nClouds Case Studies

CORIELL
LIFE SCIENCES

Benefits Summary

HITRUST certification

Three new contracts worth millions of dollars

About Coriell Life Sciences

Coriell Life Sciences is a biotechnology company specializing in precision medicine care. Kevin Livelsberger is the director for security and compliance at Coriell Life Sciences and a HITRUST Certified Common Security Framework Practitioner (CCSFP).

CHALLENGE
Preparing for HITRUST Certification

When Kevin Livelsberger first started as Coriell Life Sciences' director of security and compliance nearly two years ago, one of his first priorities was getting a clear assessment of its AWS operating environment. The company was preparing to apply for a HITRUST r2 certification, which encompasses several frameworks that are vital for its industry, including HIPAA.

As part of its larger compliance initiative, Coriell needed to make sure its AWS infrastructure followed best practices and was fully secured.

Coriell Life Sciences also had several contractual obligations that required it to get HITRUST certified. If Coriell failed its assessment, it would have been in danger of losing those contracts.

> "If we couldn't get our HITRUST certification, we would ultimately have been in danger of losing contracts that depended on it. We would have lost our standing and our reputation as one of the leaders in precision medicine. That would have been a huge hit to our revenue streams."

Industry
Biotechnology

Location
Philadelphia, Pennsylvania

Featured Services
HIPAA/HITRUST, Well-Architected Framework Review

A Well-Architected Framework Review and a Clear Security Posture Roadmap

Once Kevin granted nClouds (formerly Cloudnexa) access to Coriell's AWS, nClouds' dedicated cloud architect conducted a Well-Architected Framework Review (WAFR) to assess Coriell Life Science's security risks and vulnerabilities.

nClouds then put together a security posture roadmap to ensure that AWS workloads were encrypted and user groups and configurations were set up correctly for access control. It began working with Coriell Life Sciences to fix

the vulnerabilities it uncovered. Within 60 days, Coriell's architecture was 100% in line with AWS best practices.

The assessment saved Kevin and his team countless hours of compliance work. It also gave the team a much better scope of their AWS environment, which was extremely valuable for evidence collection as they prepared for their HITRUST assessment.

> "The review saved us time and money because we didn't have to go and figure out these details on our own."

RESULTS

Three New Contracts Worth Millions of Dollars

Thanks to nClouds' security recommendations, Coriell Life Sciences passed its HITRUST certification with flying colors.

In comparison, if it had tried to conduct a similar assessment internally, Kevin estimates Coriell would have spent at least 20 to 30 hours just trying to understand controls and configurations; the nClouds cloud architect was able to explain everything in a matter of minutes.

Partnering with nClouds has more than paid off for Coriell Life Sciences: Since passing its certification, it has signed three new contracts that required HITRUST, resulting in millions of dollars of revenue for the company.

"I couldn't be happier with where we are security-wise, given where we were when I first came in the door," Kevin says. "[nClouds] working with us to get those security best practices in place for our AWS architecture was really key in setting the foundation. We are in a much, much better security posture than we were just two years ago."