

LEGAL MANAGEMENT

THE MAGAZINE OF THE ASSOCIATION OF LEGAL ADMINISTRATORS

Are You Prepared? Alan Wilson Discusses the Importance of Data Security

Administrators and managing partners face many challenges when dealing with the business of law, and GLJ works to help simplify their lives. GLJ has 44 years of experience working with law firms in the areas of estate and business planning. Its programs include Principal Life Insurance Company Group Benefits, National Pension Professionals Retirement Planning and Infinisource Workforce Management.

ALA recently sat down and chatted with **Alan Wilson, National Program Director for GLJ Benefit Consultants** in Mesa, Arizona. GLJ has worked with ALA for seven years, helping to create and bring to market programs and services developed with ALA members for ALA members. Wilson says, "Our focus is to provide programs that carry exclusive elements that cannot be accessed on the open market by non-ALA member law firms." Wilson talks about their newest offering that's coming to ALA first.



1. WE UNDERSTAND THAT GLJ IS CURRENTLY WORKING ON A COMPLIANCE AND SECURITY PRODUCT CALLED BREACHPRO SPECIFICALLY FOR ALA MEMBERS AND THEIR FIRMS. TELL US MORE ABOUT WHAT IT IS AND HOW IT CAN BENEFIT MEMBERS.

BreachPro is our newest entry to our family of VIP Business Partners and has been created along with ALA senior management in response to member requests for help and guidance with actual solutions in the areas of compliance, system protection and asset preservation. We have created BreachPro by bringing together the best companies in the marketplace in compliance prevention (Info-Safe), systems security (FireEye) and asset preservation (Beazley Cyber Liability Insurance), all with exclusive products and services created exclusively for ALA.

2. HOW CAN LAW FIRMS BE SURE THAT THEY HAVE PROPER COMPLIANCE PREVENTION, SYSTEMS PROTECTION AND ASSET PRESERVATION?

Preventing a data breach really starts with having a comprehensive information security plan that outlines and

governs how the firm protects confidential customer information in all its forms. A good data breach compliance program not only helps the firm implement and manage the necessary best practices for data security and privacy, it also helps the firm get compliant with minimum requirements

in federal, state and industry data breach as well as identity-theft regulations.

3. WHAT ARE YOUR PREDICTIONS FOR DATA AND SECURITY BREACHES TO WATCH FOR THIS YEAR?

It's clear that there will continue to be a dramatic increase in the number of data breaches in the coming year. This includes breaches at organizations of all sizes, large and small. The criminal underground is getting bolder by the day, with criminals from all over the world seeking out organizations with weaknesses in their technology, in their people and in their paper processes.

Just as importantly, with the increasing number of breaches, a much larger number of small to mid-sized organizations will likely become involved in a finger-pointing game of who was the source of the breach. Firms must be prepared to demonstrate their security and data breach readiness.

4. WHAT ARE THE ASSOCIATED COSTS WITH A DATA BREACH IN A LAW FIRM?

The direct costs associated with a data breach can vary widely, including breach investigation and crisis management, victim notification and remediation, and federal and state fines and penalties. The direct costs of a breach was estimated by the Ponemon Institute at just under \$200 per compromised record in 2013. Under various federal laws, fines and penalties can be as high as \$3,500 per record, \$100,000 per violation, with additional liability possible for owners and officers up to \$10,000 per violation.

5. OUTSIDE OF GLJ, HOW DO YOU SPEND YOUR FREE TIME?

I spend my time with my lovely wife Deneen and our four children and two grandchildren. I am a music and rock concert fanatic, and I have also been found on a few golf courses from time to time.

CLOSING THOUGHTS...

GLJ has never forgotten where we began with ALA seven years ago, and that was with a single conversation with an ALA member that had the courage to open her mouth and tell us about this great Association and its wonderful members. We work hard every day to uphold the trust of that member and all members as we strive to deliver a member experience like no other in all areas of interaction, regardless of sales.

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