ecfirst

HITRUST CSF Certification

ecfirst

Interim Assessment

ecfirst

Re-Certification



TRIONFO

“As an organization in the healthcare industry, getting HITRUST CSF Certification was one of the primary goals of Trionfo Solutions. With such a big task ahead of us, we knew we needed help and partnered with ecfirst for our HITRUST journey.”

“From the very beginning, ecfirst provided all the necessary information in understanding the complete HITRUST process from start to finish. As we worked through all our efforts from scoping, policy, procedures and implementation, the ecfirst team went above and beyond spending countless hours in providing key information, resources, and walked us through every step of the way in achieving our goal. After months and months of effort, we are so happy to recently receive our first round of HITRUST CSF Certification. This was an enormous effort for us and having partnered with ecfirst gave us the guidance and expertise needed in getting our HITRUST CSF Certification.”

“We are now working on our HITRUST interim assessment as well as planning our recertification and looking forward to working with ecfirst for the second round.”

**Bryan Villanueva**  
IT Infrastructure and Security Officer

### HITRUST Workshop Reference

“The course gave me a better appreciation for what HITRUST is and how it can be best used with HIPAA and IT Security. Lorna did a great job of explaining how the HITRUST process works. I will seek more information from ecfirst with about how our organization can become more knowledgeable about HITRUST. Lorna was wonderful! She did a fantastic job of explaining the differences between HITRUST and HIPAA. She discussed lots of details about how HITRUST can be used within the industry. I have a better understanding of what HITRUST is and how it can be used in conjunction with HIPAA. I am taking this HITRUST information back to my organization to share with our HIPAA Compliance Department and the IT Department. Overall rating of the Course: 10. Overall rating of the Instructor: 10.”

David Bedenbaugh

Kimbrough Ambulatory Care Center (KACC) Fort Meade, Maryland

### HITRUST Workshop Reference

“Great awareness. Overall Rating of the Course: 10. Overall Rating of the Instructor: 10.”

Cynthia Hennig  
Certino LLC

### HITRUST Workshop Reference

“MYCSF demo was very beneficial to see what a practical implementation looks like.”

Nathan Staub  
US Health

### HITRUST Fast Fact

**15%** Policy PRISMA Weight

**20%** Procedure PRISMA Weight

**40%** Implemented PRISMA Weight

**10%** Measured PRISMA Weight

**15%** Managed PRISMA Weight

### HITRUST Workshop Reference

“It was great that the HITRUST Team was also there to answer questions. Overall Rating of the Course: 10. Overall Rating of the Instructor: 10.”

Keith M Rowlings  
Vanderbilt University Medical Centre

### HITRUST Workshop Reference

“Good introduction at the beginning. The MYCSF demo was very helpful. Overall Rating of the Instructor: 10.”

Chris Robison  
US Health

### HITRUST Workshop Reference

“Level of HITRUST experts in the Workshop on the subject was a strength of the program. Overall Rating of the Instructor: 10.”

Kyle Patranella  
US Health

### HITRUST Workshop Reference

“Absolutely excited about the HITRUST Framework. Overall Rating of the Course: 10. Overall Rating of the Instructor: 10.”

James Estrada  
Retired CISO

### HITRUST Workshop Reference

“Overall Rating of the Course: 10. Overall Rating of the Instructor: 10.”

Eric Izuora  
Parkland Hospital

### HITRUST Workshop Reference

“Great Information. Good job. Overall Rating of the Course: 10. Overall Rating of the Instructor: 10.”  
Michael R. Smith  
Parkland Hospital

### HITRUST Workshop Reference

“Strong introduction into the use of HITRUST. Overall Rating of the Course: 9. Overall Rating of the Instructor: 9.”  
Michael Tharp  
Atos

### HITRUST Workshop Reference

“Well prepared. Informative on how HITRUST can help the organisation and how ecfirst can deliver the assessment. Overall Rating of the Course: 10. Overall Rating of the Instructor: 10.”  
Eric Woolridge  
DHC Central

### HITRUST Workshop Reference

“Approach and HITRUST coverage was the greatest strength. Overall Rating of the Course: 10. Overall Rating of the Instructor: 10.”  
Raj Sundar  
ABC

### HITRUST Workshop Reference

“Great course. Overall Rating of the Course: 9. Overall Rating of the Instructor: 9.”  
Victor Adeyeri  
Agapevision Tech

## HITRUST Consulting Service



“ I just wanted to take a moment and say thank you. Thank you and the excellent team at ecfirst for hard work, late hours and diligence during the first round of our HITRUST CSF Certification, and now working on our annual risk management and HIPAA compliance assessment. ”

“ We at BRG are always looking to improve and enhance our compliance and cybersecurity posture. This is an area of executive and strategic priority for our organization to secure confidential client information. From HIPAA compliance, cybersecurity pen tests, to the HITRUST CSF Certification engagement, we have found ecfirst to be an exceptional partner that labored incredibly hard for us, with us. The ecfirst insight and diligence to ensuring HITRUST CSF Certification mandates are met led to us completing our engagement on budget and time. We look forward to deeper collaboration with ecfirst in the cybersecurity space in the future. I know they are personally committed and engaged to ensure BRG success with each engagement. I continue to recommend ecfirst highly and often! ”

