

# Control Your Excitement!





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We have had the true pleasure of working with Ali Pabrai at conferences all over the world during the past few years – with one unanimous word that keeps resounding among audiences and staff alike – AWESOME!  
**Michael Mach** | Conference Program Manager | ISACA  
— ”

Mr. Ali Pabrai, a global AI cybersecurity and compliance expert, is the chairman and chief executive of ecfirst. His career was launched with the U.S. Department of Energy’s nuclear research facility, Fermi National Accelerator Laboratory. He has served as vice chairman and in several senior officer positions with NASDAQ-based firms.

“ —  
Pabrai’s presentation style is engaging, and he encourages questions and discussions. I would recommend him for future presentations and trainings.  
**Josh More** | Cyber Sector Chief | Iowa FBI InfraGard

Mr. Pabrai has led numerous engagements worldwide for ISO 27001, PCI DSS, NIST, CMMC, GDPR, CCPA, FERPA, HITRUST CSF and HIPAA/HITECH. Mr. Pabrai served as an Interim CISO for a health system with 40+ locations.

On behalf of the Idaho InfraGard (FBI), I would like to thank Pabrai for presenting at our conference. Pabrai is the kind of speaker you want to bring to executives and staff. He says it in a simple, no nonsense way, in a manner that everyone can understand.  
**Rachel Zahn** | President | InfraGard (FBI) | Idaho Alliance

Mr. Pabrai has presented passionate briefs to tens of thousands globally, including the USA, United Kingdom, France, Taiwan, Singapore, Canada, India, UAE, Saudi Arabia, Philippines, Japan, Ireland, Bahrain, Jordan, South Africa, Egypt, Ghana and other countries.



He is a globally renowned speaker who has been featured as a keynote as well as moderated cybersecurity conferences. Mr. Pabrai is the author of several published works.

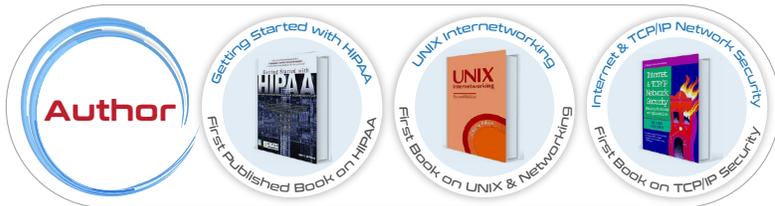
You delivered a fantastic presentation and we all felt your passion for cyber security.  
**James E Lamadrid** | Supervisory Special Agent  
Federal Bureau of Investigation (FBI) | Cyber Task Force

Mr. Pabrai was appointed as a member of the select HITRUST CSF Assessor Council (AI Committee). Mr. Pabrai is a proud member of the InfraGard (FBI).

Thank you Pabrai. Your enthusiasm and relevance for the Information Security material you presented at our combined Infragard (FBI) conference in Idaho Falls was very well received and pertinent to both our chapter as an organization and the constituents in attendance.

As a government employee, I appreciated the simplified insight of highlighting the importance of compliance and funding compared to information security success beyond qualitative metrics. I heard many times over that your specific information with measurable results made your material directly relevant to individuals, businesses and organizations. Thanks again and I hope you are able to join us again in the future.

**Clark Harshbarger** | FBI  
— ”



The ecfirst DoD CMMC Ecosystem



# Global Events





## Published

[bit.ly/pabrai\\_HT](https://bit.ly/pabrai_HT)

HITRUST Certification = Credible HIPAA Compliance Program

### **Learning from the Equifax Breach: Lessons for Healthcare Leadership**

Asymmetric Attacks Mandate Credible Cybersecurity Framework

### **HITRUST CSF = A Prescription for HIPAA Compliance**

Benefits of the New HITRUST Assessor Council

### **Is HIPAA in Your Enterprise DNA?**



## Published

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### **ISACA Industry Spotlight with Ali Pabrai**

CMMC and CUI: Rocket Fuel

### **Decoding CUI—a Highly Valued Data Type at Risk**

What Cyberprofessionals Should Know About CUI

### **US DoD Launches Comprehensive CMMC 2.0 Cybersecurity Framework**

Advanced Cyberdefense U.S. DoD's CMMC Maturity Level 5

### **America's Newest Privacy Rights Act—California's CPRA**

APTs Require Enhanced Cyberdefense

### **Resilience in the Cybersecurity Supply Chain: U.S. DoD's CMMC Maturity Level 1**

Getting Started With CMMC, a U.S. DoD Mandate for Cybersecurity

### **COVID-19 Cyberattacks Require Businesses to Prioritize Cyber Resilience**

# Testimonials

**“Your presentation was absolutely outstanding!** As Randy mentioned, your presentation style is exceptional and remarkably comfortable.

Your unwavering focus on detail, effortless flow of information, and expert utilization of clear slides and additional explanations truly set your presentations apart as top-notch. It's worth noting that your presentation resonated incredibly well with the CIOC members.

I received numerous text messages praising your skills and highlighting that you are unequivocally one of the finest presenters we've ever had the pleasure of listening to.”

**RICHARD PAUL**  
VP Information Services  
Discovery Behavioral Health, Inc.

**DISCOVERY**  
Behavioral Health

“We are very **satisfied with your thoroughness** and have made a number of policy adjustments as a result of the findings. We look forward to a continuing relationship and would highly recommend ecfirst.”

