SANS Voucher Program - Overview

The SANS Voucher Program offers significant savings on our hands-on and job-based training as well as GIAC certification. Two voucher options let you choose the method, time, and place to train.

- **Universal Voucher Credits** - Designed for organizations that have a predetermined budget for training and want to maximize their training dollars. For more details, visit [www.sans.org/vouchers](http://www.sans.org/vouchers).

- **Online Voucher Credits** - Earn an additional 5% bonus if you choose to use our Voucher Credits exclusively for SANS OnDemand, vLive, or CyberCon training. For more details, visit [www.sans.org/vouchers#online](http://www.sans.org/vouchers#online).

Create an Account

Creating your Universal Credit or Online Voucher account is easy. Follow the steps below and contact us at [vouchers@sans.org](mailto:vouchers@sans.org) if you have any questions.

1. Designate a Point of Contact (POC) that will have the responsibility of managing and allocating funds from your Voucher Program account. The POC’s employment e-mail address will be used to manage this account.
2. Decide how much money to deposit into your Voucher Program account.
3. Submit the attached SANS Voucher Program Agreement form.
4. Upon payment, SANS will provide the POC with instructions on how to use your Voucher Program account. See page five for available payment options.

What Students Are Saying:

“This is hands-down, the premiere training opportunity.”

- Dan Mather, JICPaC

The SANS Promise

You will be able to use what you learn in class the day you return to the office.
Universal Voucher Credits

Designed for organizations that have a predetermined budget for training and want to maximize their training dollars.

The SANS Universal Voucher Credit Program allows your organization to make an initial training investment and earn bonus savings on that investment. Approved members of your organization can then redeem voucher credits for any SANS live or online training venue, or GIAC certification. SANS Universal Voucher Credits are valid for 12 months and you can contribute additional funds during that time to renew the account before it expires. Below are the SANS Universal Voucher Credit pricing and savings. If you have any questions, please contact us at vouchers@sans.org.

2015 Universal Credit Pricing

<table>
<thead>
<tr>
<th>Minimum Investment</th>
<th>Maximum Investment</th>
<th>Bonus</th>
<th>Example</th>
</tr>
</thead>
<tbody>
<tr>
<td>$35,000</td>
<td>$74,999</td>
<td>10%</td>
<td>$40,000 investment = $44,000</td>
</tr>
<tr>
<td>$75,000+</td>
<td>Call</td>
<td></td>
<td>Contact Your Account Manager</td>
</tr>
</tbody>
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Universal Credit Benefits

- Valid for classroom, online learning, and GIAC certification
- Cost savings help you expand your training budget
- Extends your fiscal year
- Free online learning management tool – Easy, online access to credits, orders, and GIAC certification results
- OnDemand usage reports upon request
- Assign voucher credits to anyone in your organization
- Only one procurement is needed for twelve months, but you can add funds to renew the account at any time
- Great way to motivate and retain your valued employees

Universal Credits are Valid for the Following SANS Products

- SANS Live Training Events (Conferences)
- SANS vLive (Virtual Live Training)
- Community SANS
- SANS OnDemand
- SANS Mentor
- SANS SelfStudy
- SANS OnSite (Minimum 25 Students Per Class)
- SANS Summits
- SANS Simulcast
- GIAC Exams, Practice Exams, Extensions, Retakes, and Certification Renewal
- SANS Technology Institute Master’s Degree Program
- SANS NetWars
- SANS CyberTalent

PLEASE NOTE: Due to the pre-negotiated discounts SANS Voucher Programs offer, they cannot be combined with any other promotions or discounts.
Online Voucher Credits

Designed specifically for organizations that prefer the convenience and cost savings of Online Training

Does your organization prefer the convenience and cost savings of online training? You can earn an additional 5% bonus if you choose to use our voucher credits exclusively for SANS OnDemand, vLive, or CyberCon training. The SANS Online Voucher Credit Program works just like the SANS Universal Voucher Credit Program with the following additional savings.

