



**County of  
Sacramento  
California**

**1 2 3 4 5**

**Case Study:**

**Five ways to energize your  
information security program**

*By Jim Reiner, ISO, HIPAA Security Manager*

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*reinerj@saccounty.net*

**A top security program  
goes unnoticed**

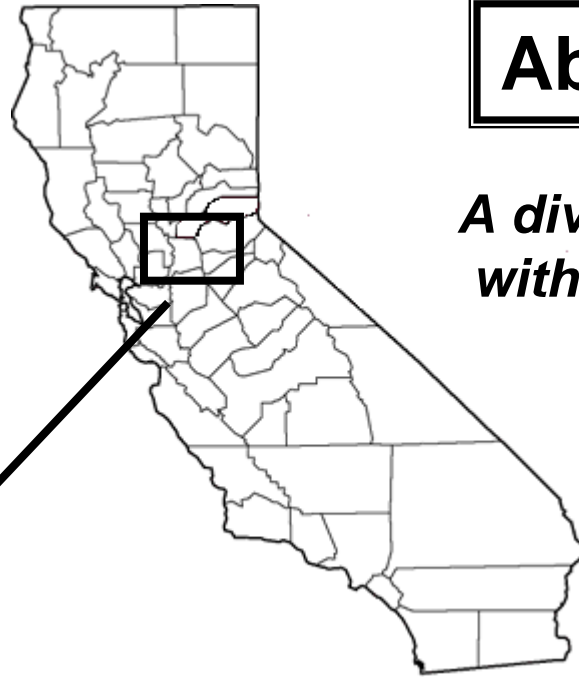
**But...**

**A bad security program,  
on the other hand,  
has the power to  
ruin all your  
efforts**



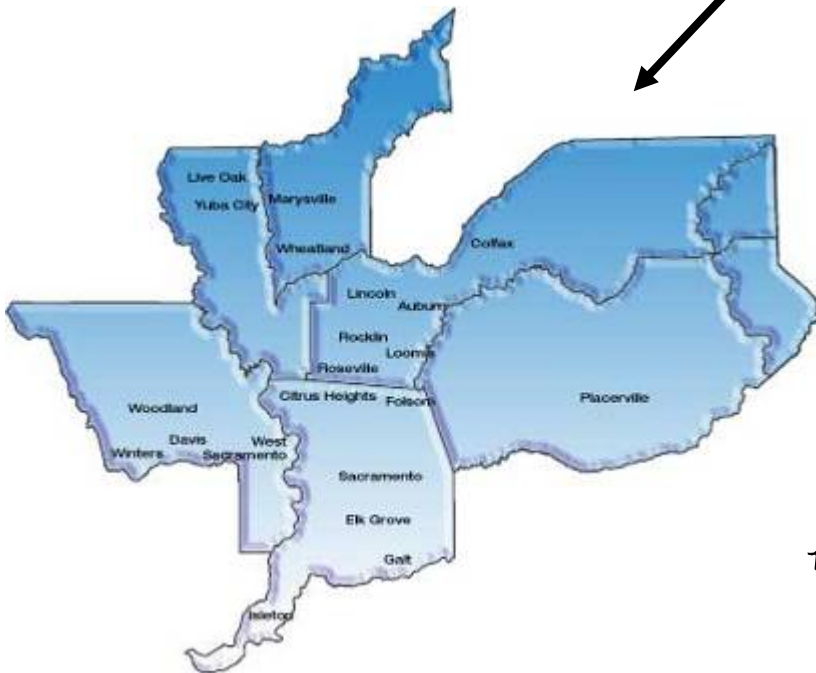
## The Sacramento County region

- Projection: 2,340,000 by 2010.
- 28% are under age 18.
- Patient visits to County clinics have increased 15% a year each of the last three years.



## About us

*A diverse population  
with a growing need  
for health care*

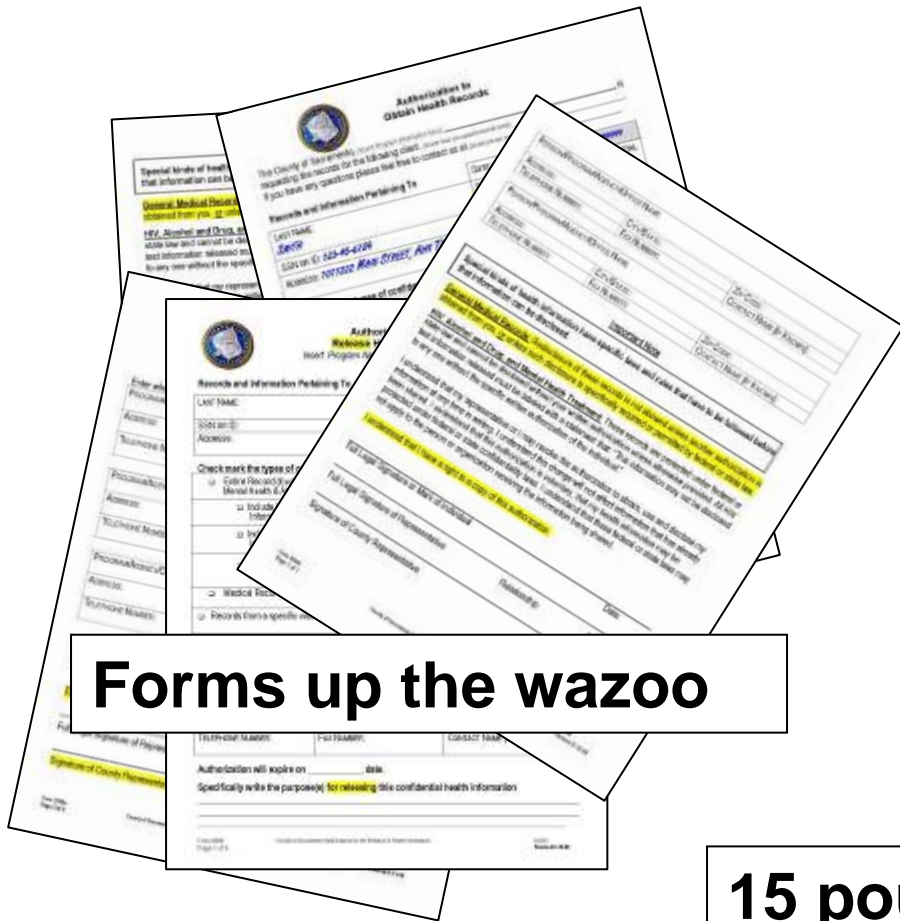


## Sacramento County Government

- \$3.5 Billion annual budget
- 13,500 employees
- 2,500 covered by HIPAA
- 67 work sites covered
- 250,000+ patient visits / year



# We 'rushed' to compliance with the Privacy Rule



**Forms up the wazoo**

**8 hours of talking head video training**



**Training ad-nausea**

**OCR - 1  
SAC - 0**

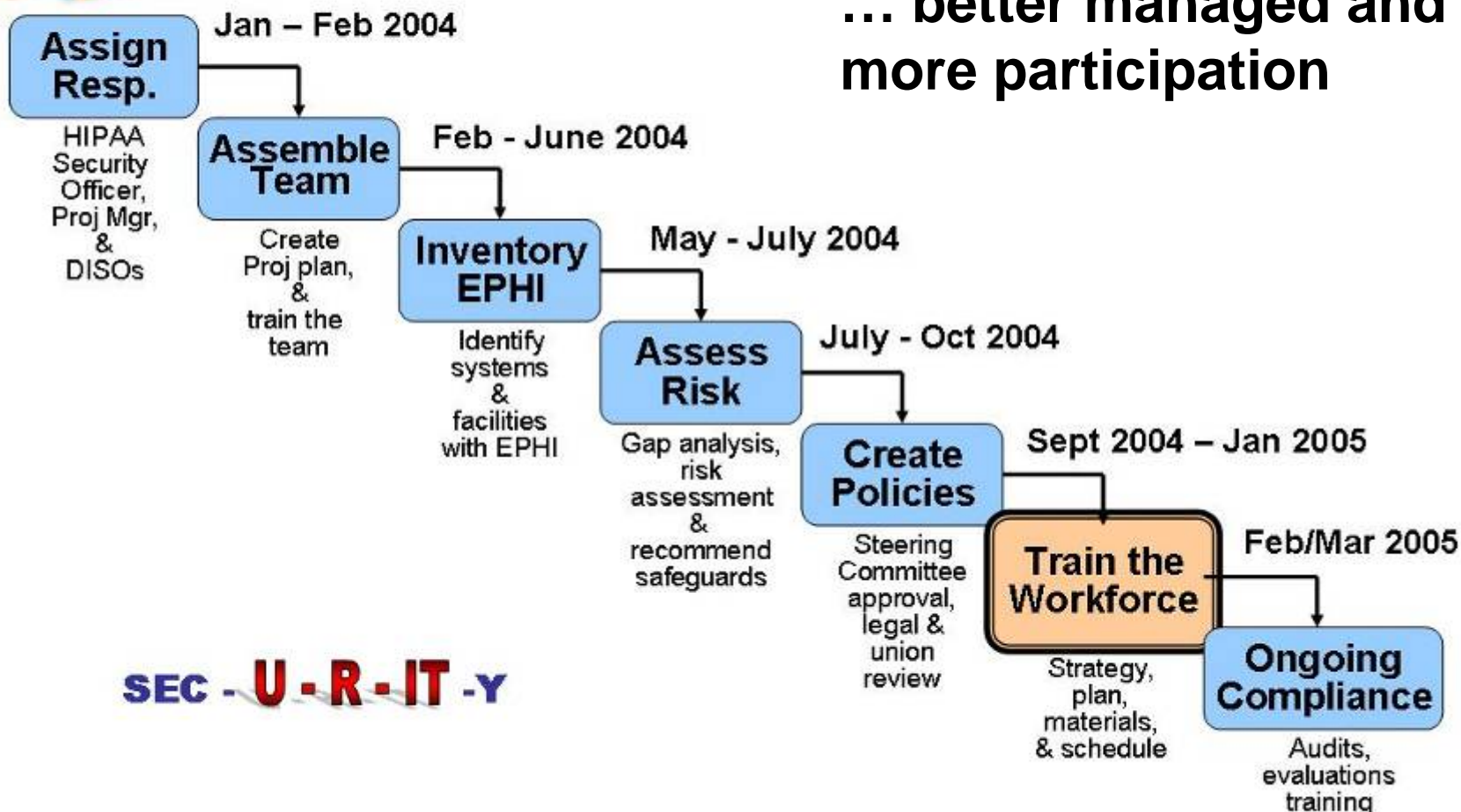


**15 pounds of policies**



# HIPAA Security Rule Project

... better managed and more participation



**SEC - U - R - I - T - Y**

Information Security - Everyone's Responsibility

And we moved into ongoing audits,  
continual training, & incident mgt ...