**Chip Goodman | Vice President of Information Technology**  
**Berkeley Research Group, LLC**

### HITRUST Workshop Reference

“Overall rating of the HITRUST Workshop: 9. Overall rating of the Instructor: 9.”  
Bhavesh Merai  
WBA

### HITRUST Workshop Reference

“Very informative. Provided me with great direction on what to do to move my organization towards HITRUST Certification. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”  
Tom Streeter  
Healthcare Information Management

### HITRUST Workshop Reference

“Very good overview of HITRUST requirements. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”  
Jeff Beall  
Amita Health

### HITRUST Fast Fact

**14** HITRUST Control Categories

### HITRUST Workshop Reference

“Well prepared. Overall rating of the HITRUST Workshop: 9. Overall rating of the Instructor: 9.”  
Rob Royse  
St. Louis County BPM

### HITRUST Workshop Reference

“Flowed well. Discussed current changes to CSF and what is coming over the next 12 months. Ali Pabrai and his Team are very engaging and are really knowledgeable in all steps throughout the HITRUST certification process. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”  
Scott Mohorek  
BRG

## HITRUST Workshop Reference

“Great overview of HITRUST, assessment process and certification process. Ali is an engaging speaker who can make the topic of cybersecurity interesting. This workshop gives a really well-structured high-level overview of HITRUST. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”

Suresh Krishnan  
Loretto Hospital

## HITRUST Consulting Service



“Beacon Health Options has always strived for success in embracing and adopting cybersecurity frameworks to provide the maximum assurance for our customers. Beacon partnered with ecfirst to deliver on our commitment to achieve HITRUST CSF Certification.”

“I can truly state that the expertise provided by ecfirst really assisted Beacon in achieving its HITRUST CSF Certification. ecfirst provided the HITRUST Workshop training and subject matter experts throughout our HITRUST journey. It has been a pleasure working with ecfirst!”

**Izhar Ahmed Mujaddidi | VP, Chief Information Security Officer**

## HITRUST Fast Fact

**156** HITRUST Controls

## HITRUST Consulting Service



“episource, with a global workforce, is a leading provider of risk adjustment, clinical, and analytics solutions for Healthcare Payer organizations. The privacy and security of sensitive member data is an executive priority. For the past decade, episource has engaged ecfirst to address HIPAA compliance mandates, and has successfully achieved HITRUST CSF Certification for its core business applications and systems. A relationship of trust and value has been firmly established. We look forward to the *next decade of deeper collaboration with ecfirst* to address cyber challenges and rising compliance requirements.”

**Sishir Reddy | Co-CEO**  
episource LLC

## HITRUST Workshop Reference

“Great presentation with energetic and passionate delivery. Allowed great questions from the audience. Awesome to have matter of fact answers. I hope to learn more about HITRUST and its capabilities in the future so I can continue to support my team and manager. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”

Brandi Lister  
Telligen

## HITRUST Workshop Reference

“Practical approach to HITRUST journey. Overall rating of the HITRUST Workshop: 9. Overall rating of the Instructor: 9.”

D.S. Suresh Kumar  
Wishbone Club

## HITRUST Workshop Reference

“Really informative. Instructors were very knowledgeable; Michael from HITRUST was a great resource to have in the workshop. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”

Juan Busanet III  
Brooke Army Medical Center



## HITRUST Fast Fact

### 49 HITRUST Control Objectives

#### HITRUST Workshop Reference

“Depth of knowledge and HITRUST executive onsite were the greatest strength of the program. Valuable to see this available to all ecfirst clients and potential clients. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”

Chip Goodman  
BRG

#### HITRUST Workshop Reference

“The course is very informative. Overall rating of the Course: 10. Overall rating of the Instructor: 10.”

Amanda Geers  
Hoag Hospital

#### HITRUST Consulting Service



“Provant Health partnered with ecfirst to build a plan and assist in executing it with the goal of achieving HITRUST CSF Certification. Ali Pabrai and his team were flexible, collaborative and, most importantly, patient as we worked to educate our management team and key employees on the meaning and value of HITRUST. Due to many internal corporate changes, the first phase of the project took much longer than planned but ecfirst stayed with us the whole way. They pushed our team when needed but also stepped back and gave us room at times.”

“I’d recommend ecfirst to any company who wants to understand HITRUST or work on assessing and remediating their processes and systems in preparation for certification.”

