

# White Paper

*Veronica K. Contreras, P.C.*



## INTRODUCTION

Veronica K. Contreras, P.C. (“VKC-PC”) is a comprehensive data privacy and security legal consulting firm. Our experienced team assists your company in navigating data protection, cybersecurity, and AI legislative requirements. We also support the development of governance frameworks and risk management compliance initiatives.

We are a team of attorneys and specialists who are subject matter experts in data protection, AI, and cybersecurity, that thrive on sharing our experience and knowledge to help make a success of your data protection, cybersecurity, and AI compliance efforts. Our track record proves that clear communication and expert collaboration enable you to meet your business expectations and legal and regulatory obligations.

## Our Services

Whether you're a startup, or a large corporation, data protection and cyber security compliance is more important than ever. We believe that when it comes to compliance, there is no one-size fits all methodology. At VKC-PC, we take the time to learn about your business and create tailored compliance programs that are comprehensive, and practical, for your needs.



### **We offer services such as:**

- Framework Compliance;
- Governance and Risk Management;
- Custom Training Programs; and
- Staff Augmentation.

We elevate our services to the next level. VKC-PC not only offers guidance but also assists companies in operationalizing various elements of data privacy, cybersecurity, and AI compliance. Unlike most data privacy and security law firms that only provide advisory services, we customize and implement compliance frameworks. We are there for you every step of the way.

# What Sets Us Apart



We take time to understand your company's unique challenges and requirements, crafting customized compliance frameworks that align with your business goals and strategic initiatives.

**Not only do we offer virtual DPO and CISO services, but we also offer the following:**

## Governance and Risk Management

Service	VKC-PC	Others
Support client audits and response feedback.	✓	X
Annual governance planning: project roadmaps and plans.	✓	Data Privacy only
Security risk registers.	✓	X
Security objectives and key results ("OKRs").	✓	X
Privacy, cybersecurity, AI, and legal risk management.	✓	X
Help operationalize policies and procedures and supporting documentation.	✓	X
Create and execute business impact assessments ("BIAs")	✓	X

## Framework Compliance

Service	VKC-PC	Others
Develop and operationalize compliance frameworks	✓	X
Draft policies, procedures, notices, unique to a client's operational practices. Provide templates of all.	✓	Only provide Templates
Assess and review data privacy, cybersecurity, and AI compliance aligned to certification standards, such as ISO 27001:2022. Provide reports and next steps.	✓	Assess Privacy only
Extensive knowledge about GxP compliance.	✓	Varies
Monitor data privacy, cybersecurity, and AI legislation, expert analysis, proactive updates, and applying analysis.	✓	Monitor Compliance data privacy only



### Custom Training Programs

Service	VKC-PC	Others
Training tailored to your company's operational needs.	✓	Generic training templates
Perform live or recorded training.	✓	✓
Create training that can run in your company's LMS system.	✓	X

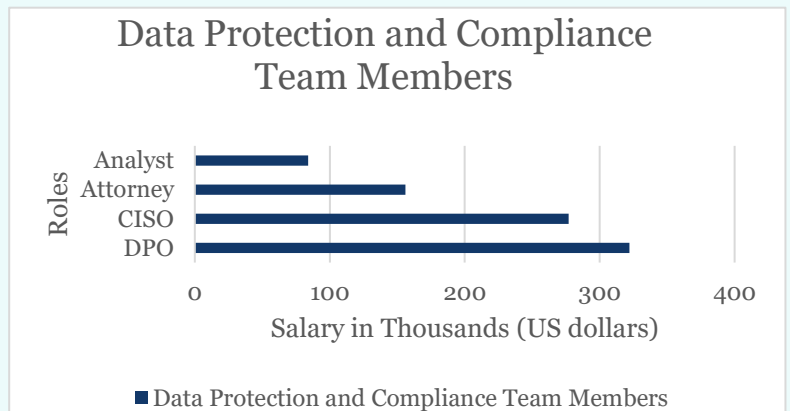
### Staff Augmentation

Service	VKC-PC	Others
Provide on-going Support with DPIAs/RICAs.	✓	X
Incident reporting: manage, investigate, and report.	✓	✓
Data subject requests, process, complete, and notify.	✓	X
Support Client and vendor contract, MSA, SOW reviews.	✓	Limited
Respond to client RFIs/RFPs.	✓	X
Collaborate with a company's internal teams.	✓	Limited
On-going support and monitoring, face-to-face support.	✓	Limited face-to-face