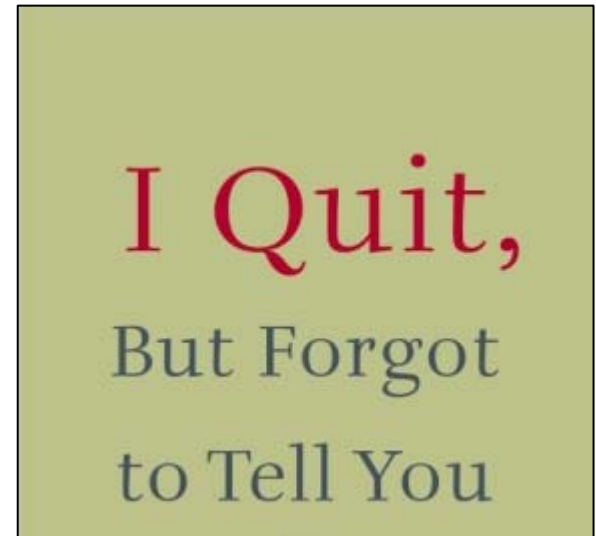
... but, then something happened



I looked around and saw how things had changed...



Lost interest, priority, support; complacent



Staff turnover



Questioned why we worked on what we did

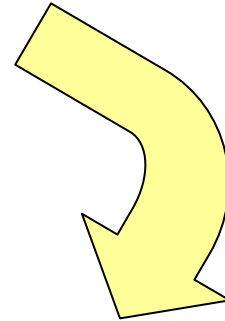


... and I saw the adversary within



# Our problem: surprising, simple, but not unusual

I needed to (re)create a business case for security.



**Plan**

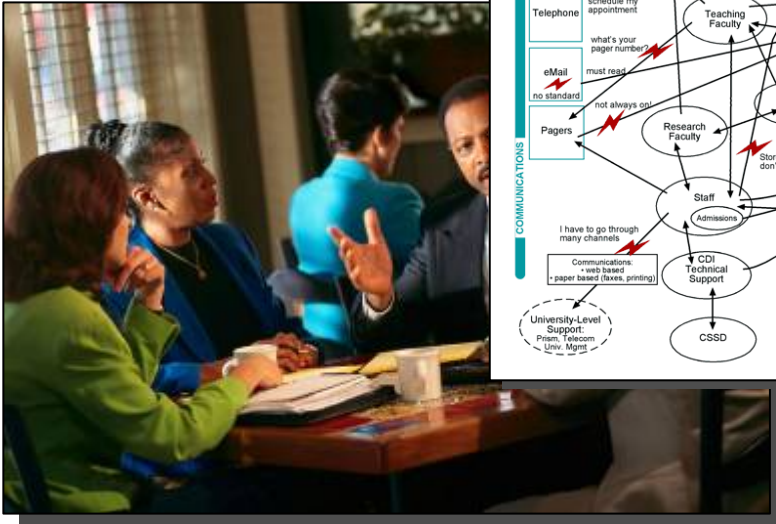
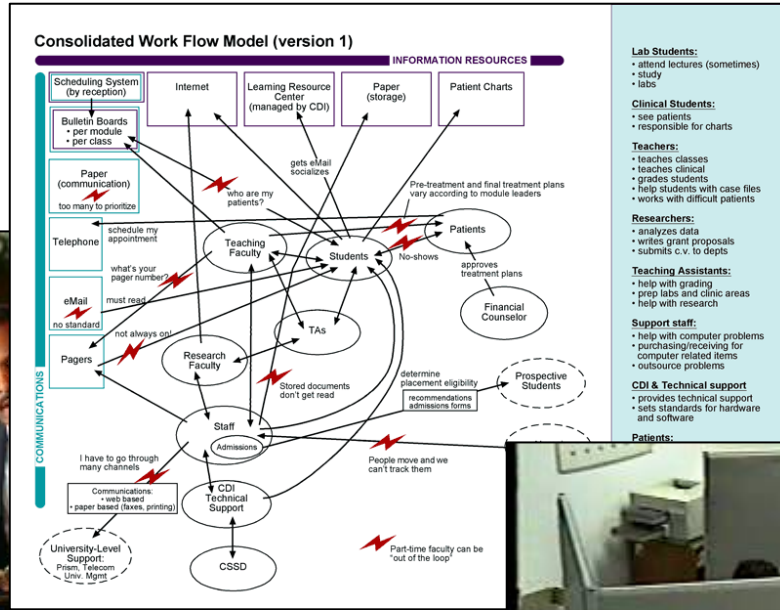
**Deliver**

**Measure**

**Communicate**

# What do industry analysts say is the hottest security challenge?

Process?



People?



Technology?

# Conclusion: There is no quick fix

## Areas I need to work on:

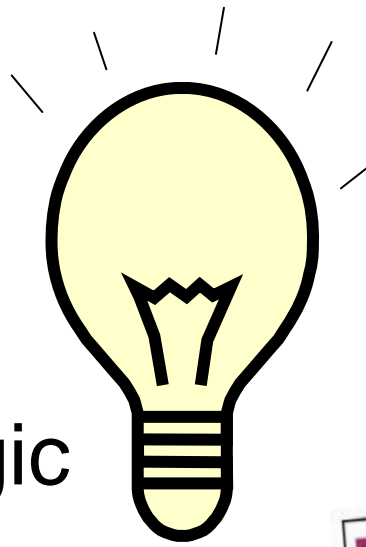
- Governance
- Risk Management
- Metrics

## Things I need to do:

- Enforce existing policies
- Share best practices



# My Big A-HA!

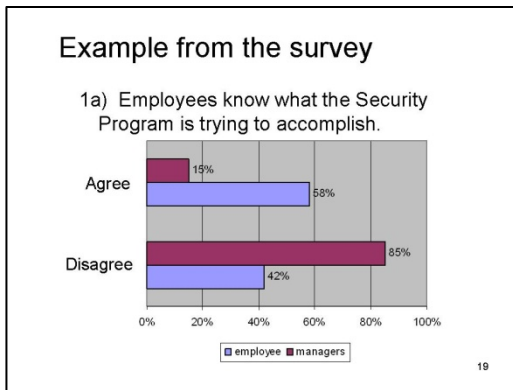


- This is similar to business strategic planning.
- A similar process could be used to plan, execute, and communicate



<http://www.saccounty.net/itpb/it-plan/index.html>

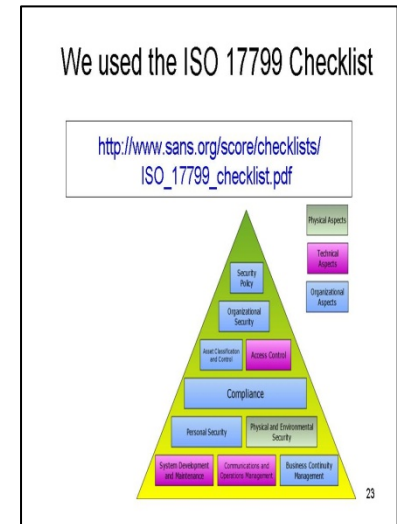
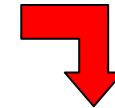
# Armed with this realization, I took action:



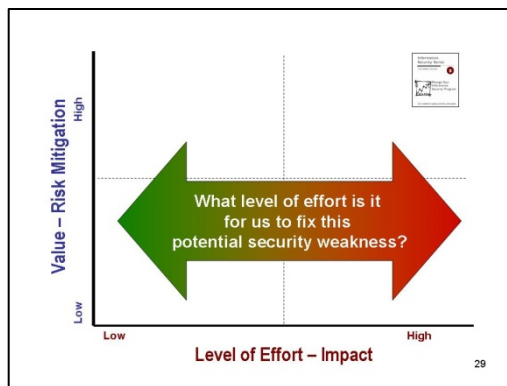
1. survey employees



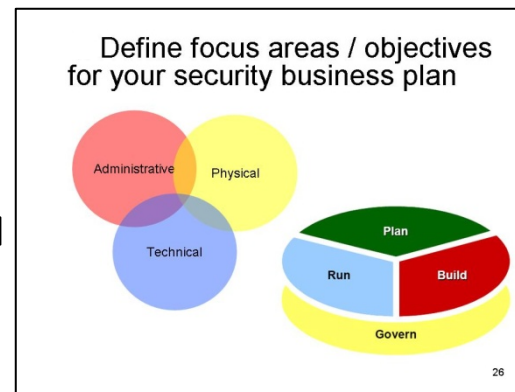
2. model for structure



3. self program audit



5. a method to manage



4. define focus areas

Why on earth haven't more  
ISOs who struggle with their  
security been told this?

# Information Security Series

A Guide for using the 5 booklets in the series

**G**



A Guide to Using the Information Security Series

Using the five booklets to Clarify our Focus,

# Information Security Series

1 of 5 booklets in the series

**1**



Evaluate Your Information Security Program

Survey to find out if you are making progress

# Information Security Series

2 of 5 booklets in the series

**2**



Anchor Your Information Security Program

[www.ocit.saccounty.net/InformationSecurity/index.htm](http://www.ocit.saccounty.net/InformationSecurity/index.htm)

# Information Security Series

3 of 5 booklets in the series

**3**



Build Your Information Security Program

Tips to help you start and sustain your program based on 10 humorous moments from HIPAA security training

# Information Security Series

4 of 5 booklets in the series

**4**



Develop Your Information Security Business Plan

Define focus areas and short-term objectives

# Information Security Series

5 of 5 booklets in the series

**5**



Manage Your Information Security Program

Use a method to organize, prioritize, and evaluate



# 1. Evaluate from the perspective of managers and employees

- Leadership
- Planning
- Customer focus
- Measurement
- Human resource focus
- Process management
- Business results



# Get 'actionable' feedback

The screenshot shows a webpage from www.quality.nist.gov/Progress.htm. The page has a blue header with the URL and a vertical blue bar on the left containing the text 'ARE WE MAKING PROGRESS?'. The main content area is white with a blue star graphic in the top right. The title 'A Message to Leaders' is in bold. Below it is a paragraph of text, followed by a bulleted list of five questions. Another paragraph follows, and then a section titled 'AN ASSESSMENT TOOL FROM THE BALDRIGE NATIONAL QUALITY PROGRAM' with a bulleted list of four points. A small image of a person in a white protective suit is visible on the right side of the page. The NIST logo is at the bottom left.

www.quality.nist.gov/Progress.htm

## A Message to Leaders

In today's environment, if you are standing still, you are falling behind. Making the right decisions at the right time is critical. Following through on those decisions is challenging. In a survey of a broad cross-section of CEOs, the Malcolm Baldrige Foundation learned that CEOs believed deploying strategy is their most recent difficult task. Developing strategy, if deployment is so challenging, the questions are: Are you making progress? How do you know?