**Tom Basiliere | Chief Information Officer  
Provant Health**

### HITRUST Workshop Reference

“Good overview. Good preparation for the assessments. Overall Rating of Course: 9.  
Overall Rating of Instructor: 9.”  
Susan DeRose  
Broadridge

### HITRUST Workshop Reference

“Nice overview of HITRUST benefits and process. Comprehensive overview without being overwhelming. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”  
Sarah Bussmann  
P3 Health Partners

### HITRUST Workshop Reference

“Good overview of security to achieve HITRUST maturity. Overall rating of the Course: 10.  
Overall rating of the Instructor: 10.”  
Waleed Bassyoni  
Hoag Hospital

### HITRUST Workshop Reference

“Comprehensive, good visuals. Personable and well-prepared presenters who reviewed complex content in a very understandable manner. Overall Rating of Course: 10.  
Overall Rating of Instructor: 10.”  
John Fox  
Beacon Health Options

### HITRUST Workshop Reference

“Broad real-world experience, not just technical overlay. Overall Rating of the Course: 10.  
Overall Rating of the Instructor: 10.”  
Christina Whitlock  
H3 Strategies

### HITRUST Workshop Reference

“In-depth industry knowledge. The workshop provided more insight and information to streamline HITRUST certification. In other-words, the workshop demystified HITRUST. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”  
Vanessa Jacobs  
Integration Link LLC

### HITRUST Workshop Reference

“Overall rating course: 9. Overall rating of instructor: 9.”  
Jan Maniscalco  
Konica Minolta Healthcare Americas (KMHA)

### HITRUST Workshop Reference

“Clearly outlined the HITRUST compliance program, and the importance of scoping. Overall Rating of the Course: 10. Overall Rating of the Instructor: 10.”  
Dhara Shah  
University of Southern California (USC)

### HITRUST Workshop Reference

“The workshop helped me to understand technical aspects clearly. Overall Rating of the Course: 10. Overall Rating of the Instructor: 10.”  
Shahram Ghobadi

### HITRUST Fast Fact

3

**Levels of implementation requirements may be associated with each control**

### HITRUST Workshop Reference

“The workshop explained me the value of HITRUST. The course solidified my desire to obtain this certification. Overall Rating of the Course: 9.”

Overall Rating of the Instructor: 10.

Ken Mickelsen

PrinterLogic

### HITRUST Workshop Reference

“The program delivered a real world understanding of HITRUST. Better understand now the steps and approach to take to launch HITRUST. Overall rating course: 10. Overall rating of instructor: 10. Instructor had very good working knowledge of HITRUST. Helped us better understand how to scope and plan for the initial engagement.”

Michael Laconti

Konica Minolta Healthcare Americas (KMHA)

### HITRUST Fast Fact

**74** controls required for HITRUST CSF Certification

### HITRUST Workshop Reference

“Informative, good high-level overview for users who are not very familiar with HITRUST.”

Erin Holmes

Beacon Health Options

### HITRUST Workshop Reference

“The topics helps us to become HITRUST professional. I have gone through the CHP and CSCS™. Overall Rating of the Course: 10. Overall Rating of the Instructor: 10.”

Chris Bosque

PrinterLogic

### HITRUST Workshop Reference

“Exceptional preparation. Instructors knowledge is the strength of the course. Overall Rating of Course: 9. Overall Rating of Instructor: 9.”

Andrew Hoffman

Broadridge

## HITRUST Fast Fact

**5**

**Maturity Levels** (Policy, Process, Implemented, Measured, Managed)

### HITRUST Workshop Reference

“Very good Workshop training material. Better knowledge of HITRUST CSF. Overall rating course: 10. Overall rating of instructor: 10. Understandable explanations. Thank you!”  
Hiroyuki Kubota  
Konica Minolta Healthcare Americas (KMHA)

### HITRUST Workshop Reference

“Yes, all instructors were prepared & knowledge experts. I think this was a very good ‘overview’ of HITRUST and what it encompasses and what we as an organization can expect from the assessor and HITRUST. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”  
Thomas Edlund  
Broadridge

### HITRUST Workshop Reference

“It was very informative to learn about HITRUST. Look forward to working together. Overall Rating of Course: 9. Overall Rating of Instructor: 9.”  
Pradeepa Gangadharan  
Beacon Health Options

### HITRUST Workshop Reference

“Strength of the course is HITRUST methodology, explaining controls and scope. Overall Rating of Course: 9. Overall Rating of Instructor: 8.”  
Alan Carrillo  
P3 Health Partners

## HITRUST Fast Fact

**15** Maturity Ratings (Level -1, 1, 1+ to Level -5, 5, 5+)

### HITRUST Workshop Reference

“Solid Understanding of HITRUST. Gave me an understanding of HITRUST compared to HITECH, HIPAA and Risk Assessment. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”  
Kenneth McMinn  
Scotland County Hospital

### HITRUST Workshop Reference

“Great information and explanation of how to go through HITRUST certification. Overall Rating of Course: 9. Overall Rating of Instructor: 9.”  
Laura Huska  
ISI Telemanagement Solutions

### HITRUST Workshop Reference

“Good review. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”  
Kelley Moore  
Broadridge

### HITRUST Workshop Reference

“Good Information. Overall rating of the Course: 10. Overall rating of the Instructor: 10.”  
James Ablan Go  
Hoag Hospital

### HITRUST Workshop Reference

“Great course. Very informative.”  
Bruce Weissman  
Broadridge

## HITRUST Fast Fact

**5**

### Point Compliance Scale

(Not Compliant (0%), Somewhat Compliant (25%), Partially Compliant (50%), Mostly Compliant (75%), Fully Compliant (100%))

## HITRUST Consulting Service



“ecfirst is a great partner for P3 Health Partners as we work towards HITRUST CSF Certification. We started with an extremely tight time frame which required all involved to be focused and dedicated to our objective. ecfirst has been a dedicated partner and provided whatever resources were needed for us to accomplish our goals. Every person from ecfirst has been professional and knowledgeable. They have continuously gone up and beyond expectations and have truly been a partner that cares about their clients. I look forward to our continued partnership because I know they have our best interest in mind.”