## Market Competitive Pricing

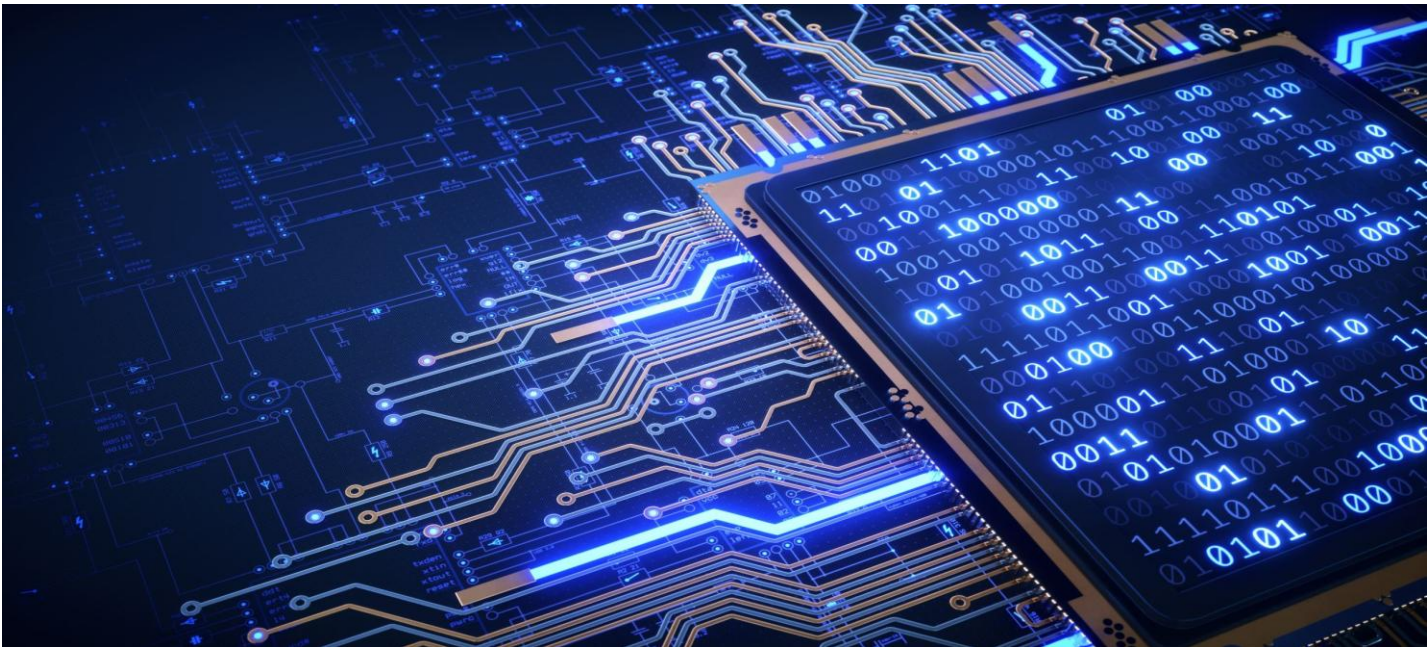
Our services are highly competitive. Clients benefit from a dedicated team rather than individual resources, often spending significantly less than hiring an in-house team. Chief Privacy Officer/Data Privacy Officer salaries can run upwards of \$322K annually, and a CISO, \$287K annually. These salaries are just for those individuals and do not account for any department/team support salaries that would likely be needed to support day-to-day operational requirements. The chart illustrates the cost to assemble a small team to support day-to-day operational requirements.

**A conservative estimate for a company's spend would be over \$650,000 annually.**



# Benefits of Out-Sourced Services

Benefit	What this Means
❖ Cost Efficiency	Outsourcing can be more cost-effective than hiring full-time employees. It eliminates recruitment, training, salary, and benefits expenses.
❖ Access to Expertise	VKC-PC brings specialized knowledge and experience in data protection, cybersecurity risk management, and AI legislation, ensuring compliance with the latest regulations.
❖ Scalability and Flexibility	VKC-PC services can be scaled up or down based on your organization's needs, providing flexibility that in-house teams may not offer.
❖ Focus on Core Business	By outsourcing, your internal team can focus on core business activities while our experts handle data privacy and security matters.
❖ Enhanced Compliance	The VKC-PC team is well-versed in legal and regulatory requirements and can help a company with its compliance obligations, thus reducing the potential risk for fines and penalties.
❖ Continuous Monitoring	Our services often include regular and systematic monitoring of data protection, cybersecurity risk management and AI legislation, ensuring ongoing compliance.