- Are your vision, mission, values, and plans being deployed? How do you know?
- Are they understood by your leadership team? How do you know?
- Are they understood by all employees? How do you know?
- Are your communications effective? How do you know?
- Is the message being well received? How do you know?

Are We Making Progress? is designed to help you know. It provides a tool for you to see if your perceptions agree with those of your employees. It will help you focus your improvement and communication efforts on areas needing the most attention. For organizations that have been using the Baldrige Criteria for Performance Excellence, the questionnaire is conveniently organized by the seven Criteria Categories. For those who haven't been using the Baldrige Criteria, looking to those Criteria Categories where this questionnaire identifies opportunities for improvement may help you identify some key ideas for making improvements.

It is never too soon to start improving processes and communication. Ask your employees their opinions. They will appreciate the opportunity—and the organization will benefit from their opinions!

### AN ASSESSMENT TOOL FROM THE BALDRIGE NATIONAL QUALITY PROGRAM

- This new, easy-to-use questionnaire can help you assess how your organization is performing and learn what can be improved.
- We encourage you to photocopy it and distribute it to your employees, your managers and supervisors, or your entire leadership team.
- You can modify the questionnaire to address your specific needs (e.g., add questions, use language specific to your organization).
- You also can download an electronic version of the questionnaire from the Baldrige National Quality Program Web site at [www.quality.nist.gov](http://www.quality.nist.gov).

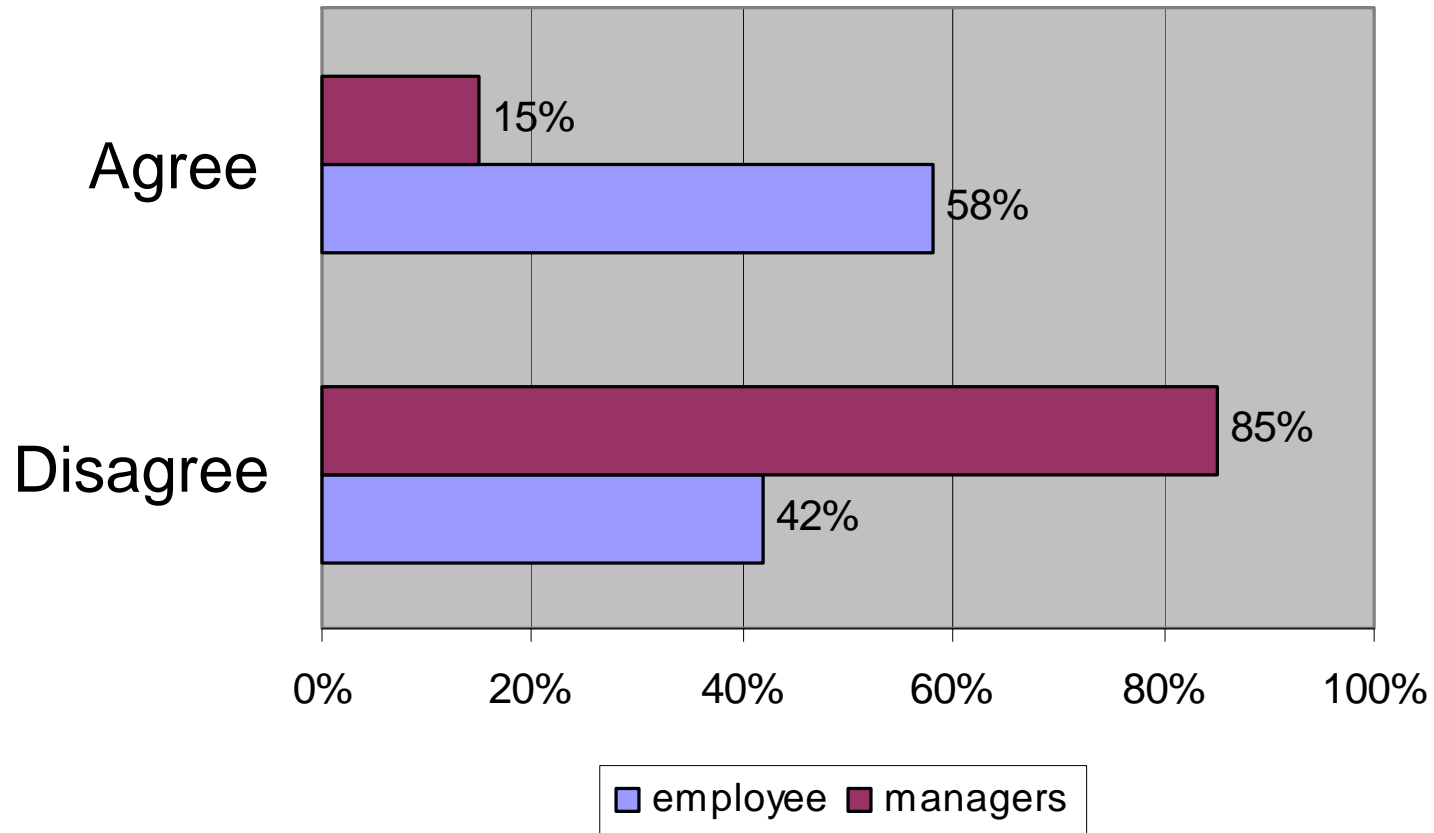
NIST National Institute of Standards and Technology

I adapted a best practices survey for our security program

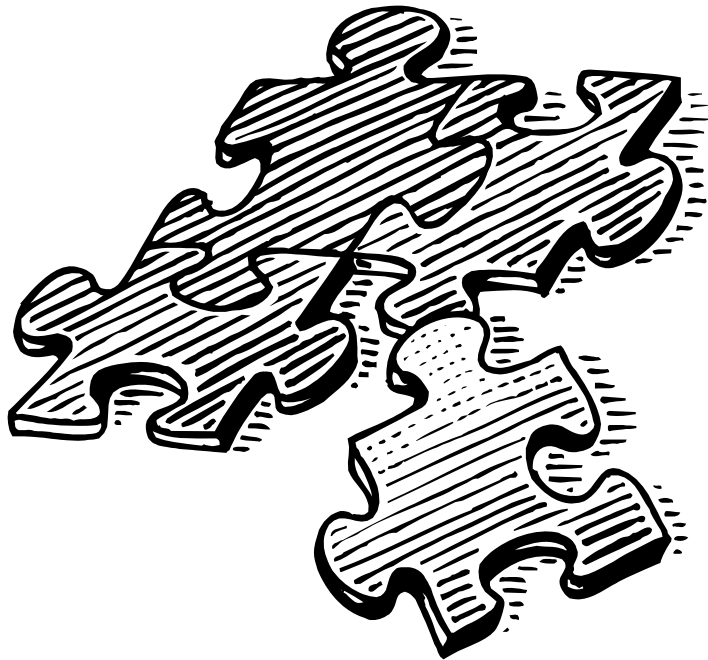
<http://baldrige.nist.gov/Progress.htm>

# Example from the survey

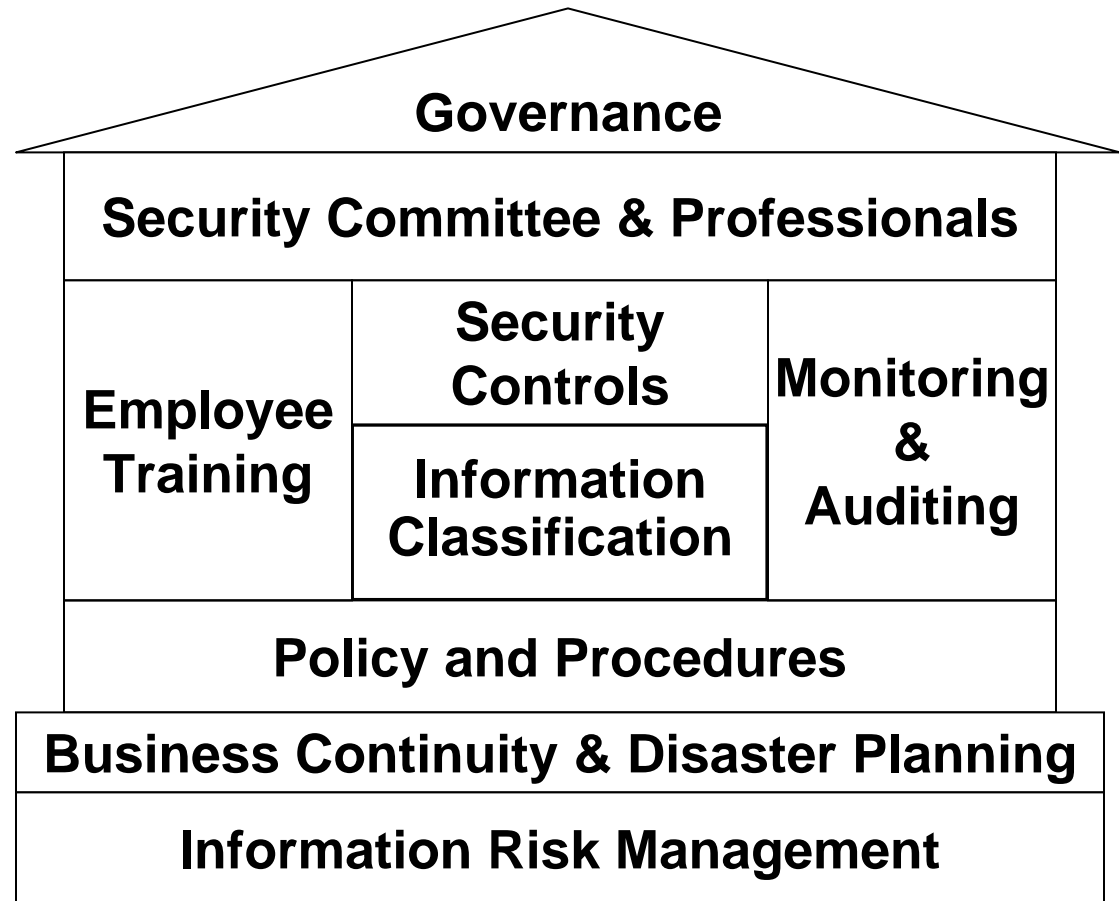
1a) Employees know what the Security Program is trying to accomplish.