**Devery Goodey | Vice President of Information Systems  
P3 Health Partners**

**HITRUST Workshop Reference**

“Example and thorough explanations are the strength of the course. Thanks for taking the time to the training and answering all of our questions. Overall Rating of Course: 9. Overall Rating of Instructor: 9.”  
 Elvis Kocillari  
 P3 Health Partners

**HITRUST Workshop Reference**

“All good content. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”  
 Brian Byrnes  
 Presence Health

**HITRUST Fast Fact**

**44**

Major information security standards, regulations and frameworks integrated within the HITRUST CSF Certification

**HITRUST Workshop Reference**

“Gained knowledge about the requirement of CSF. Overall Rating of Course: 9. Overall Rating of Instructor: 9.”  
 Sirisha Kurakula  
 Beacon Health Options

**HITRUST Fast Fact**

**3 Risk Factors**

**(Organizational, System, Regulatory)**



### HITRUST Workshop Reference

“Well prepared slides. It was a great presentation and practical. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”

Madhav Gogawale  
Amita Health

### HITRUST Workshop Reference

“Good overview. Overall Rating of Course: 9. Overall Rating of Instructor: 9.”

Todd Lefkowitz  
P3 Health Partners

### HITRUST Workshop Reference

“First time learning about security and policy. Well detailed, thorough, clear to a beginner like me. Sometime repetitive, but the repetition was necessary to drive the main points home. Overall Rating of Course: 9. Overall Rating of Instructor: 10.”

Nila Krishnan

### HITRUST Workshop Reference

“Very good and informative. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”

Ramachandran Chatridi  
Beacon Health Options

### HITRUST Fast Fact

**233-1,153**

Possible Requirement Statements for CSF **Security Assessment** (as per v9.3)

### HITRUST Workshop Reference

“Overall Rating of Course: 7. Overall Rating of Instructor: 7.”  
Jamie Shimarek

### HITRUST Workshop Reference

“Excellent road map & how to be prepared for the certification. I have good foundation to prepare for the process of certification. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”  
Kristina Cole  
Broadridge

### HITRUST Workshop Reference

“Well prepared. Easy to understand workflow. Good Course. Overall Rating of Course: 9. Overall Rating of Instructor: 9.”  
Curt Bennett  
Beacon Health Options

### HITRUST Fast Fact

**326-1,336**

Possible Requirement Statements for CSF **Security & Privacy Assessment** (as per v9.3)

### HITRUST Workshop Reference

“Deb was great, answered all of our questions. Overall Rating of Course: 10.  
Overall Rating of Instructor: 10.”  
Jake Schaeffer  
P3 Health Partners

### HITRUST Workshop Reference

“Expertise evident is the strength of the course. Overall Rating of Course: 10.  
Overall Rating of Instructor: 10.”  
Anil Saldanha  
Seamless Technologies Inc.

### HITRUST Workshop Reference

“Overall Rating of Course: 10. Overall Rating of Instructor: 10.”  
John Torr  
Pellinore Advisors LLC

### HITRUST Workshop Reference

“Overall Rating of Course: 10. Overall Rating of Instructor: 10.”  
David Degenhart  
Amita Health

### HITRUST Fast Fact

**353-1,536**

Possible Requirement Statements for CSF  
**Comprehensive Security Assessment** (as per v9.3)

### HITRUST Workshop Reference

“Ali Pabrai delivers the content in an engaging way. Well done! Overall rating course: 10. Overall rating of instructor: 10. Well-structured program. Great overview. Instructor has deep knowledge to respond to specific questions.”

Steve Eisner  
Konica Minolta Healthcare Americas (KMHA)

### HITRUST Workshop Reference

“The subject matter was very detailed and informative. Presenter was very knowledgeable on the subject and materials. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”

Kenneth Darling  
Beacon Health Options

### HITRUST Workshop Reference

“Course detailed, session interactive and instructor knowledgeable are the strengths of the course. Overall Rating of Course: 9. Overall Rating of Instructor: 10.”

Kristie Harris  
P3 Health Partners

### HITRUST Workshop Reference

“Excellent job Ali! We appreciate your depth of knowledge and guidance for cyber strategy and options to consider. Looking forward to further discussions. Overall rating course: 10. Overall rating of instructor: 10. Strength of program included the breadth of content and correlation to HIPAA, NIST, ISO, and GDPR with HITRUST.”

