

How a *proactive approach* to compliance helps Advis stand out in the legal industry

INDUSTRY:
HEALTHCARE LAW

1,000+ HEALTHCARE
ORGANIZATIONS SERVED

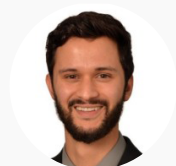
5,000+ HEALTHCARE
REGULATIONS NAVIGATED

\$1 BILLION+ IN REVENUE
ENHANCEMENTS GAINED
FOR THEIR CLIENTS

THE CLIENT

Advis is a leading **healthcare law firm** specializing in regulatory, compliance, revenue enhancement, and operational solutions. Their team of legally trained consultants, financial experts, clinicians, hospital executives, and business strategy and communication experts partner with hospital systems, community hospitals, physician groups, and other providers across the country to **help them navigate the legal complexities** of an ever-changing healthcare system.

*“As a law firm that works with large hospital systems, we wanted to make sure we were being as proactive as possible with our compliance and data security to protect our clients’ sensitive information. **It was also a way to stand out in the legal industry as a company who takes security seriously.** 360 Advanced is helping us deliver on all of that.”*



JORDAN PFAFF

SENIOR STRATEGY AND OPERATIONS CONSULTANT
ADVIS

OPPORTUNITY

As a law firm that consults and supports healthcare organizations on a wide range of needs including regulation, compliance, revenue enhancement, and operational solutions, Advis wanted to make sure they were doing everything possible to protect their clients' sensitive data. Even though compliance protocols aren't currently mandatory for law firms, Advis was eager to develop a formal compliance program that would safeguard their clients' information, as well as set them apart from other legal and consulting firms.

SOLUTION

Advis's cybersecurity managed service provider (MSP) discovered 360 Advanced, and was impressed with their rigorous auditing approach and emphasis on proactive cybersecurity and compliance consultation. He recommended 360 Advanced to Advis and since 2023, they have helped Advis navigate and obtain their SOC 2 Type 1 report.

“We really appreciate 360 Advanced’s consulting approach and their open communication in general. They give us all the information necessary to keep our compliance going, but also give us the ability to work on our own timeline in achieving what we’re trying to build with our compliance program. That is really important to us.”

RESULTS

- Completed their SOC 2 Type 1 audit and are currently preparing to complete their SOC 2 Type 2
- Advis, their IT MSP, and their cybersecurity MSP all gained a deep understanding of the SOC audit process and how to increase efficiency for future audit cycles
- They have differentiated themselves in their industry because of their proactive and early adoption of a compliance program
- They now have a true advisor that helps them understand audit requirements and proactively identify, plan for any upcoming changes in audit requirements, and integrates seamlessly with their IT and cybersecurity MSPs
- They also have the ability to reach out to 360 Advanced with questions anytime they need throughout the year, whether or not they're actively in an audit cycle

“The team at 360 Advanced is very thorough, helpful, and proactive with us about what needs to be done now and for future audits. They also provide a holistic solution in the way that they integrate with our MSPs and are committed to helping us create the overall compliance and security ecosystem that we’re trying to build at our company.”

See how our **integrated approach** to compliance can help your company **stand out** among your competition.

Visit 360advanced.com.