2. I needed a structured program to fit the puzzle pieces all together



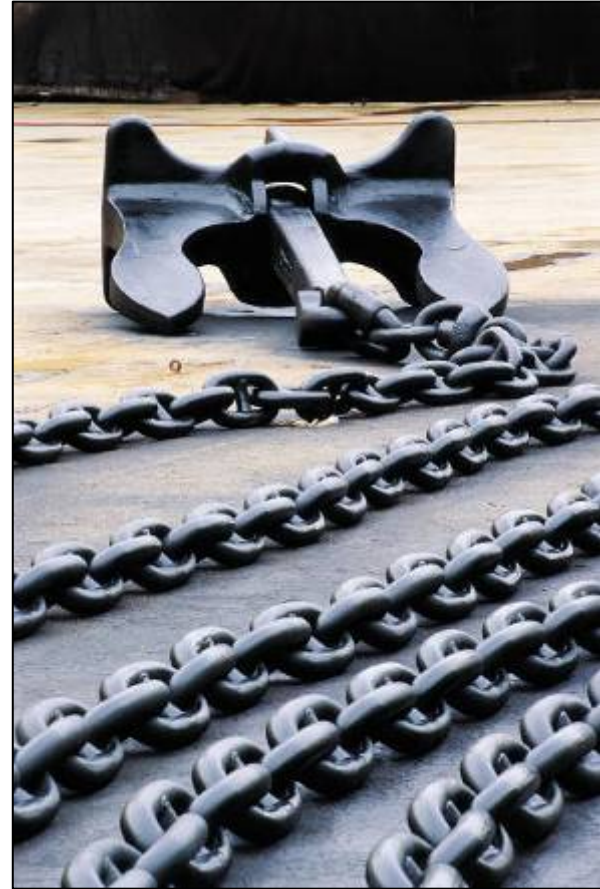
# Build a security program based on a strong, holistic approach



<http://www.ccisda.org/docs/index.cfm?ccs=188>

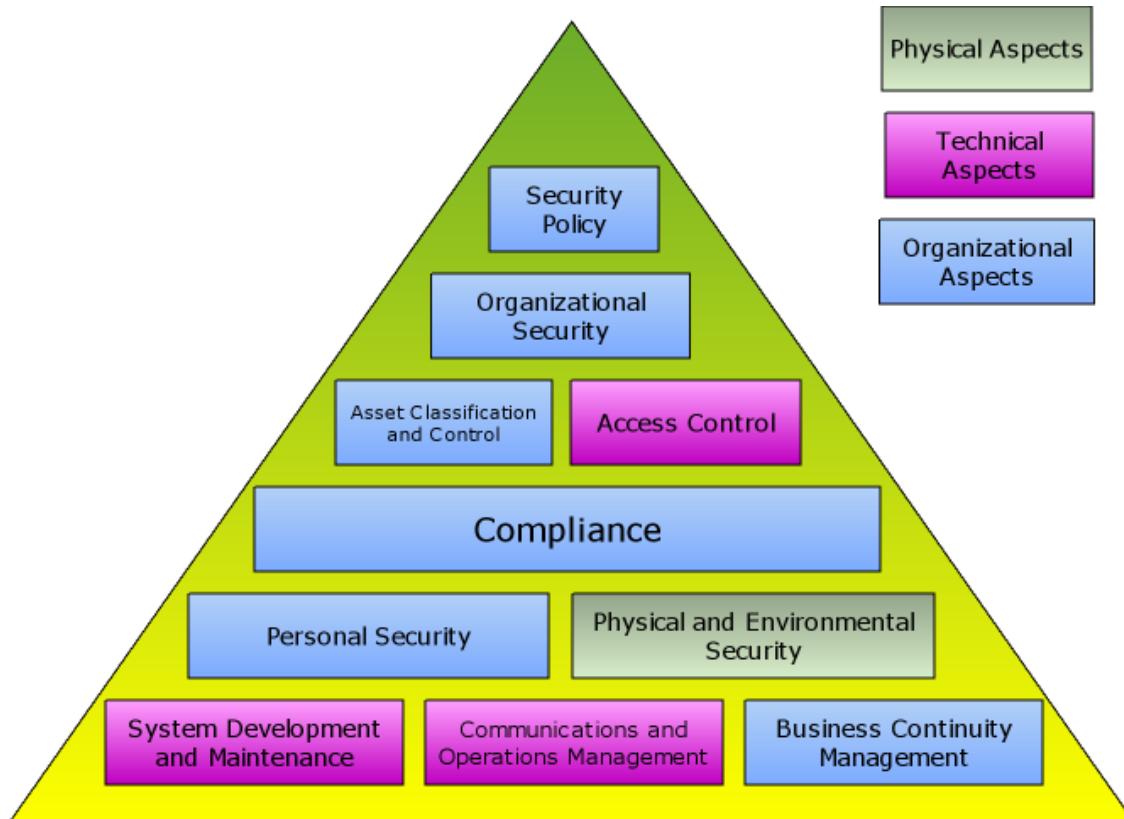
### 3. I took the best next step to anchor my security program

Conduct a self-audit  
assessment  
determine gap with  
generally accepted  
best practice



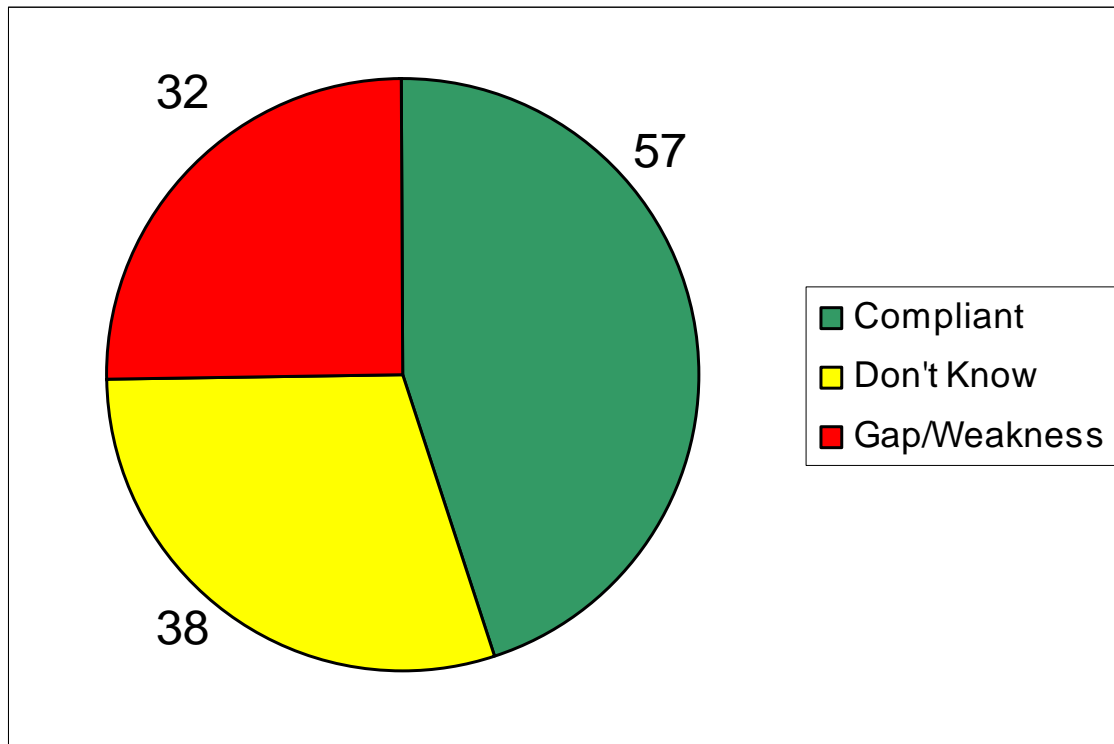
# We used the ISO 17799 Checklist

[http://www.sans.org/score/checklists/ISO\\_17799\\_checklist.pdf](http://www.sans.org/score/checklists/ISO_17799_checklist.pdf)