Roberto Rijos  
Konica Minolta Healthcare Americas (KMHA)

## HITRUST Fast Fact

**446-1,719**

Possible Requirement Statements for CSF  
Comprehensive **Security & Privacy Assessment**  
(as per v9.3)

## HITRUST Workshop Reference

“Better Understanding of HITRUST. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”  
Fabian Velasquez  
Beacon Health Options

## HITRUST Workshop Reference

“Before coming to the course, I knew little. But at the end of the course, I just nailed it than I thought. Showed the process and what to expect with HITRUST. Overall Rating of the Course: 10. Overall Rating of the Instructor: 10.”  
Soh Beela  
PrinterLogic

## HITRUST Fast Fact

**Over 2,000**

Possible Requirement Statements for v9.3

### HITRUST Workshop Reference

“Very informative. Information was detailed, and session very informative. Overall rating of the HITRUST Workshop: 9. Overall rating of the Instructor: 9.”

Oai Huynh  
Revenuwell Systems LLC

### HITRUST Workshop Reference

“Overall rating course: 9. Overall rating of instructor: 10. Covered spectrum of security.”

Tom Deguchi  
Konica Minolta Healthcare Americas (KMHA)

### HITRUST Workshop Reference

“Understand the importance and necessity of HITRUST for our company. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”

Marci Milstead  
P3 Health Partners

### HITRUST Workshop Reference

“Overall Rating of Course: 10. Overall Rating of Instructor: 10.”

Brenda Ruelas  
Amita Health

### HITRUST Workshop Reference

“Covering HITRUST requirements and readiness for completion were the strength of the program. Overall rating course: 10. Overall rating of instructor: 10.”

Johari Barber  
Konica Minolta Healthcare Americas (KMHA)

### HITRUST Workshop Reference

“Comprehensive and broken down into logical, smaller segments. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”

Ramin Modiramani  
Beacon Health Options

## HITRUST Workshop Reference

“Overall rating course: 9. Overall rating of instructor: 9 Now able to understand HITRUST and recognize what we need to do next.”

Allen Hiroshige  
Konica Minolta Healthcare Americas (KMHA)

## HITRUST Workshop Reference

“Experience and expectations of HITRUST are the strength of the course. Overall Rating of Course: 7. Overall Rating of Instructor: 10.”

Ryan Ousey  
ROC Biz Tech

## HITRUST Consulting Service



“BrightOutcome is focused in improving patient health outcomes across the continuum of care. BrightOutcome is deeply committed to securing patient information across our systems and Web-based applications. We have been working with Ali Pabrai and his wonderful team at ecfirst since 2012.”

“The ecfirst team literally helped us build our HIPAA practices from the ground up, allowing us to offer secure HIPAA-compliant eHealth and health IT solutions to our customers across the U.S. We are actively taking the logical next step in working with ecfirst to pursue the HITRUST CSF Certification in order to further expand our market. We see the partnership with ecfirst as an integral part of our business strategy and have been extremely satisfied with the quality and value of the services that ecfirst has rendered.”

**DerShung Yang PhD | Founder, & President  
BrightOutcome**

### HITRUST Workshop Reference

“Clear instructor and content are the strength of the course. Overall Rating of Course: 9. Overall Rating of Instructor: 9.”

Nidhi Luthra  
Amity Health

### HITRUST Workshop Reference

“Detailed program with examples. Well prepared instructor and session that covered all user needs. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”

Amit Bansal  
Beacon Health Options

### HITRUST Workshop Reference

“Better understanding of HITRUST connection between Policies, Procedures and Evidence. Overall rating of the Course: 9. Overall rating of the Instructor: 9.”

Ronnie Beekee  
Hoag Hospital

### HITRUST Workshop Reference

“Good information presented in an easy to understand format. Overall rating course: 10. Overall rating of instructor: 10. Knowledgeable instructor. Made it easy to understand the complex world of regulations.”

Todd Hall  
Konica Minolta Healthcare Americas (KMHA)

### HITRUST Workshop Reference

“Very well done. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”

Emily Coriale  
P3 Health Partners

### HITRUST Workshop Reference

“Very well-structured and helped me to understand easily. Overall Rating of the Course: 10. Overall Rating of the Instructor: 10.”

Dana Huston  
DMH Technologies



## HITRUST Workshop Delivered at a Large Health System

- “The strength of the program was the discussion on the management framework, and process flow. Overall rating workshop: 10. Overall rating of instructor: 10.”
- “Excellent presentation! I have a much better understanding of HITRUST and its requirements. Chalice and Deb were very knowledgeable and communicated the subject matter well. Overall rating workshop: 10. Overall rating of instructor: 10.”
- “Very good presentation.”
- “Strength of the program was the interaction.”
- “The overview of the CSF framework and MyCSF was the strength of the course. Overall rating workshop: 10. Overall rating of instructor: 10.”
- “Strength of the program was the foundation provided for future direction for compliance and cyber security.”
- “I like how the instructor reviewed content at a higher level rather than all the details at this point. The workshop was entertaining as well as conversational; and focused on our specific organization. Overall rating workshop: 10. Overall rating of instructor: 10.”
- “Interactivity was a strength of the program.”
- “Knowledge of the instructor was a strength of the program. I look forward to working with the ecfirst Team in the future. Overall rating workshop: 10. Overall rating of instructor: 10.”
- “The overall complexity of HITRUST was covered well in the program.”
- “Great HITRUST training. The instructor knowledge of HITRUST and how to implement it in our organization. Overall rating workshop: 10. Overall rating of instructor: 10.”

