

# Compass Network Group: Achieving HIPAA Compliance for Dental Practices

PARTNER SPOTLIGHT



[www.compassnetworkgroup.com](http://www.compassnetworkgroup.com)

Over 400 dental practices and offices nationwide depend on NovaStor software with Central Monitoring to protect their patients' critical data.

## Challenges

- Maintaining HIPAA Regulation Compliance
- Implementing backups with encryption, and monitoring backups of dental data while on-the-go
- Securing patient health care information (PHI) with sufficient protection

## Why NovaBACKUP?

- Mobile friendly Central Monitoring (CMon): Able to monitor backup jobs, create alerts and reports on the fly
- Convenient license model is billed based on number of activations. Low monthly cost to customer is wrapped into existing services.
- Data Encryption: Required for HIPAA regulations in medical & dental verticals

## Dental Technology Integrator helps practices stay productive using NovaStor's MSP Program

Together, NovaStor and Compass offer busy dental practices a stress-free way to backup critical business data. Complex privacy laws from HIPAA and HITECH create a need for dental practices to protect their data with secure solutions that adhere to industry standards - yet still fall within their budget. Compass Network Group helps implement software solutions that lighten the administrative load for hardworking dentists.

Central Monitoring makes it easy remotely, check the status of customer backup jobs.

## Meeting privacy regulations and keeping patient information confidential

Dental offices have become increasingly aware of what losing data could cost them. Practices that don't back up properly run the risk of serious consequences, in terms of patient privacy and violation enforcement. Backing up, restoring and safeguarding patient health care information, like radiography images, has become an expected IT service. As practices seek outside backup assistance, dentistry-specific IT companies like Compass require efficient solutions backed by reliable technical support engineers.



[www.novastor.com](http://www.novastor.com)

*"When hurricane Sandy hit we saw how the internet outages affected our client base and understood that we needed a backup option that was centrally monitored, but also not dependent upon the internet for data backup and restore. NovaStor's software is fast and easy to use and the central monitoring is a real benefit when you are responsible for as many clients as we are."*

**[Mark Pontius, CEO at Compass Network Group]**



## Why NovaStor

- Local Support: Assistance with creative problem solving for unique environments
- Personal Account Management: Excellent communication has created an easy purchasing process and assurance that our feedback is heard
- Cost effective: At price point that is budget friendly for Small Businesses
- MSP model is helping to create exponential growth over time

## At a Glance

- Types of Storage Needed for Dental Practice: NAS, HDD and Off-site
- Typical Reasons for Data Loss: Drive Failure, and User Error

## Remote backups and personalized management

### keep customers smiling

At a budget-friendly price point, with highly personalized account management, Compass and NovaStor let dentists stay focused on their practices without having to worry about patient data loss. NovaStor and Compass' disaster recovery and data backup solutions restore, encrypt and manage data. Client backup jobs are monitored remotely for additional security in case of natural disasters. Compass offers multiple data security packages reflecting the growing concerns of an industry that's held accountable to rigid privacy regulations.

### The solution

The NovaStor's MSP Program allows Compass Network Group to use their NovaStor software master key to install whenever and wherever they wish. Numerous customer installations are conveniently monitored through a browser-based user interface, optimized for mobile devices. The most important stats for immediate backup status are accessible via the CMon Central management tool which lets them define customer groups and assign the rights to manage them. By assuming the responsibility of securing data and monitoring backups for clients, Compass Network takes this burden off busy dental offices, so they can focus on what they do best - dentistry, while providing the peace of mind that critical patient healthcare data is securely protected, and HIPPA compliance is maintained.



NovaStor Corporation  
29209 Canwood Street  
Agoura Hills, CA 91301 USA  
Tel +1 (805) 579 6700  
Fax +1 (805) 579 6710

NovaStor Software AG  
Poststrasse 18  
CH-6301 Zug  
Tel +41 (41) 712 31 55  
Fax +41 (41) 712 31 56

NovaStor GmbH  
Neumann-Reichardt-Str. 27-33  
D-22041 Hamburg  
Tel +49 (40) 638 09 0  
Fax +49 (40) 638 09 29

[www.novastor.com](http://www.novastor.com)