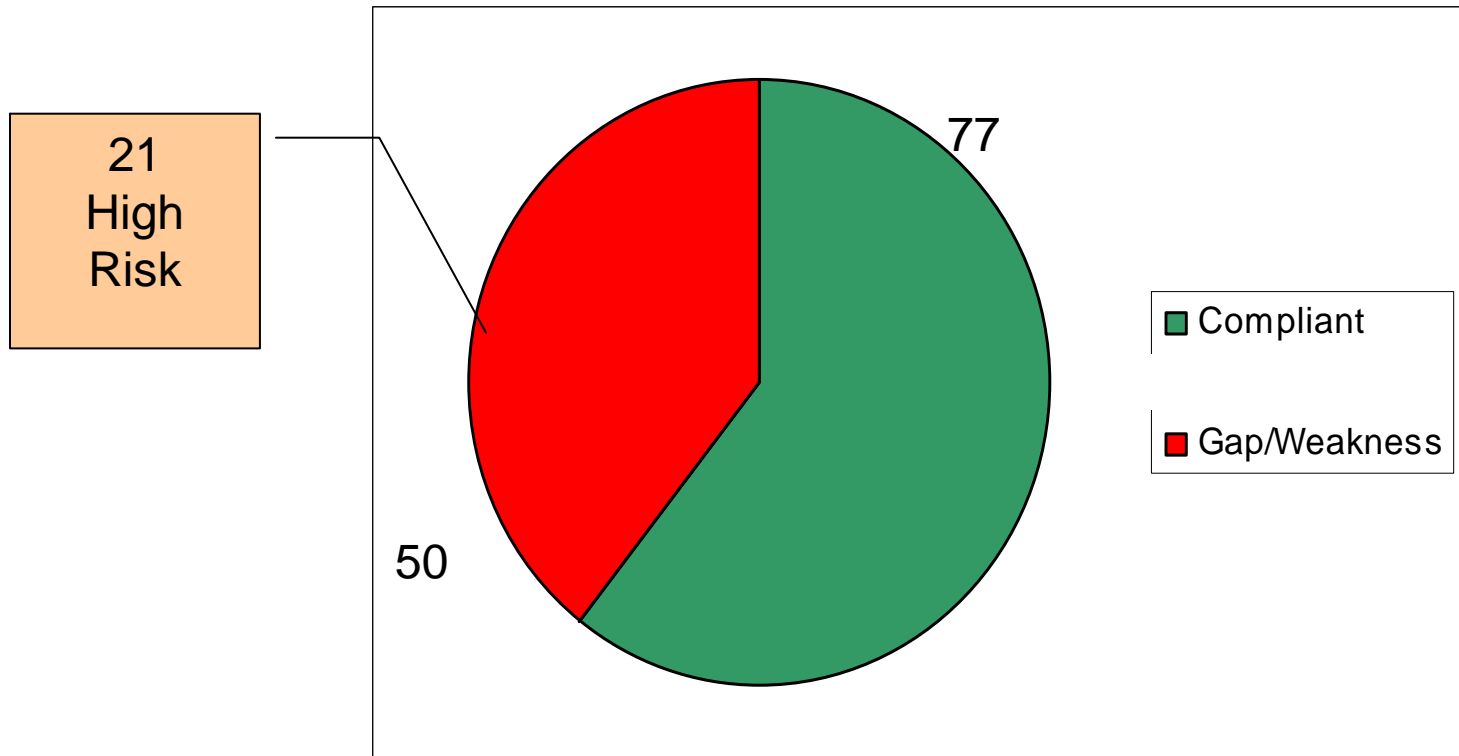
# ISO 17799 Audit Initial Results

10 audit topics – 127 individual items

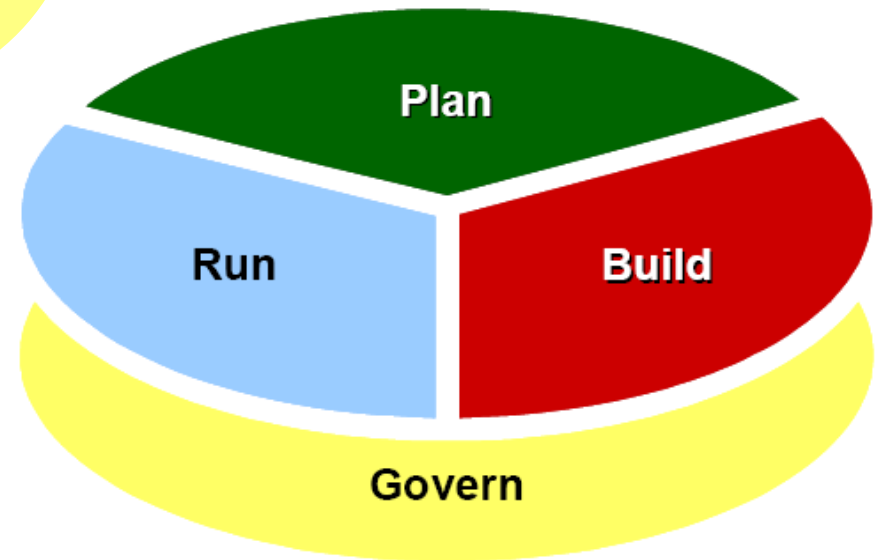
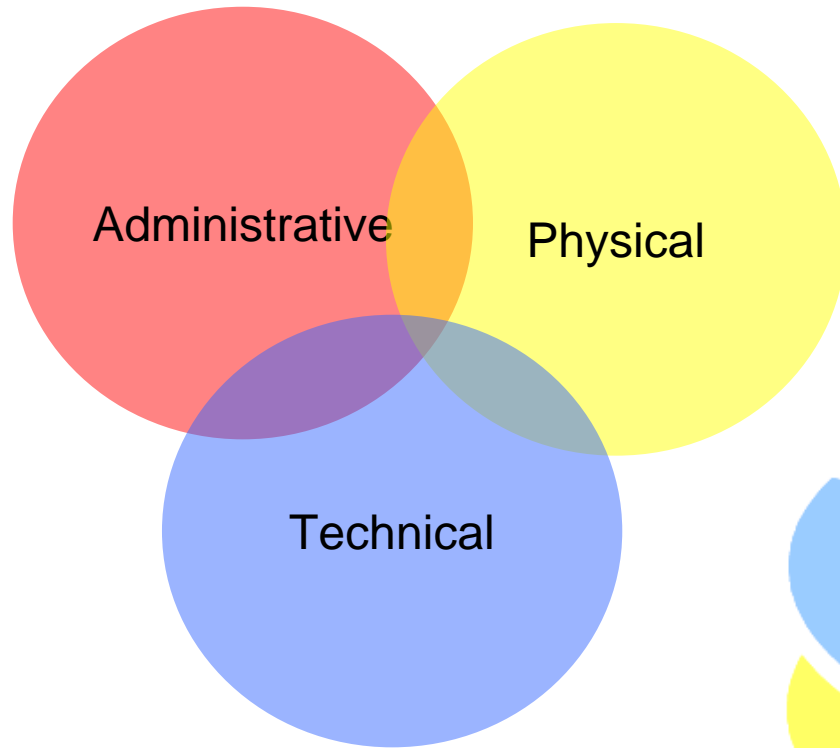