## HITRUST Workshop Delivered at a Large Health System

- “The HITRUST course was brief and informative. Overall rating workshop: 10. Overall rating of instructor: 10.”
- “The high-level insight was a strength of the HITRUST workshop. Overall rating workshop: 10. Overall rating of instructor: 10.”
- “Having multiple instructors helped a lot. The open question format was terrific. Overall rating workshop: 9. Overall rating of instructor: 10.”
- “Knowledge based, fast paced, easy to follow. Very informative course!!!”
- “The practical aspect of the workshop was important.”
- “The overview of HITRUST was well done.”
- “Great overview of HITRUST and good introduction to MyCSF. Overall rating workshop: 10. Overall rating of instructor: 10.”
- “Fun, good presenters, good presentation material.”
- “Great information! Easy to understand. The pace and content were good! I hope other health systems pursue HITRUST certification. Overall rating workshop: 10. Overall rating of instructor: 10. The three-instructor tag team worked!”
- “Overall rating workshop: 10. Overall rating of instructor: 10. Very descriptive program that covered well what HITRUST entails.”

## HITRUST Conference 2019



“ Thank you again for the presentation by Pabrai at the HITRUST 2019 Global Conference in Texas. My opinion was that Pabrai delivered the best presentation of the conference. Very professional, thoughtfully constructed, and presented with passion. ”

**Neal Francom | Compliance and Audit  
OODA Health**

“ I attended Pabrai’s HITRUST (Kaizen) at the HITRUST 2019 Global Conference. I thought it was the best session of the show. I appreciated the approach and content. ”

**Todd Heinz | Enterprise Security Risk Management Practice  
Heartland Business Systems**

## Virtual! HITRUST Workshop | April 5, 2022

“**Having experts** give different views of the topics was excellent. It was a GREAT webinar. Great use of time. Thank you very much. Overall rating of the HITRUST Workshop: 5/5. Overall rating of the Instructor: 5/5.”

Woodruff Mark  
MediMizer

“Instructor’s experience was clearly visible. Overall rating of the HITRUST Workshop: 5/5. Overall rating of the Instructor: 5/5.”

Garvin Jon  
Johns Hopkins University

“Instructor’s knowledge and ability to convey information at the participants levels of understanding. Many instructors speak in technical or their industry language, which is more difficult for participants to understand. The delivery was great. Overall rating of the HITRUST Workshop: 5/5. Overall rating of the Instructor: 5/5.”

Niebling Patricia  
Aquity Solutions Pvt. Ltd.

“The expertise was **clear and precise**. Overall rating of the HITRUST Workshop: 5/5. Overall rating of the Instructor: 5/5.”

Calero Margaret  
Cornerstone

“Knowledge of how to achieve HITRUST CSF certification was well presented. Class was great and **handouts were helpful**. Webinar was very helpful and informative. I learned exactly what I needed to know in order to assess achieve HITRUST certification for my organization. Overall rating of the HITRUST Workshop: 5/5. Overall rating of the Instructor: 5/5.”

“Instructor’s knowledge was the strength of the workshop. Overall rating of the HITRUST Workshop: 5/5. Overall rating of the Instructor: 5/5.”  
Sette Maria

“Workshop presented the tools and knowledge necessary to manage HITRUST Certification. Overall rating of the HITRUST Workshop: 5/5. Overall rating of the Instructor: 5/5.”  
Lozano Dave  
Mcgtx

“Information and depth of knowledge of the instructors was terrific. Overall rating of the HITRUST Workshop: 5/5. Overall rating of the Instructor: 5/5.”  
Doran Richard  
Partnerd Group

“**Clarity of the presentation** - both the slide deck and the presenters, was excellent. This presentation is informative and for me, very helpful! Overall rating of the HITRUST Workshop: 5/5. Overall rating of the Instructor: 5/5.”  
Nekuza Timothy  
Dental Health Services

## Virtual! HITRUST Workshop | July 22, 2020

### 59 Attendees

“**Clear and informative.** Focus of scope and coverage was the greatest strength of the program. It was presented in a way I like to receive presentations/workshops. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”

Anthony Cairns  
QASTM Limited

“**Excellent class** - great overview of the HITRUST content matter and the assessment process. **Enjoyed the demo.** Expert knowledge of process and subject. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”

Barry Borter

“Very informative and useful. Contents covered with proper flow. Thanks for holding the workshop and it was very **valuable.** Overall rating of the HITRUST Workshop: 9. Overall rating of the Instructor: 9.”

Deepak Ohri  
IBM Corporation

“Found it informative and **well organized.** Easier to get approval and find time to attend virtually. Explained the different options available for people who might be considering HITRUST. Thank you for the opportunity to attend. Overall rating of the HITRUST Workshop: 8.”

