



VALUE ADDED RESELLER (VAR) PROGRAM OVERVIEW

Expand Healthcare Security Offerings and Grow Revenue Quickly

Modern Compliance Solutions, Inc., owner of HIPAA One® is a data security and risk Management Company who proactively protects medical organizations from the industry's leading threats while achieving meaningful use with simple, automated, and affordable solutions. We enable providers to easily add new service offerings to increase revenue and lower ongoing HIPAA Risk Management costs.

Modern Compliance Solutions provides HIPAA One®: with the needed infrastructure, Software-As-A-Service (SAAS), and management to provide a turnkey solution to begin offering customers a HIPAA Security Risk Management delivery platform without any upfront investment. Whether you have a small, single-location clinics or several thousand, our HIPAA One® Security Risk Analysis & Assessment (SRA) platform has scalable options to meet your needs.

HIPAA One® is an exciting, new software solution based on a mature web platform. It was developed using hundreds of manual Risk Analysis projects to ensure the most time-consuming, error-prone and mundane tasks in the process are automated. HIPAA One® leverages SAAS to deploy a consistent, compliant HIPAA SRA process following established methodologies and the OCR's Guidance of the HIPAA Security Rule.

VAR Qualifications

Successful HIPAA One VARs share the following characteristics:

1. Trusted advisor, EHR/EMR software and/or Managed Service Provider (MSP) to healthcare providers, health plans and/or healthcare service organizations
2. Existing strong Healthcare market presence
3. Growing and loyal customer base
4. Focus on Electronic Health Record (EHR) software and conversions, healthcare security, compliance and/or Health I.T.
5. Ability to deliver comprehensive healthcare software or consulting services with on-going support
6. Desire to invest in a partnership that expands offerings to include the HIPAA One® SRA delivery platform
7. Skills, knowledge and experience about the solutions to healthcare industry issues

MCS and VAR Relationship Synergies

Our customers will have total flexibility, while breaking down internal organizational-silos and raising awareness with our integrated HIPAA One® workflow. These successes ensure that we incorporate:

1. Business Referrals: MSC and VARs may refer business to each other
2. Customer Relationship Ownership: VARs maintain ownership and control of their customer relationships
3. Sales Support: VARs control the sales cycle with as much, or as little, support needed from MCS
4. Branding: HIPAA One® licensing is incorporated into the VAR's product offering
5. HIPAA One® Access: VARs have immediate "demo" access to HIPAA One® software and solutions at no cost
6. Consistent and Complete Quality: HIPAA One® forces an efficient and effective HIPAA SRA workflow ensuring the highest quality onsite consulting services
7. Progressive Commission Structure: Commissions increase and installation base grows

Modern Compliance Solutions Inc. Commitments

We succeed when our partners and their customers succeed. We focus on the following to ensure VARs success:

1. HIPAA One® Expert Training: How to use HIPAA One® in the delivery of software and solutions
2. Dedicated Resources: To support sales, proposal development, demonstrations and product activations
3. Revenue Sharing: Up-front commissions for one-time sales and renewals
4. Open Forum: Industry discussions, feedback on HIPAA One® for ideas, suggestions and product enhancements
5. Product Improvement: Features and Convenience & Usability updates to platform based on feedback
6. Marketing Support: In the form of brochures, press releases, web-site content, customer testimonials
7. Updates: HIPAA One® is constantly updated with new regulations and periodic notices of updates via email
8. Lower Costs: Easier management and lower infrastructure costs
9. Transparent and Simple Pricing: VARs control the sales for their clients by including HIPAA One® on invoices

Value Added Reseller Commitments

We uphold the security profession standards by ensuring commitment to quality and certification. We need VARs to focus on:

1. Meet and maintain our VAR qualification Criteria
2. Certifications: Maintain at least 1 certified professional with an industry-recognized security certification (e.g. CISA, CISSP, CCNA/CCNP/CCIE Security, PCIP Qualification, CHP, CISM, CRISC, CIPP) on staff
3. Sales Pipeline Registration: Register and update sales pipeline and forecasts
4. Pricing: Sell HIPAA One® at set pricing
5. Delivery: Delivery MCS's software and solution according to MCS quality standards
6. Branding: Use materials to describe HIPAA One® only as provided by Modern Compliance Solutions Inc.
7. Incorporate HIPAA One® Terms and Conditions for its HIPAA One® software in all sales contracts and agreements

More Information, Demos and Introductions

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