# Audit Final Results

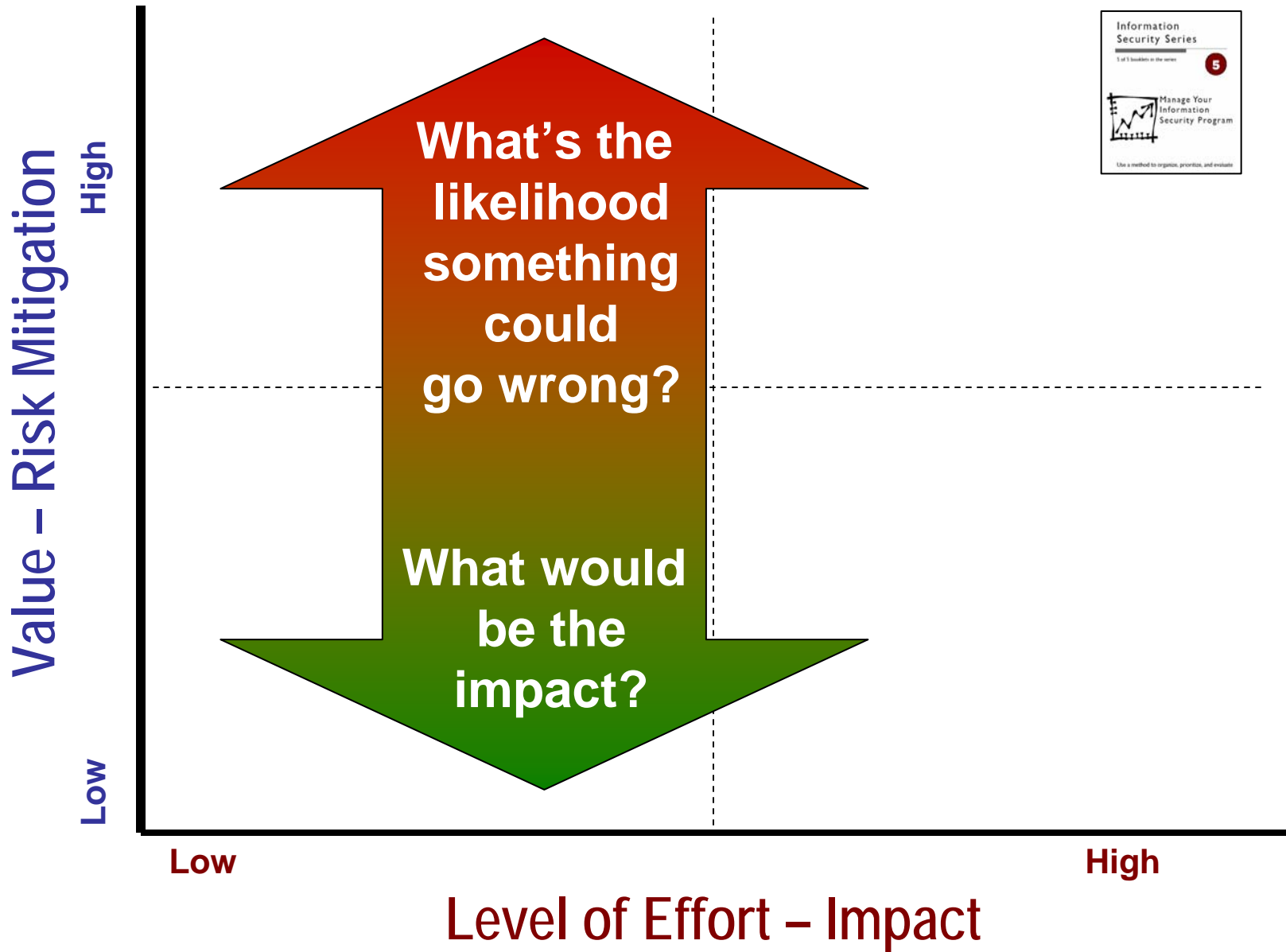


# 4. Define focus areas / objectives for your security business plan



# 5. Use a method to organize, prioritize, and evaluate the program

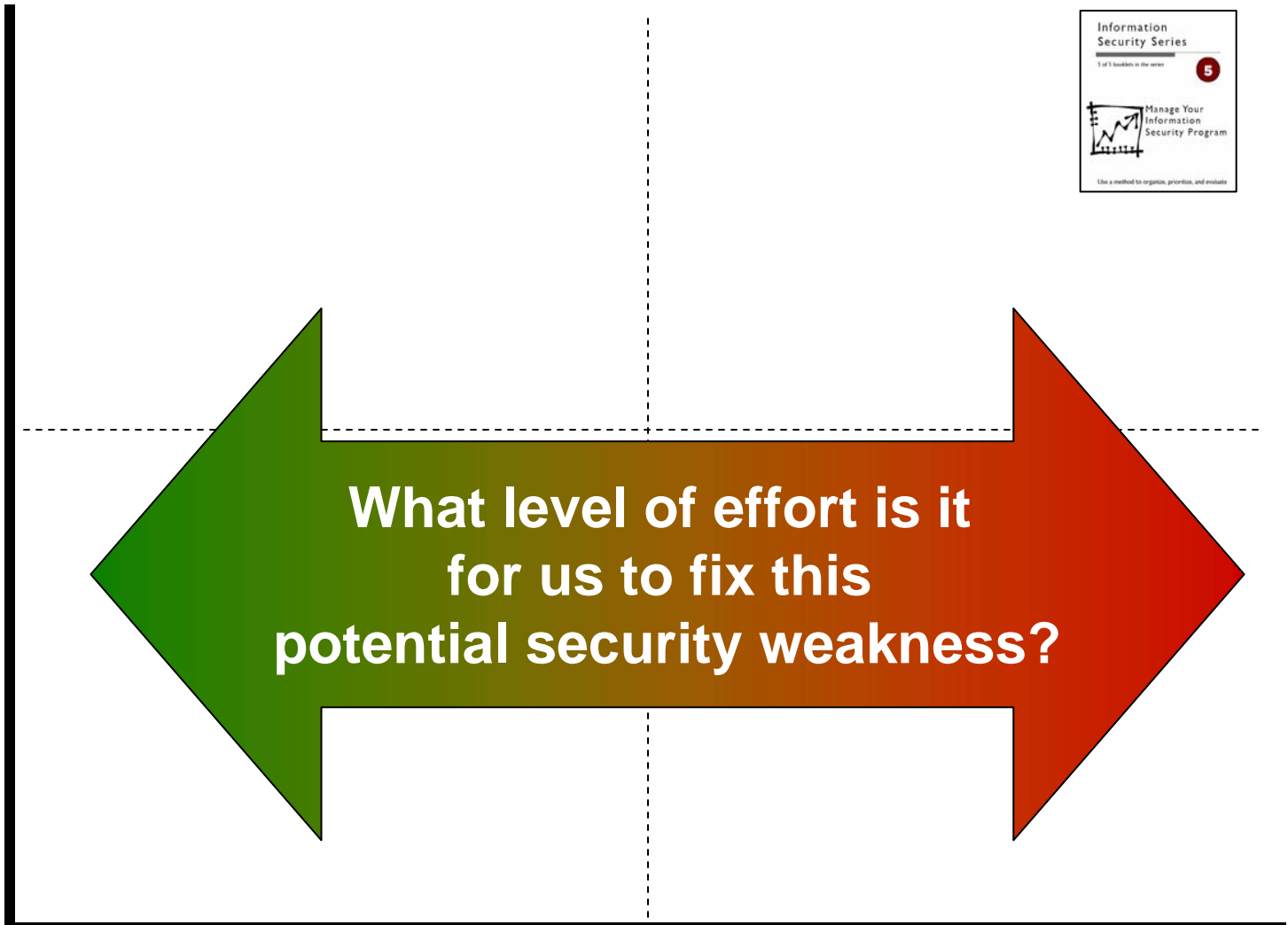
| OCIT Security Plan Initiative  | What the Initiative Will Produce (What Done Looks Like)  | OCIT Contact     | Status  |
|--|--|------------------|---|
| 1. Management concurrence on:  | OCIT Managers determine that their staff comply with   | J. Pelier        |   |
| 1. Management concurrence on:<br>a) All staff using problem and change management<br>b) Stop starting logons where possible<br>c) Put in place procedures to manage and control privileged accounts<br>d) Investigate and recommend where needed segregation of duties | OCIT Managers determine that their staff comply with these policies, and if not, agree to modify their bureaus' procedures to implement these security controls as much as is technically feasible.  | J. Pelier        | Work has started on a contract for document shredding for OCIT. |
| 2. Put in place policy, contract, and process for shredding sensitive documents  | A contract with a company that will pick up and shred paper documents.   | F. Bernard       | Work has started on a contract for document shredding for OCIT. |
| 3. Publish security corner article about the value of clean desks  | The availability of bins in OCIT facilities for securely placing confidential or sensitive paper documents that need to be shredded.<br>Communications to OCIT personnel on the type of information on paper that could be shredded, and their responsibilities in this regard.<br>An OCIT security policy on storage and disposal of sensitive or confidential documents. |                  |   |
| 4. Develop policy about the use and disposal of application test data  | An OCIT security policy and/or a procedure is implemented in applications support units to ensure data used for testing that is copied from production data is handled securely.   | R. Zakaria       | email   |
| 5. Implement confidentiality agreements  | An OCIT security policy and/or a document to be read and signed by all OCIT employees that covers their responsibilities regarding maintaining the confidentiality of the information they may come in contact with.   | S. Berry-Freeman | email   |
| 6. Define a process for hard key management  | A procedure for managing the hard keys used to access OCIT facilities and rooms that ensures all issued keys are accounted for.  | S. Berry-Freeman |   |
| 7. Create and provide security awareness training  | Creation of the security information material on OCIT's security policies and procedures that is required to be known by OCIT staff.<br>OCIT Executive Team approval of the material to be used in security awareness training.<br>A process that is developed internally or purchased that will effectively communicate OCIT's security policies and                      | F. Bernard       |   |



