

How 360 Advanced supports HealthPlanOne's goal of having an *industry-leading* compliance program

INDUSTRY: **INSURANCE**

THE CLIENT

HealthPlanOne, LLC creates custom sales, marketing, and contact center solutions exclusively for health and Medicare Advantage insurance products. Founded in 2006, HealthPlanOne has become one of the highest performing marketing, member acquisition, and retention companies in the industry and the largest producer of exclusive Medicare leads.

“What sets 360 Advanced apart as an auditor is the amount of care they take with their clients. There is the appropriate amount of scrutiny, but they administer their audits in a way that helps your company learn as you go. A lot of auditors can be very strict and make it feel like they’re conducting a deposition. The auditors at 360 Advanced don’t operate that way. They are consultative, educational, and personable – and truly want to help their clients become more secure companies.”



STEPHEN KAPLAN

CHIEF LEGAL, COMPLIANCE, AND PRIVACY OFFICER
HEALTHPLANONE, LLC

OPPORTUNITY

In 2019, HealthPlanOne, LLC was ready to start its journey into compliance and cybersecurity. They wanted to find a partner that could help them architect a compliance program to improve their data security as well as push them to be as proactive as possible about enhancing the protection of their clients' data of clients and consumer data.

SOLUTION

HealthPlanOne, LLC hired GoldSky Security (which has since been acquired by 360 Advanced) to guide their compliance and cybersecurity journey. Since 2019, HealthPlanOne has grown its compliance program from a SOC 2 examination to HITRUST i1, with HITRUST r2 targeted for completion in mid 2026.

“We’ve been working with 360 Advanced in one form or another since 2019 and I deeply appreciate their team’s tremendous experience and wisdom, as well as how easily they are able to work closely with my internal tech team.”

RESULTS

- Prepared for and completed SOC 2 examination
- Prepared for and completed HITRUST i1, and are currently preparing to complete HITRUST r2
- Have become an industry leader that aims to drastically exceed regulatory compliance and client obligations
- Have a true advisor that helps them proactively identify and plan for any upcoming changes to audit requirements
- 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

“360 Advanced is super client friendly, and does not provide ‘ivory tower’ advice. Their willingness to learn about and understand their clients rates a 10 out of 10.

“We have a very solid platform to continue growing our data security maturity because of the work we’ve done with 360 Advanced.”

See how our approach to compliance can help you build a **robust** security and compliance program.

Visit 360advanced.com.