MALA TECHNOLOGY ADVISORS

Independent Technology Guidance. Market Intelligence. Better Decisions.

HEALTHCARE · INDUSTRY DATA SHEET

Technology Risk Advisory for Healthcare Organizations.

Hospitals, health systems and physician groups face tightening HIPAA Security Rule expectations, aggressive ransomware targeting and vendor risk that outpaces internal IT bandwidth. MALA sequences remediation by regulatory exposure, before an audit forces the timeline. Start with a no-fee initial assessment.

HIPAA Security Rule + Encryption & MFA + Business Associates + Ransomware Resilience + No-Fee Initial Assessment

THE CHALLENGE

Compliance done under audit pressure costs more.

A tighter Security Rule

The proposed update makes MFA and encryption required, not addressable.

Business associate risk

One unverified vendor with ePHI access can expose the organization.

Ransomware targeting

EHR downtime is a patient-safety issue, not just an IT outage.

Generalist blind spots

MSPs keep systems running but rarely evaluate HIPAA compliance.

OUR APPROACH

Benchmarked against today's rule and tomorrow's.

01 **Map**
Compare your environment to current and proposed HIPAA requirements.

02 **Verify**
Assess encryption and MFA across every system touching ePHI.

03 **Inventory**
Catalog and assess vendors with ePHI access.

04 **Test Resilience**
Review backups, segmentation and incident response.

05 **Sequence**
Order remediation by regulatory exposure.

Proposed rule published January 2025, with OCR targeting a final rule in mid-2027.

HOW MALA HELPS

A Healthcare Technology Reality Assessment.

Security Rule gap map
Current state against current and proposed requirements.

Encryption & MFA review
Coverage and enforcement readiness across ePHI systems.

Business associate program
A defensible, ongoing BAA verification process.

Ransomware resilience
Backup integrity, segmentation and response readiness.

New technology review
Cloud, imaging and telehealth evaluated for compliance.

Remediation roadmap
Prioritized and sequenced by regulatory exposure.

Under the proposed rule, business associates face the same technical requirements as covered entities, verified annually.

BY THE NUMBERS

Why this matters now.

$7.42M
average cost of a healthcare data breach
IBM COST OF A DATA BREACH 2025

Mid-2027
OCR's target for the final HIPAA Security Rule
HHS OCR

Annual
Security Risk Analysis and BAA verification under the proposed rule
PROPOSED SECURITY RULE

$0
for your initial assessment. No obligation to move forward
NO-FEE INITIAL ASSESSMENT

WHO IT'S FOR

Built for the people who own the decision.

Hospitals & Health Systems	Readiness for the updated Security Rule.
Physician Groups	Compliance guidance without a large internal team.
CIO / CISO	Encryption, MFA and resilience gaps ranked by exposure.
Compliance & Privacy	Business associate verification that holds up to OCR.
IT Vendor Managers	A clear picture of every vendor touching ePHI.

THE MALA MODEL

Unbiased. Vendor-sponsored.

Our services are sponsored through strategic referral agreements with 330+ technology solutions providers, never billed to you. MALA is paid by the vendor only if you move forward with a vendor we recommend.

- **Unbiased recommendations**
  Providers within each category have similar compensation models, so your requirements drive the answer.
- **Paid only if you move forward**
  The selected vendor compensates MALA, and only when you choose a recommended vendor.
- **No obligation**
  You are never required to move forward with any recommended vendor.

COMMON QUESTIONS

What clients ask first.

Q What's changing in the Security Rule?
The addressable loophole goes away: MFA, encryption, annual risk analyses and vulnerability scanning become explicit.

Q Why is ransomware different in healthcare?
EHR downtime affects patient safety, and penalties, notification and litigation raise the cost.

Q What does it mean for business associates?
The same technical requirements as covered entities, plus annual verification of each relationship.

Q Why do generalist IT vendors fall short?
They focus on operations, not whether technology meets HIPAA's technical safeguards.

ENGAGEMENT AT A GLANCE

Scope	Current HIPAA Security Rule plus OCR's 2027 direction
Focus	Encryption, MFA, vendors and ransomware resilience
Deliverable	Roadmap sequenced by regulatory exposure
Cost to you	No-fee initial assessment. Vendor-sponsored, no obligation

SERVICES Reality Assessment · Cybersecurity · Cloud & Infrastructure

NO-FEE INITIAL ASSESSMENT

Request your no-fee Healthcare Technology Risk Assessment. No obligation.

We review your environment against HIPAA's current and proposed Security Rule, covering encryption, MFA and business associates.

Vendor-sponsored: MALA is paid by the vendor only if you move forward with a recommended vendor. No obligation to do so.

Let's simplify your next technology decision. Talk to an advisor.

Eric Anderson
eanderson@malatechadvisors.com
+1 (603) 802-2469 · malatechadvisors.com