Value – Risk Mitigation

High

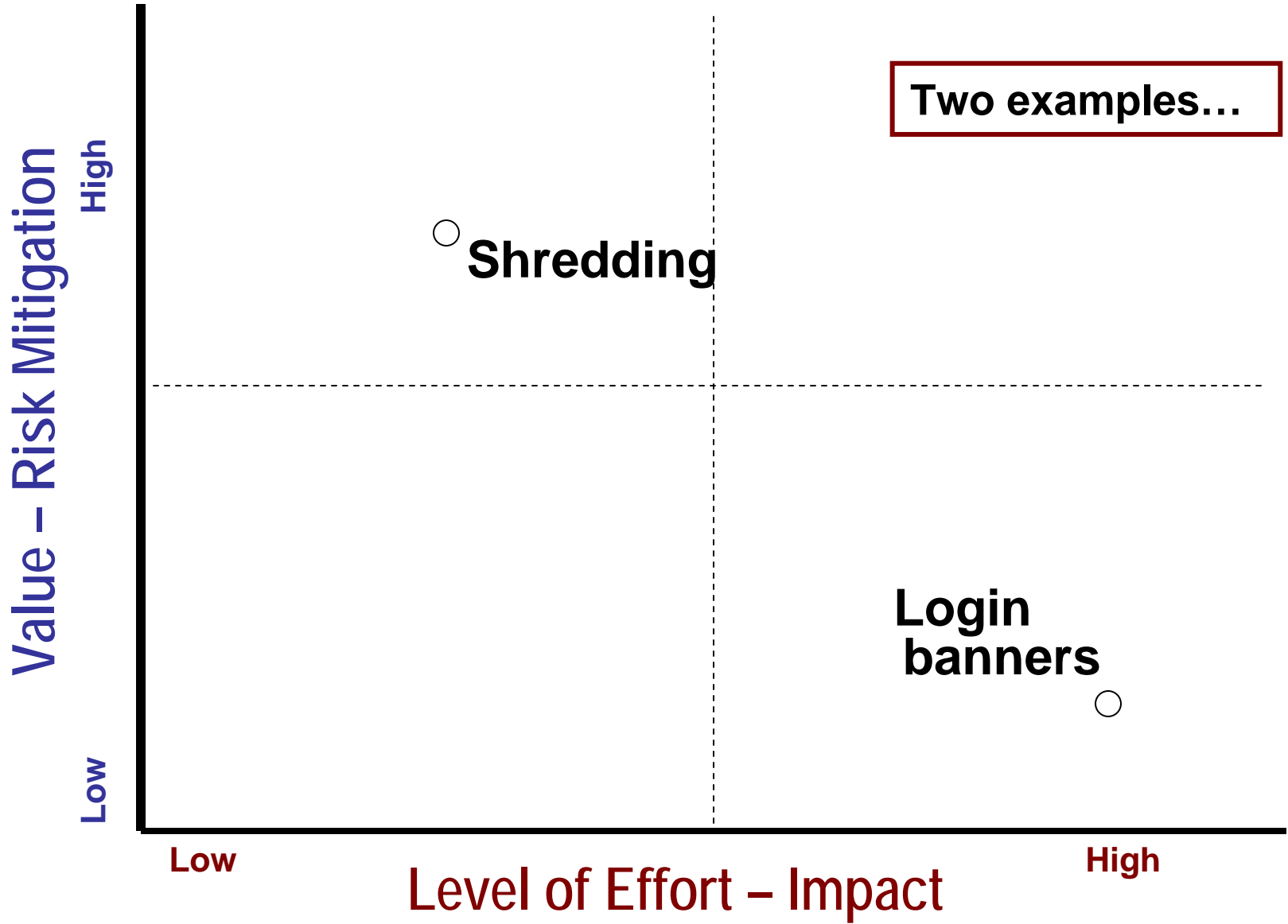
Low



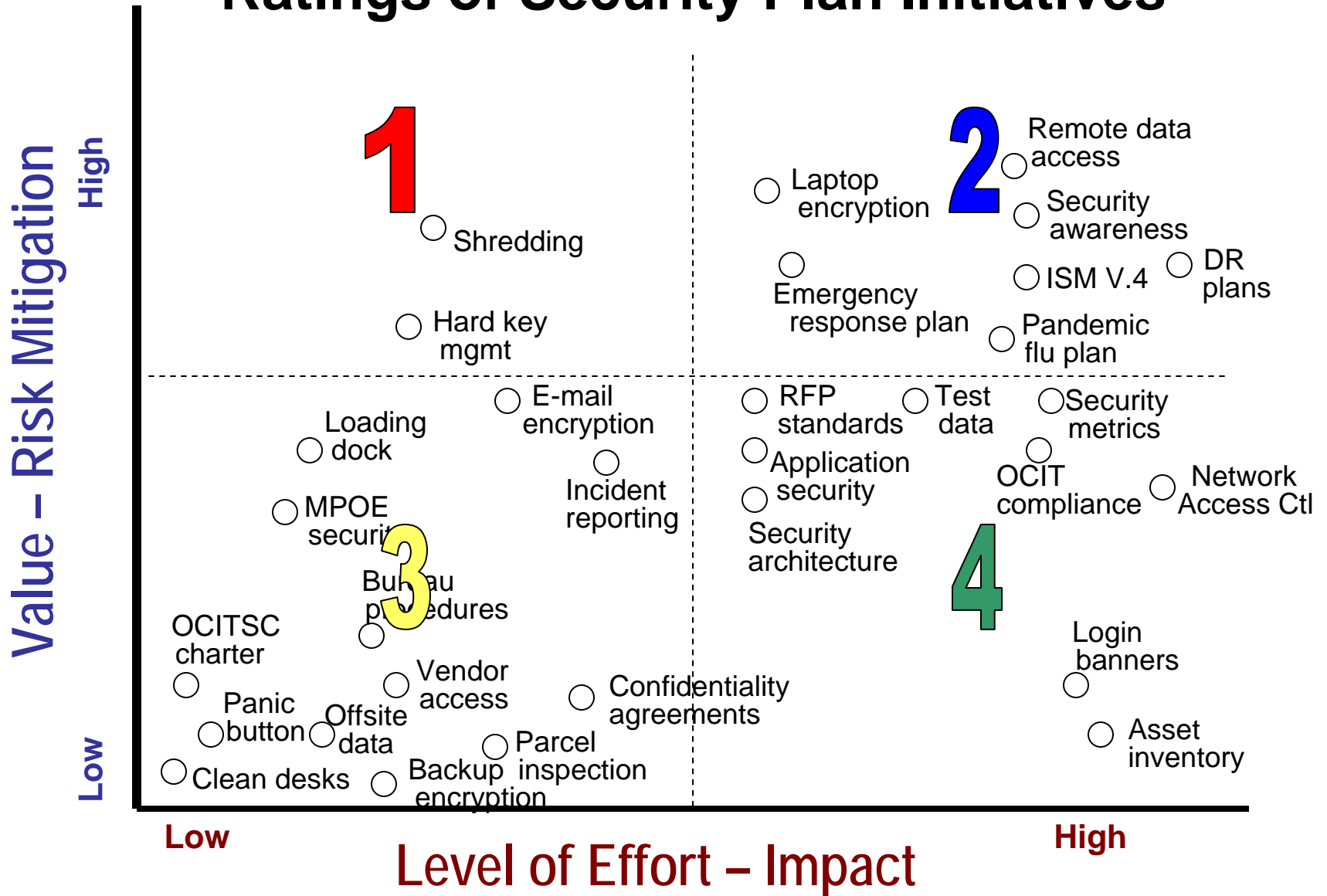
Low

High

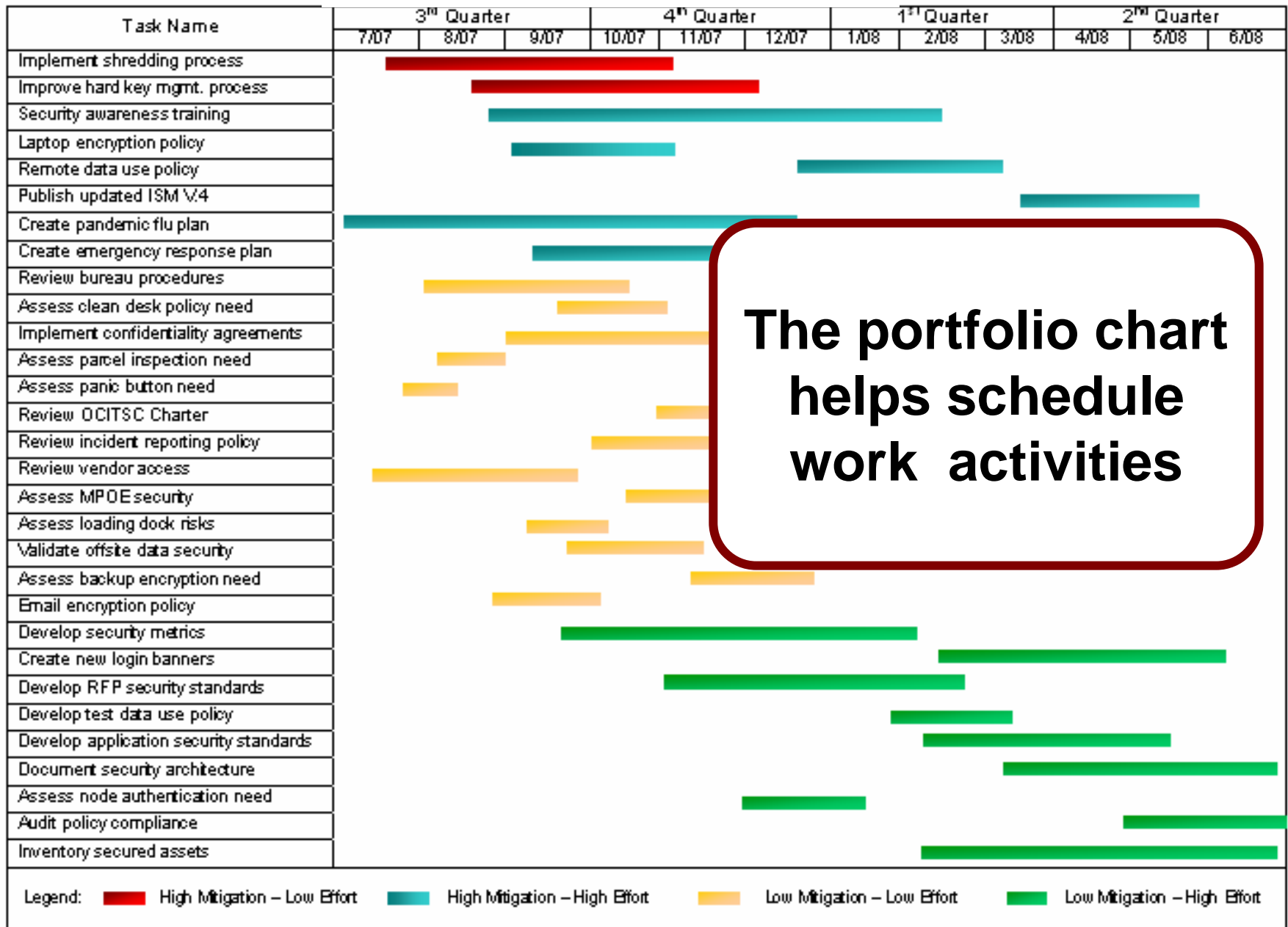
Level of Effort – Impact



# Ratings of Security Plan Initiatives



## 2007 security plan draft schedule



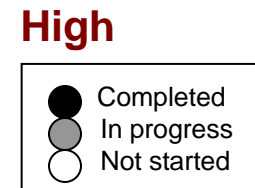
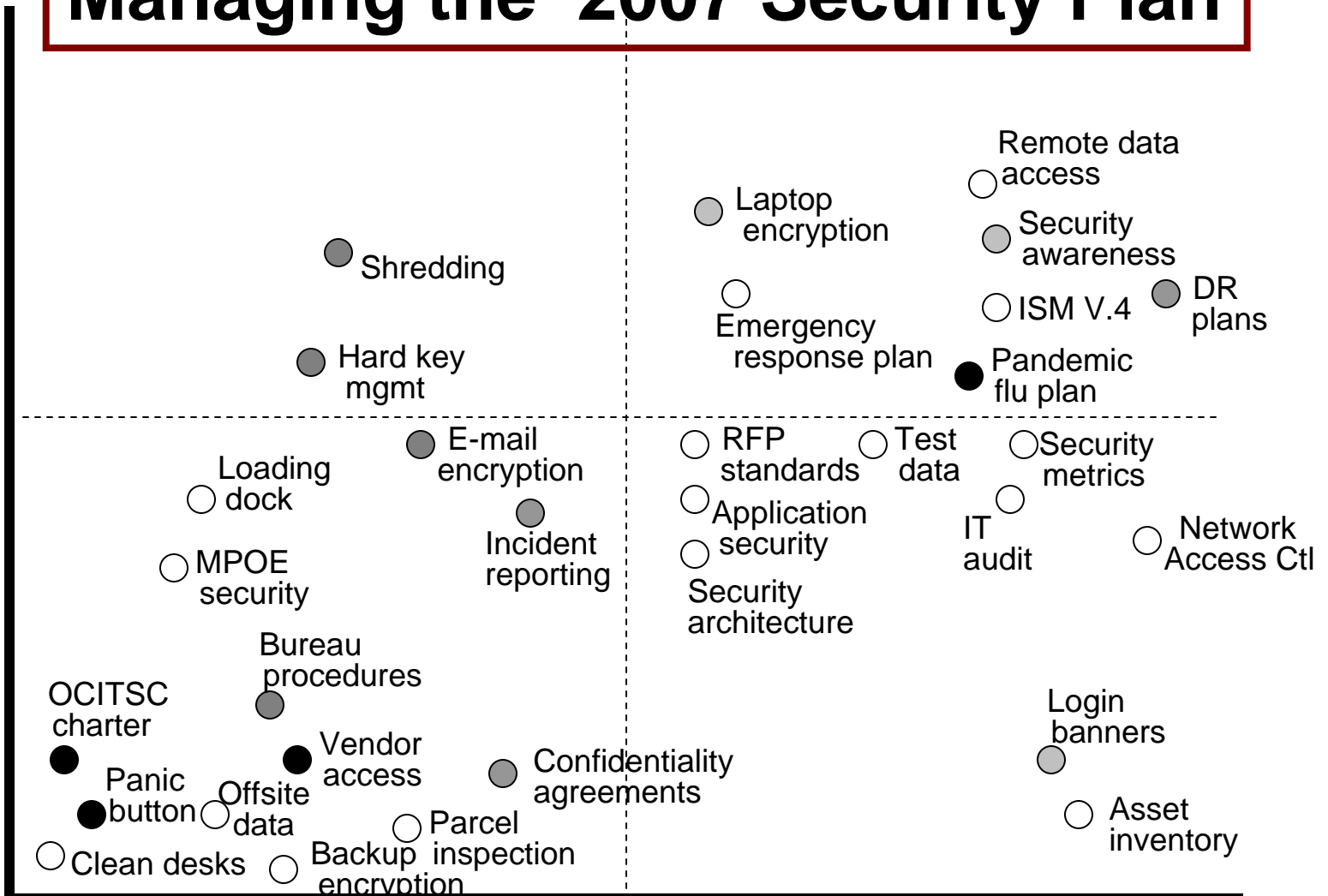


