



# MEDICAL MUTUAL®

## Company Facts

### Industry

Insurance – Healthcare

### Challenges

Threats are continuously evolving. Commodity scan-and-exploit tests rarely discover new risks.

### Compliance

As an entity that must follow HIPAA regulations, Medical Mutual of Ohio must comply with the requirements to protect the privacy and security of customer health information.

### Solutions

Full Scope Penetration Testing

### Results

Using findings from the Full Scope Penetration Test, Medical Mutual of Ohio has strengthened its security posture and has a clearer view of where to prioritize future security investments.

**REPLICATE  
REAL-WORLD  
ATTACK  
SCENARIOS WITH  
FULL SCOPE  
PENETRATION  
TESTING**

**NetWorks**  
GROUP

## About Medical Mutual

Founded in 1934, Medical Mutual of Ohio is the oldest and largest health insurance company based in Ohio. For more than 80 years, the company has served customers with high-quality, affordable group and personal health insurance plans, and third-party administrative services to self-insured group customers. As a mutual health insurance company, Medical Mutual is unique in that it operates for the benefit of its members. Unlike publicly-traded insurance companies that must maximize their financial return, Medical Mutual does not answer to stockholders or Wall Street analysts. For more information, visit the company's award-winning website at [MedMutual.com](http://MedMutual.com).

## Business Objectives

- Obtain a clear view of risk within Medical Mutual so that appropriate investments can be made to protect customer data.
- Earn and maintain customer trust through ongoing efforts to keep private health information secure.
- Transparently approach compliance efforts so all employees, customers, policyholders, and business partners understand and adhere to policies.

## Challenges

Like other organizations in industries that store sensitive data, identifying the correct balance of technology, resources and risk for information security and compliance is a necessity for Medical Mutual. Improving broad visibility into risks within the infrastructure would allow the company to improve their security posture dramatically. Medical Mutual of Ohio wanted a penetration test that would provide them with a real-world attack view into their risk without going over budget, instead of a limited scan-and-exploit test that rarely discovered new risks.

## Solutions

NetWorks Group (NWG) recommended a Full Scope Penetration Test for Medical Mutual that would test their entire security posture, ranging from publicly accessible information to internal systems. This penetration testing methodology is built to ensure that the results provide the organization being tested with a practical view into their current risks. In addition to being as efficient as commoditized penetration testing, the results of this approach are clear and actionable. Medical Mutual had previously utilized penetration testing organizations that focused on providing targeted testing but lacked real clarity into the whole risk picture. Medical Mutual appreciated the benefits that holistic testing contributed.

*“ We were thrilled with the engagement. NWG demonstrated how real-world attackers would approach Medical Mutual. NWG is the first company we’ve tested with where there was no argument on the report, findings or methodology. We’ve been able to move right to implementing lessons learned. ”*

Richard Schuler

DIRECTOR IT SECURITY & COMPLIANCE

**SECURITY  
BREACHES  
HAPPEN.  
UNDERSTAND  
YOUR RISK.**

## Why NetWorks Group?

It’s important to many organizations that their penetration tests mimic what would happen if a real attack was taking place. This allows the organization to not only test their investments in security infrastructure itself, but also their response to intrusion. Scan-and-exploit is a security methodology of the past; conducting a Full Scope Penetration Test is the best way to determine an organization’s actual risk. Due to NetWorks Group’s testing approach, knowledge, and broad experience, Medical Mutual felt that NetWorks Group could provide the test that best fit with their expectations. NetWorks Group has the scale to complete large Penetration Tests while bringing the expertise of an organization that has spent decades focused on IT security.

## Results

NetWorks Group’s dedicated project manager ensured effective communications throughout the process and the Ethical Hacking team employed publicly available and custom attack scenarios. NetWorks Group was able to not only provide risk identification and demonstration, but also guidance in areas that could be improved to stop the attacker. The demonstrable approach taken by NetWorks Group allowed Medical Mutual to focus on improving their security posture through the provided prioritized findings instead of attempting to interpret and debate the accuracy of report findings. Most importantly, NetWorks Group provided Medical Mutual with the information necessary to determine how their current security solutions were performing, and how best to prioritize future investments.

## Next Steps

Utilizing findings from the Full Scope Penetration Test, Medical Mutual will advance their security posture to mitigate future attacks with the prioritized results provided. Additionally, regular testing of Medical Mutual’s security posture through additional Full Scope Penetration Tests as infrastructure changes, in addition to validating detection and response capabilities, will provide significant security improvements.

NetWorks Group is a Managed Detection & Response (MDR) and Ethical Hacking Service provider. Founded in 1997, we have over 20 years of experience delivering security services aligned with your infrastructure and compliance needs. Our team is comprised of some of the most experienced, well-rounded, and security-conscious people in the industry.


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