# Our Team



Veronica Contreras  
Founder

*Veronica Contreras is the founder of Veronica K. Contreras, P.C., a legal consulting practice, specializing in data protection, cybersecurity, and AI consulting services, with over fifteen (15) years of experience.*

*Before devoting her work to Veronica K. Contreras, P.C., Veronica worked at Clario (formerly eResearch Technology, Inc.), a Global Data Management Technology Company, as the company’s global Data Privacy Officer, Counsel. While there, Veronica was responsible for the development and implementation of the company’s global data privacy compliance program, including without limitation: compliance with GDPR, HIPAA, CCPA compliance; on-going administration (and maintenance) related to data privacy policies and procedures, privacy (and security) risk assessments, data privacy compliance training, and client-related audit requirements.*

*Prior to joining Clario, Veronica worked at MultiPlan, Inc., a healthcare technology company, as the company’s Data Privacy Officer, Associate Counsel, responsible for the company’s data privacy program, including without limitation: compliance with HIPAA, TCPA, CAN-SPAM, and HITRUST certification requirements; on-going administration (and maintenance) related to data privacy policies and procedures, client risk assessments, privacy training, and third-party risk management requirements.*

*A lawyer by training, Veronica earned her Juris Doctor from the Western Michigan Cooley Law School and her Bachelor of Arts, in Philosophy, from the University of Wisconsin – Madison.*



Mike Yakubian  
Associate

*Michael “Mike” Yacubian is an associate with Veronica K. Contreras, P.C. (“VKC-PC”), and a licensed attorney in Massachusetts, specializing in data protection and cybersecurity for over six (6) years.*

*Before joining VKC-PC, Mike served as Senior Associate Counsel for Data Privacy at Clario (formerly eResearch Technology, Inc.), a global data management technology company.*

*There, he played a key role in developing and implementing the company’s global data privacy compliance program. His responsibilities included ensuring adherence to GDPR, HIPAA, and CCPA regulations; managing a team of privacy attorneys; negotiating privacy-related contracts; conducting data privacy impact assessments; developing global data privacy training programs; and overseeing related policies and procedures.*

*Earlier in his career, Mike gained extensive legal experience in the technology and financial sectors. At Pegasystems, Inc., a leading customer relationship management software company, he addressed contracting and legal issues related to software as a service (SaaS). At Boston Financial Data Services, he reviewed formation documents for trusts, corporations, LLCs, and hedge funds to ensure compliance with Anti-Money Laundering (AML) regulations.*

*Mike earned his Juris Doctor in 2015 from Suffolk University Law School – Boston, Massachusetts, and a bachelor’s in arts, in Criminology in 2011, from Merrimack College – North Andover, Massachusetts.*



Andi Funk  
Data Privacy Analyst

*Andrea “Andi” Funk is a data privacy analyst with VKC-PC., and a former educator with over 20 years of experience in project and data management, training, and research and analysis.*

*As an educator, Andi has had extensive experience with creating, drafting, reviewing and revising curriculum, policies, and procedures. Andi has a wide range of knowledge around training and mentoring, ensuring quality and best-practice in her methodology. Andi’s communication, organization, time management, critical thinking, and problem-solving skills lend themselves to effective project management.*

*Andi has a deep understanding of research and analysis and has used these skills in data driven initiatives and policies. Andi’s experience with the concept of best practice in designing and implementing policies and procedures has been the core of her work in education and now too in data privacy analysis.*

*Andi earned her Bachelor of Science degree in Education from the University of Wisconsin-Madison.*



Ted Crawford  
CISO

*Ted Crawford is a senior hands-on technology leader, a consultant of Veronica K. Contreras, P.C. (“VKC-PC”), and forms an integral part of VKC-PC. Ted brings a strong business acumen and proven record of building, collaborating, and leading cross-functional teams to plan and execute business critical initiatives to companies’ CIOs, COOs, and CISOs.*

*Ted has expertise in building out security programs and processes, addressing network and infrastructure security, applications security, data security, and assessing and identifying gaps, in current security technologies, processes, and procedures.*

*Additionally, Ted provides guidance and oversight to companies that are transitioning from enterprise applications architectures to native cloud-based applications.*

*Prior to Ted consulting with VKC-PC, past senior leadership roles included:*

- Chief Information Security Officer (CISO) – Clario, a provider of clinical data management services to pharmaceutical companies. In this role he was responsible for Information Security architecture, Operations, Security and IT Compliance.*
- Chief Information Officer (CIO) – ERT, merged with Clario and Bioclinica in 2021. Senior technical leader supporting M&A due diligence assessments and managing complex integration IT and Security projects.*
- Sr. Director Cloud Platform Services (PaaS) Global Solutions and Service Delivery – Oracle Cloud.*
- Solutions Architect – PhaseForward (acquired by Oracle) providing consulting services to large pharmaceutical companies in integration of PhaseForward’s clinical and drug safety solutions with pharma’s internal CTMS, Clinical Data Warehouse and Drug Safety systems.*

# Our Promise

**We don't just give you a plan and walk away. Our team works closely with you, providing hands-on support every step of the way. From initial assessment to implementation and beyond, we're with you. And we work with you to make decisions prioritizing which solutions are the most important and best value for your budget.**