# Managing the 2007 Security Plan

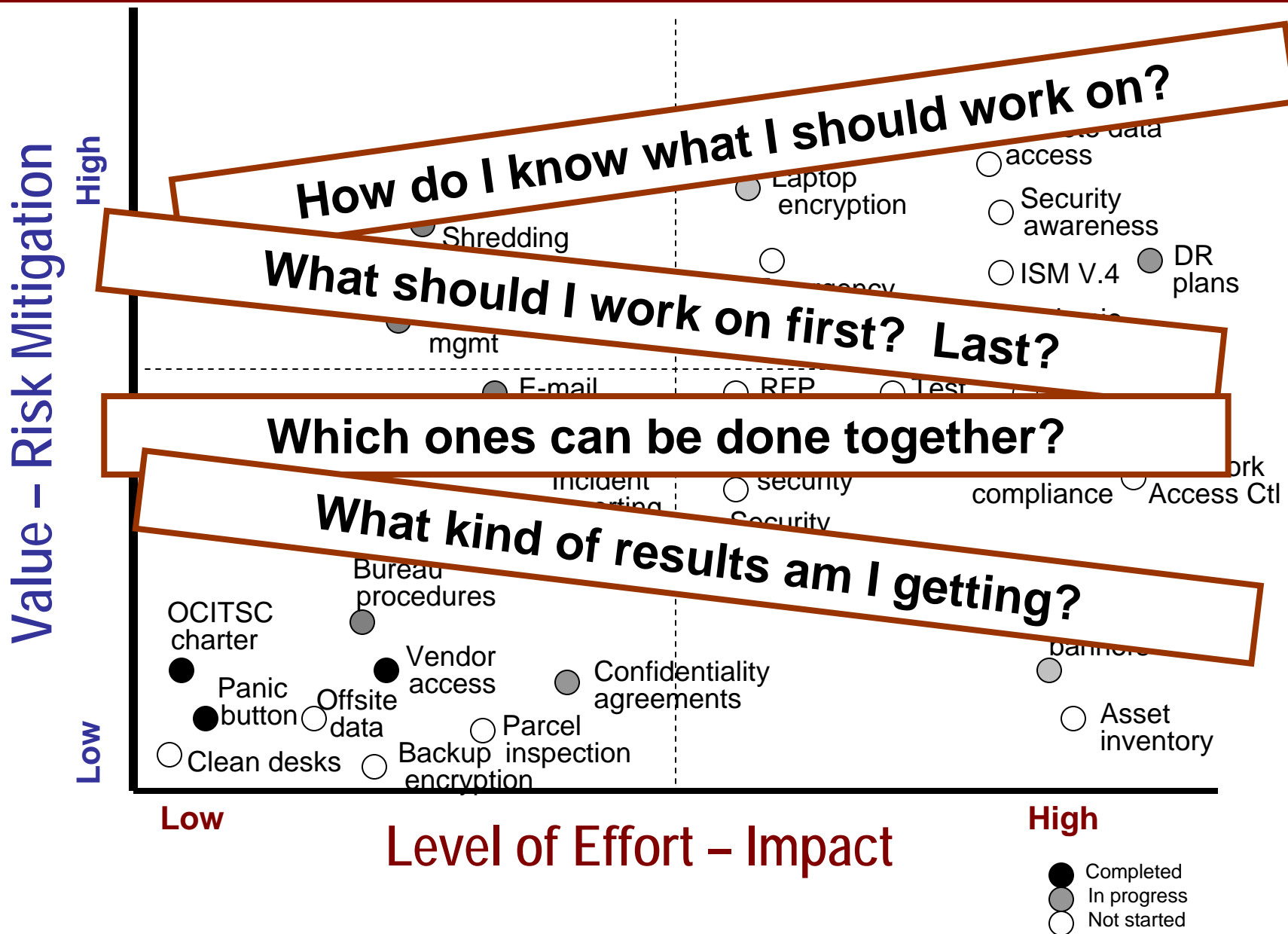
Value – Risk Mitigation

High

Low



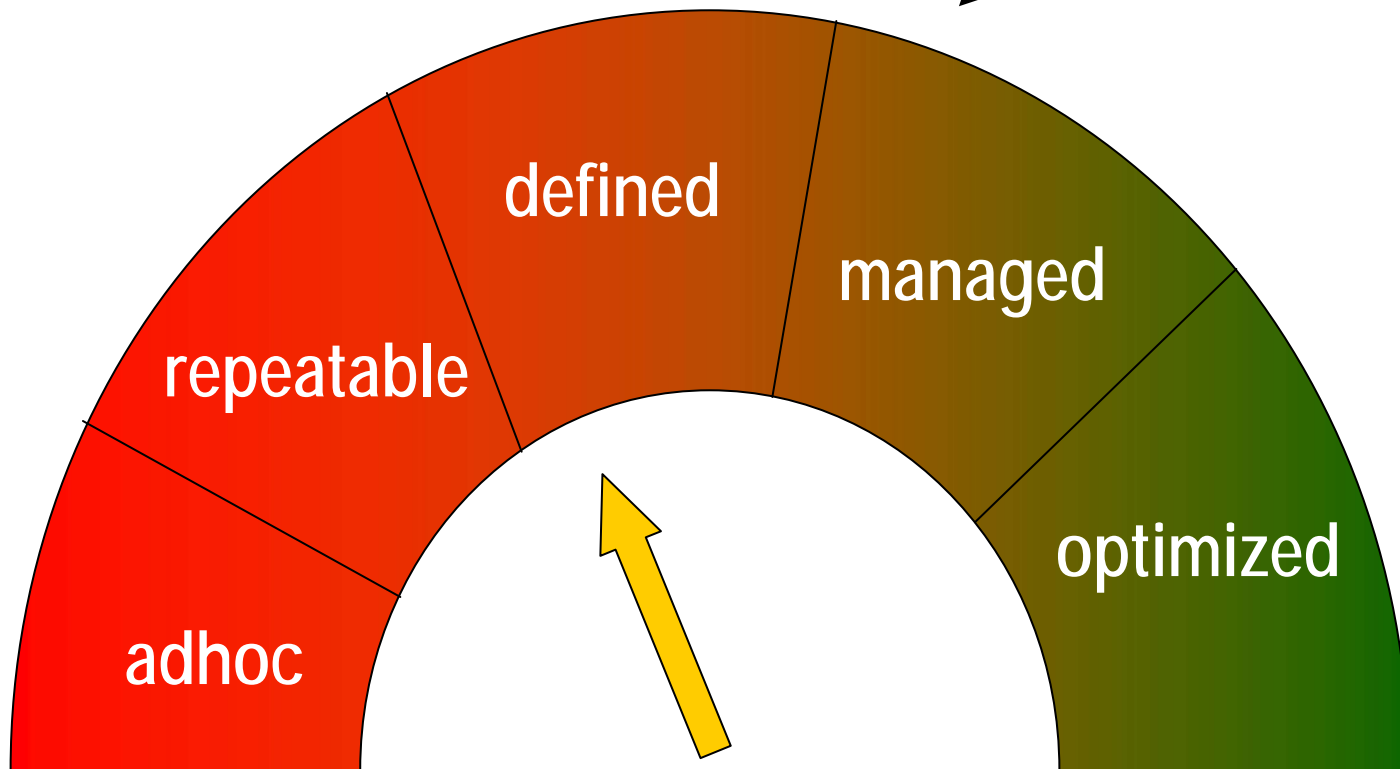
What kind of questions does this help you answer?



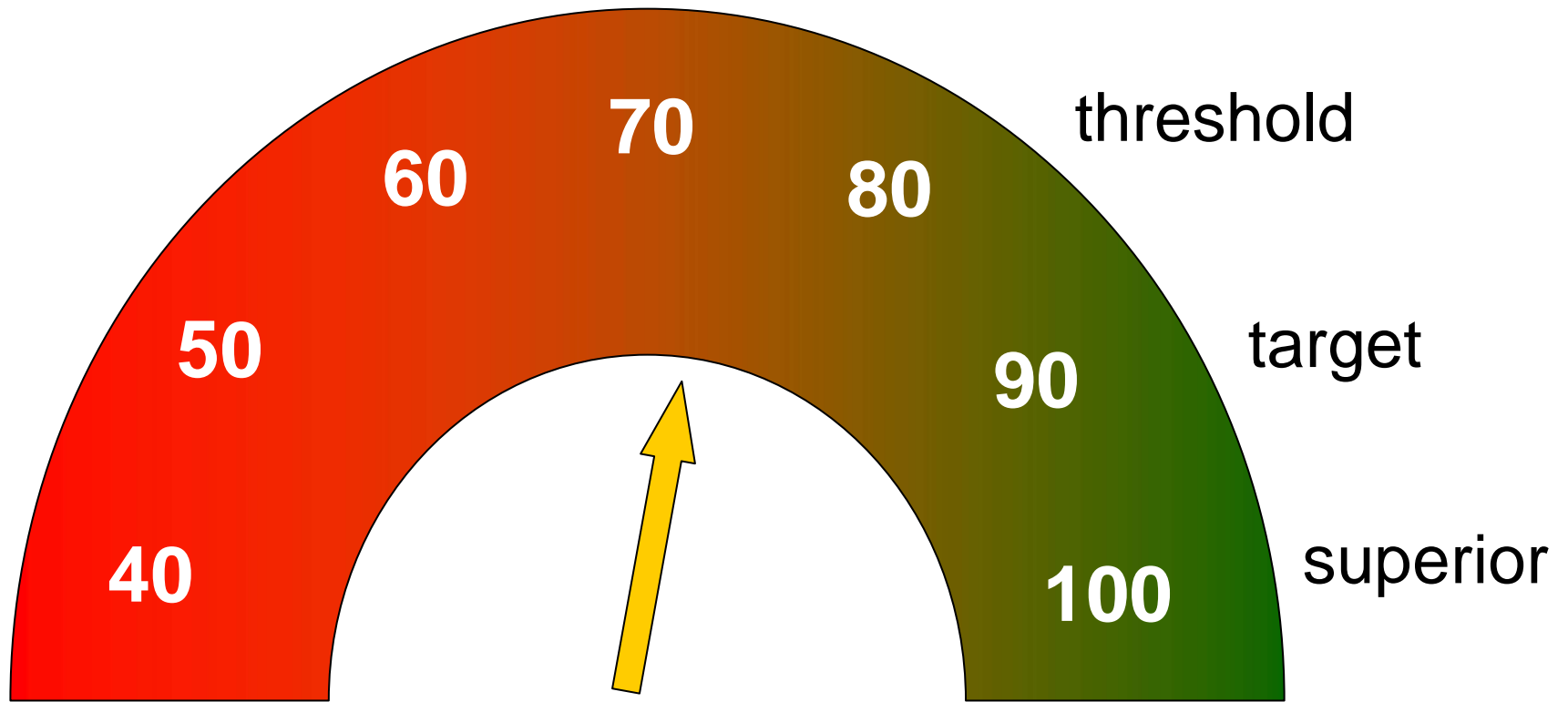
# Security Metrics ...

Is this possible?

target area



## Information Security Risk Posture



## Information Security Confidence Level

# Making IT Work

## Summary

- Pre compliance date:
  - involvement and action; energy and attention was high
- Post-compliance date:
  - loss of interest and attention; we got tired
- Re-focus and energize; use tools to plan, deliver, measure, and communicate

# Contact Information

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- reinerj@saccounty.net
- County of Sacramento –  
[www.saccounty.net](http://www.saccounty.net)
- 916-874-6788