**LEE PAYNE**  
Director of Healthcare Services  
Konica Minolta Business Solutions U.S.A., Inc.



“I have 20+ years of experience in the Healthcare IT industry in a variety of roles including Cybersecurity software and services. During this time, I have seen numerous speakers on the topic of Cybersecurity and Ali Pabrai is among the best.

He covers the state of the industry, healthcare-specific regulations, process, product, best practices and call- to-action takeaways in a manner that can be understood at multiple levels including technical, clinical, supply chain, and executive.

Ali also weaves in **stories and humor to keep the audience engaged** on what can be a dry yet frightening topic. I highly recommend Ali Pabrai as a speaker, trainer and consultant in this area.”

**CHRIS LIBURDI**  
Director – Business Development  
Srcg Ops – Business Technology



“We at BRG are always looking to improve and enhance our compliance and cybersecurity posture. This is an area of executive and strategic priority for our organization to secure confidential client information. From HIPAA compliance, cybersecurity pen tests, to the HITRUST Certification engagement, we have found ecfirst to be **an exceptional partner that labored incredibly hard for us, with us.** The ecfirst insight and diligence to ensuring HITRUST Certification mandates are met led to us completing our engagement on budget and time. We look forward to deeper collaboration with ecfirst in the cybersecurity space in the future. I know you are personally committed and engaged to ensure BRG success with each engagement. I continue to recommend ecfirst highly and often!

**CHIP GOODMAN**

Vice President of Information Technology  
Berkeley Research Group, LLC



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“Prime Healthcare and its network of 40+ hospitals are excited to have exclusively selected ecfirst, home of the HIPAA Academy, to address **HIPAA and HITECH regulatory compliance mandates.** The engagement is based on the ecfirst Managed Compliance Services Program which is a complete end-to-end comprehensive compliance solution that addresses risk analysis, technical vulnerability assessment, policy development, social engineering, business impact analysis, creation of a disaster recovery plan, as well as on-demand remediation services for risk management (corrective action plan). Prime Healthcare is excited to have partnered with an organization – ecfirst – that is recognized in the healthcare industry and with business associates internationally, as a leader devoted to enabling health systems to continually meet information privacy and security regulatory requirements.”

**PRIME HEALTHCARE**

Corporate Marketing



“As a long-time customer of All Covered, a business unit of Konica Minolta, who manages my company IT infrastructure, my firm IT SERVICES FROM KONICA MINOLTA first reached out to determine if they knew of a party to help with an Information Security Risk and Vulnerability Assessment. I was **pleasantly surprised** to know that All Covered has a strategic partnership with ecfirst. This eased my mind immediately because I knew that any successful assessment and subsequent actions would require collaboration from multiple parties.

Since the beginning, my experience with ecfirst has been outstanding. I spent the most time with the professional responsible for the Risk Assessment. He was **outstanding every step of the way**. Unlike other company services which encompass an assessment only, ecfirst offered a package of services which did not stop with the assessments and instead began the groundwork for a solid set of policies and procedures which I could then review and amend with the particular information that only I would know about my company processes. Many questions came up during this part of the project, and ecfirst was beyond responsive and answered every question as thoroughly as I could ever imagine.

I am very grateful for the services ecfirst has offered and very fortunate to have this partnership between ecfirst and All Covered/Konica Minolta available.”

**EXISTING ALL COVERED CLIENT**  
Southern California



“Beacon Health Options has always strived for success in embracing and adopting cybersecurity frameworks to provide the maximum assurance for our customers. Beacon partnered with ecfirst to deliver on our commitment to achieve HITRUST CSF Certification.”

“I can truly state that the expertise provided by ecfirst really assisted Beacon in achieving its HITRUST CSF Certification. ecfirst provided the HITRUST Workshop training and subject matter experts throughout our HITRUST journey. It has been a pleasure working with ecfirst!”

**IZHAR AHMED MUJADDIDI**  
VP, Chief Information Security Officer  
Beacon Health Options



“Iron Medical Systems (IMS), as the largest provider of IaaS to the radiation oncology sector of the medical community, has always strived to provide the best service, privacy and protection in private medical cloud infrastructures. When we first became HITRUST certified in 2015, the company that worked with us was decent, but, as it turned out, hid from us many important details of the process - leaving us considerably less prepared than we thought we were.”

“ecfirst completely changed that. Their transparency, advocacy and assistance continue to be invaluable as we navigate the changing landscape of HITRUST certification. They quickly understood, and were sensitive to, our somewhat unique needs and ecosystem, aligning us with the latest requirements. Everyone we've worked with has been prompt and insightful. Their collaboration with our security and privacy team resulted, not just in a successful renewal of our HITRUST certification, but in fact helped us to be a better company by clarifying the processes of which we must excel. Although learning all of the things that our previous vendor had hid from us was uncomfortable, ecfirst quickly helped us over those speed bumps with honesty and candor. We are now working on our HITRUST interim assessment as well as planning our recertification and looking forward to working with ecfirst for the second round.”

“IMS looks forward to a long and mutually beneficial relationship with ecfirst as they help us continue to leverage *HITRUST as a foundation for a world class risk-management framework for our private medical cloud.*”

**EDWARD W. PURKISS**  
President & CEO  
IRON Medical Systems