Frank Ruelas  
St. Joseph's Hospital and Medical Center

“Great delivery, **very well researched information,** presenter was well prepared. Lots of research has been utilized to provide a great leverage basis between HITRUST CSF and other RMF's. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”

Hildah Macharia  
Globe Life, Inc

“Informative. Overall rating of the HITRUST Workshop: 8. Overall rating of the Instructor: 9.”

Kandis McIntosh

“I learned a lot more about HITRUST and how the assessments are conducted. Strength of the course are the **detailed slides**. Thank you for this valuable course. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”

L. Lory  
Consultant

“This was a great session to get insight about HITRUST in 3 hours. Mapping of HITRUST with other standards and scoping are the strength of the course. Overall rating of the HITRUST Workshop: 9. Overall rating of the Instructor: 9.”

Lakshmi Narasimhan Gopalan  
Innova Solutions Private Limited

“**Perfect**. In depth coverage of the controls and mappings of NIST to HITRUST sample forms. **Amazing!** I have attended many 30 minute lunchtime HITRUST classes, but this was **so comprehensive and detailed**. I was **astounded with the depth of coverage**. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”

Marc Murphy  
Healthcare Security Consultants, LLC

“**Amazing and informative**. Thanks for covering MyCSF tool walkthrough and covered the latest CSF version 9.4. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”

Nitin Gaur  
Omega Healthcare Management Services

“I **loved the presentation** and Lorna's delivery. HITRUST is a very interesting topic, I am hoping to learn more about and possibly get certified. The strength of the course was detailed knowledge and examples. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”

Teressa Johnson  
HCSC

“Excellent. Clarity and succinct. The course curriculum is very valuable. The presentation of the information was **easy to understand and apply**. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”

Renee Fielding  
Konica Minolta

“ Excellent. Overall rating of the HITRUST Workshop: 8.”

Mary Beth Hames  
PNM Resources

“ Clear information provided. Appreciate the opportunity to obtain information to better understand HITRUST as well as earn a few CEU's. The slides are excellent because there is the right amount of detail and are a good tool to reference to afterwards.”

Tara Brady  
Kaiser Permanente

“ Very interesting topics and great information. Overall rating of the HITRUST Workshop: 8. Overall rating of the Instructor: 8.”

Rene Rivera  
Triple-S

“ Excellent, informative and well presented. Ability to participate in question answer. Overall rating of the HITRUST Workshop: 8. Overall rating of the Instructor: 8.”

Laura Sullivan  
Terey Reilly Health Services

“ The visuals aids showing the path of certification were good. Informative for those seeking additional certifications.”

Marcia Peele  
U.S. Department of Air Force



## Virtual! HITRUST Workshop | August 7, 2020

“ **Easy and practical explanations.** Very thorough demo of the content. ”

Frank Ruelas  
SJHMC

“ Information about the v10 update is the strength of the course. ”

Attendee, HITRUST Virtual Workshop, August 7, 2020

“ Very informational. Overall rating of the HITRUST Workshop: 9. Overall rating of the Instructor: 9. ”

Mohammad Danish Nasim  
Etisalat

“ All presenters well prepared and **well versed** in all information. Very interesting. I liked the workshop very much. Overall rating of the HITRUST Workshop: 9. Overall rating of the Instructor: 10. ”

Oscar Garcia  
Conduent

“ **Insightful** and informational. ”

Roy Wildman

“ It was a lot of dense information, but presented clearly, comprehensively knowledgably. The breadth of information presented is the strengths of the course. Thank you for the opportunity to attend this workshop free of cost. Overall rating of the HITRUST Workshop: 9. Overall rating of the Instructor: 10. ”

Steven Butera  
Pathways Health & Community Support

## Virtual! HITRUST Workshop | August 11, 2020

“ **Excellent.** HITRUST material coverage and clarity of the topics covered were strengths of the course. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”  
Abdul Baqui  
TIBCO

“ Excellent and **comprehensive.** Clear and focused on the regulatory requirements and how they translated into the HITRUST framework. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”  
Jens Laundrup  
Black Bat Security Inc

“ Great information. Overall rating of the HITRUST Workshop: 9. Overall rating of the Instructor: 9.”  
Katrina Gladney  
Southwestern Health Resources

“ It was great session. Wonderful training - **well structured.** Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10 ”  
Kiran  
Paladion

“ The instructors were great!. The knowledge the instructors brought to the class is the strength of the course. Lorna and Deb work very well together and it is obvious they are both "**masters of their craft**"! They kept our attention and were a pleasure to have lead the class. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”  
Michael Turpin  
ecfirst

“ The information provided was very helpful. **Excellent overview** to help determine the next steps for HITRUST Certification. Overall rating of the HITRUST Workshop: 9. Overall rating of the Instructor: 9.”  
Myra Kleinpeter  
Tulane University

“ **Great instructor.** Very helpful and interesting even in the virtual setting. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”  
Nazanin Tondravi  
MHS

“ Better opportunity for networking and have an engaged discussion about HITRUST certification. The changes in v10 as well as the myCSF demo were most useful.”

Darren Skolnick  
Hinge Health

“ **Instructors are very knowledgeable.** Overall rating of the HITRUST Workshop: 8. Overall rating of the Instructor: 9.”

