



**AO: Compliance**<sup>TM</sup>  
AccuCode Objects Infinite Possibilities Compliance Solved

## Security and Compliance Peace of Mind.

### What is AO: Compliance?

If you have to ask yourself, "Is my business PCI or HIPAA Compliant?" or "Are we secure?", the answer is NO. Becoming secure does not happen by accident; it requires planning, execution, constant vigilance and an ongoing investment. With AO: Compliance, your data security is no longer a guessing game. AO: Compliance contains everything your business needs to achieve, manage, and maintain IT security, and PCI or HIPAA Compliance. AO: Compliance works to get you secure and keep you there, with manageable and predictable costs, schedules, and outcomes, whether your business takes one payment card transaction per year or one million. No matter how big or small your business may be, AO: Compliance provides the expert services, consulting and support needed to protect your data, reputation, profits and customers from a costly security breach.

### Ask Yourself ...

- ✓ Are you a trusted advisor to your customers?
- ✓ Are your customers asking you about PCI, HIPAA and other data security compliance requirements?
- ✓ Are you interested in creating profitable, recurring revenues?
- ✓ Would you like to be positioned to help all of your customers with the upgrade processes being driven by security compliance initiatives?

*AO: Compliance provides customers with one single place to go for all things related to PCI or HIPAA Compliance and IT security:*

- ✓ One website to go to for PCI and HIPAA Compliance and security answers
- ✓ One phone number to call for PCI and HIPAA Compliance support and professional services
- ✓ One point of contact to reach an assigned PCI and HIPAA Compliance Project Manager

*With AO: Compliance, we work together to help your customers get and stay secure, and PCI or HIPAA Compliant. AccuCode becomes you and your customers' trusted advisor, and makes certain that you and your customers adhere to and comply with the constantly evolving standards, laws and regulations you must follow to avoid a breach.*

## Become an Affiliate or Reseller

**As an Affiliate**, all you need to do is refer your customers to AccuCode, and provide a little background information about them when entering the opportunity into our online customer and deal registration portal. If the customer signs up and pays for an AO: Compliance service, your business receives a 10% referral fee of the AccuCode gross margins for that customer deal.

**As a Reseller**, bring AccuCode to the customer with a minimal amount of introductory selling, and let us close the sale. Once your customer signs up and pays for any AO: Compliance offerings, your business earns a 20% commission of the AccuCode gross margins for that customer, on an ongoing basis, for as long as they remain an AO: Compliance customer, and you remain an AO: Compliance Reseller.

**Additional remediation revenue opportunities** are available where GAPs are discovered, and either your business or AccuCode can do the remediation work in order to allow your customer to pass a PCI or HIPAA audit.

## Affiliate & Reseller Opportunities

AccuCode provides the GAP Assessment and Analysis that identifies the problem areas and issues that must be remediated, in order for a customer to be able to become PCI or HIPAA Compliant. The AO: Compliance Affiliate or Reseller can sell their own remediation services to the customer, or choose to have AccuCode do the remediation work. AccuCode will then work with the customer to obtain final PCI or HIPAA Compliance status, and file the needed compliance reports.

### CONTACT ACCUCODE TODAY

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## What is PCI Compliance?

The PCI Security Standards Council (or PCI SSC) is an organization founded by the five major credit card companies (American Express, Discover, JCB, MasterCard and Visa), to standardize a common set of security practices relating to processing and protection of payment card transaction data. Prior to this, each of the credit card companies had created their own independent sets of standards, which caused confusion and added complexity to the merchant business and security practices.

The PCI SSC created a set of standards called **Payment Card Industry Data Security Standards**, or PCI DSS. These are the official security standards that each customer must adhere to if processing payment card transactions, and are part of your customer's merchant agreement. This means that your customers are financially (and potentially criminally) liable if someone gains access to their customers' payment card data, if they are found to be out of compliance with the PCI DSS.

The primary objective of the PCI DSS is to reduce the risk of a data breach of cardholder information, by creating a secure environment within your customer's business operations. By following these standards, not only do your customers satisfy the requirements of their acquiring bank, but they are also working to protect their customer's information, and their company's brand and reputation.

When it comes to the PCI DSS, there are only two grading scenarios: **Compliant** and **Not Compliant**. Your customers will not be provided a defense for "almost compliant". In a PCI DSS audit, they will either 'pass' or 'fail' each of the various requirements for being compliant, and then must solve all the problems that resulted in a 'fail,' in order to achieve the successful grade of PCI Compliance.



NOTE: Your customers must also continuously maintain their full compliance or they will lose their PCI Compliance during the next audit.

### WANT TO LEARN MORE?

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