

BRIO Systems Demonstrates a Healthy Security Posture and HIPAA Compliance with Security

As BRIO Systems expanded and shifted their health and fitness testing platform to support companies that needed reliable, regular COVID-19 testing, they had an urgent need to demonstrate their security compliance. They turned to Security to help them build, manage, and prove a HIPAA-compliant security program.

The Challenge

In early 2020, BRIO Systems pivoted their business to support COVID-19 testing needs, but needed to quickly strengthen and formalize existing security protocols and demonstrate HIPAA compliance to their Fortune 500 and government entity prospects.

While security has always been an area of focus and concern given BRIO's previous interaction with personal health data, the move to COVID-19 testing brought with it a need to formalize, document, and prove the company's security posture to a degree not previously required.

The Solution

BRIO Systems turned to Security to provide the platform and expertise to guide them through the complexities of HIPAA compliance. With Security, they received:

- An information security management platform that captures requirements, generates policies, tracks progress, and drives next steps
- Comprehensive security policies customized to their business and the data it collects
- Automation and efficiencies that serve as a force multiplier for BRIO's small team
- Access to security specialists and consultants to guide the team in achieving their goals and conduct risk assessments and penetration tests



Boris Lipchin, CEO



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Getting a Clean Bill of Health

Securicy's information security management platform helped guide the team at BRIO through a customized set of actions designed to formalize and strengthen their security posture.

"We had so much work to do," explained Lipchin. "All of that work was made far more efficient by Securicy – they provided critical advice and saved our team a lot of time."

During its initial deployment, the Securicy information security management platform gave BRIO a jump start by helping the company strengthen and formalize customized security policies (and in some cases create new ones) specific to BRIO's business and the data it collects and manages.

"The policy builder was quick and easy," praised Thos Niles, co-founder and COO of BRIO Systems. "I answered a number of questions about our business, and Securicy automatically generated a set of policies that were just right for our situation. All those policies had a set of tasks that were then managed within the platform, which took us quickly from policy development to security program implementation."

Securicy made it easy for BRIO to check off critical requirements—including those that required external resources—giving the team instant access to a network of partners to conduct penetration tests and risk assessments.

"As an example, we came away with a clear set of action items following the Securicy Pen Test," recounted Niles. "It made it much easier to understand and address the issues that were surfaced by the tests so that we could address them."

However, BRIO soon realized that its 20-person organization would need additional expertise in completing the roll out of the security program, managing it, and meeting HIPAA standards within the accelerated time frame they had outlined. As a result, the team decided to extend their relationship with Securicy beyond its platform to include its consultative experts and advisory services.

"In Securicy, we found a partner that actually understood how to work with startups," continued Lipchin. "Other solutions create inefficiencies at multiple levels of execution. Securicy helps us develop a right-sized program for our stage of growth. It's been a life saver for us in a time when resources like time are at a premium."

The Results

Today, BRIO has demonstrably achieved HIPAA compliance, just a few months after starting with Securicy.

"With Securicy, we get a system of record and a source of truth for our security program," described Niles. "We can demonstrate to prospective customers that we take the security of their data seriously, and quickly showcase through the platform everything we're doing to live up to that promise."

The impact of the program can't be overstated - and neither can the results.

"During one month—just six months after implementing Securicy—we closed deals with multiple Fortune 500 companies, as well as a huge federal agency that had substantial cybersecurity requirements," concluded Lipchin. "Each one of them needed reassurances that our security controls and posture were mature enough that they could trust us with their employee health data. Without Securicy, we could never have accomplished what we have in such a short amount of time."