Debra Ann Brodersen  
Spencer Hospital

“ **Informative and organized.** The knowledge and experience of the presenters and the demo were the strengths of the course. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”

Kimberly Sallee  
Cerner Corporation

“ The training was great. I was not "bored" even though it was 3 1/2 hours. To the point and informative. Overall rating of the HITRUST Workshop: 9. Overall rating of the Instructor: 9.”

Kristen Rowen  
Benefis Health System

“ **Very professional workshop.** Providers were very professional and literate on the matter. Overall rating of the HITRUST Workshop: 9. Overall rating of the Instructor: 9.”

Oscar Garcia  
Conduent

“ It was great training and an interactive workshop. **Intellectual instructor.** Overall rating of the HITRUST Workshop: 9. Overall rating of the Instructor: 9.”

Rahul Raj  
SVAM International Inc

“ Very informative, **extremely well presented.** Explained both the how and the why of learning about HITRUST Certification. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”

Rick Kingsbury  
Kingsbury and Associates Consulting

“ It was really insightful and always good to hear a new perspective. HITRUST CSF is really complex so how scoping and structure of CSF ties together is helpful. Delivery, content and structure of session were the strengths of the course. Overall rating of the HITRUST Workshop: 8. Overall rating of the Instructor: 9.”

Sandeep Bansal  
Concentrix

“ The HITRUST Workshop was really great. It was well **structured and scheduled**. Next time is it possible to tell more about in business perspective for fresher like me. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10. ”

Sangameswaran  
Cliniq

“ Very informative and details given suited for all types of setting. Speaker's in-depth knowledge about HITRUST requirements are the greatest strength. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10. ”

Simer Jane Sumayo  
Visaya Knowledge Process Outsourcing

“ Very good job. Lorna made the topic interesting and not dry. This is a new subject to me. I will learn more as I hear more and do more with it. It's easier to ask questions in person. And you can get more participation which helps me bounce things off other people's questions. And connect with others taking the class. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10. ”

Tara Yeaton, RHIT, CHPC  
MaineGeneral Medical Center

“ Excellent overview of HITRUST. ”

Vince Fitzpatrick  
ChristianaCare

## Virtual! HITRUST Workshop | September 9, 2020

“The course was **very good**. Overall rating of the HITRUST Workshop: 9. Overall rating of the Instructor: 10.”  
Lauren Godfrey  
Lewis Brisbois

“**Excellent presentation**. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”  
Peggy Beat  
Lewis Brisbois

“It was great! Very informative. **Clear and understandable delivery** of a lot of information. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”  
Ryli McDonald  
Lewis Brisbois

## Virtual HITRUST Workshop | October 5, 2020

“**Very knowledgeable instructor.** Easy to interact. Presuming there are ordinarily a few laymen in the class, more foundational material, more introductory material before the detailed explanations. Overall rating of the HITRUST Workshop: 9. Overall rating of the Instructor: 10.”

Tim Klopfenstein  
Virginia Private Colleges Benefits Consortium

“The strength of the course is the way the course is sectioned off into the seven areas, starting with scoping and then how related back to the tool. Very helpful as my organization is presently working on MyCSF documents. This is my first time working on this subject. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”

Patricia McCann  
Blue Cross and Blue Shield of Illinois

“Lorna's delivery was **very conversational and interesting.** She is exceptionally knowledgeable, and her illustrations of the various situations and ways in which the rules could and should be used made them memorable. I liked the emphasis of which rules we should focus on, not only for the test but in our real-life work situations, gave the class the perfect context. Because of Lorna's presentation style and explanations. I think all of us went away with a very clear and useful idea of how to use this information after class. That's what makes the time spent worth it. This is very complex and detailed information, but it is also key to protecting our organizations and its' customers.”

“With Lorna's ease and true comprehension of this material, the most important ideas were introduced and then frequently enforced so that we built a growing understanding of what was crucial to do and at what point it should all be done and documented. I think everything was covered to my satisfaction. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”

Barbee Davis  
Davis Consulting

“Good information, knowledge of HITRUST, HIPAA and the process. Overall rating of the HITRUST Workshop: 9.”

Chris  
BHR

“**Comprehensive and thorough training.**”

Deepa Varadarajan  
Costco

## Virtual HITRUST Workshop | November 5, 2020

“Very informative presentation. It included all that is required for us to initiate the certification process. Strength of the course is the topic that were explained in full depth and the instructor was very knowledgeable. Overall rating of the HITRUST Workshop: 9. Overall rating of the Instructor: 9.”

Vinay Bhargav

“Documentation provided in-depth information and that is the strength of the course. Overall rating of the HITRUST Workshop: 9. Overall rating of the Instructor: 10.”

Dan LoPresto

UCF - Central Florida

“Great virtual seminars. Instructor was the strength of the course. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”

Nazanin Tondravi

“Very good introductory course. Overall rating of the HITRUST Workshop: 10. Overall rating of the Instructor: 10.”

Javier Rodriguez-Acosta

MSO of Puerto Rico



### Consulting Practice



### Certification Training



# Reimagining Cyber Defense