2015 Online Voucher Credits Pricing

<table>
<thead>
<tr>
<th>Minimum Investment</th>
<th>Maximum Investment</th>
<th>Bonus</th>
<th>Example</th>
</tr>
</thead>
<tbody>
<tr>
<td>$35,000</td>
<td>$74,999</td>
<td>15%</td>
<td>$40,000 investment = $46,000</td>
</tr>
<tr>
<td>$75,000+</td>
<td>Call</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

SANS Online Voucher Credits are Valid for the Following SANS Products:

- vLive
- OnDemand
- CyberCon
- GIAC Exams, Practice Exams, Extensions, Retakes, and Certification Renewal

PLEASE NOTE: Due to the pre-negotiated discounts SANS Voucher Programs offer, they cannot be combined with any other promotions or discounts.

To learn more, visit: www.sans.org/vouchers#online

"OnDemand is excellent. I’m able to learn the material as if I were in a classroom, but I’m able to split up and take the training to accommodate my schedule."

- Justin Kear, Lockheed Martin

“I really liked the vLive format; I had flexibility to attend from home, while on travel, or while stuck late at work. I can replay sessions to review content or get what I missed in class.”

- Norman Reese, Honeywell
Voucher Agreement Form

Fax to: SANS Secure Fax Line 301-951-0140

Billing Information

Name and E-mail Address of Point of Contact (where Invoice/Receipt is to be sent): ______________________________________
_________________________________________________________________________________________________________

Company Name (& Dept Name if applicable): ______________________________________________________________________

Billing Address: ______________________________________________________________________________________________

City:__________________________________________________  State: ______________________ Zip Code:_________________

Phone:________________________________________________ Fax: _________________________________________________

Vouchers will be made available upon payment.

☐ Universal Voucher Credits

Note: Purchases for all European locations must be purchased in Euros when setting up an account.

How much would you like to invest in your SANS Universal Credit Account?  _________________  ☐ US Dollars  ☐ Euros

☐ Online Voucher Credits

Note: Online Voucher Credits must be purchased in US Dollars.

How much would you like to invest in your SANS Online Voucher Credits Account?  $_____________

Choose a payment option

☐ Check  ☐ Credit Card  ☐ Bank Transfer  ☐ Purchase Order

For more information on available payment options, please see page five. Invoices will be provided upon request to facilitate the payment process.

Signature Required

Signature _______________________________________________________ Date: ______________________

Buyer has read, understands, and agrees to the “Terms & Conditions” and “Question & Answer” sections.

Comments:________________________________________________________________________________________________
Learning Management Tool Included

When you invest in SANS Vouchers, we provide you with an easy to use admin reporting engine that provides you with reports of your student’s registrations and certification results. You can also request weekly reports with student usage of SANS OnDemand.

SANS Voucher Program - Terms & Conditions

SANS Vouchers are non-refundable and valid for 12 months from the date of purchase. Voucher funds can be utilized on training formats at the SANS list price at the time of purchase.

The buyer of SANS Vouchers is responsible for the use of the credit account. SANS credits have cash value and can be used like cash to purchase SANS training and/or GIAC certification. It is the buyer’s responsibility to insure only authorized personnel redeem credit against the SANS Voucher account.

Payment Options

SANS Voucher Program account will be set up upon receipt of payment. Invoices can be provided upon request. SANS accepts the following methods of payment:

- **Check**
  
Pleas make your check payable to:
SANS Institute
8120 Woodmont Avenue,
Suite 310
Bethesda, Maryland 20814

  Be sure to include your invoice number or a copy of your Voucher Credit Agreement form with your check.

- **Credit Card**
  
SANS accepts Visa, MasterCard, American Express, Diners Club, and Discover. You may submit credit card payments via telephone by calling 301-654-SANS(7267) or by fax to 301-951-0140. Please be ready to provide your invoice number, account manager’s name, and organization name.

  DO NOT e-mail your credit card information; it will not be accepted.

- **Bank Transfer**
  
If you would like to pay by EFT or wire transfer, please e-mail your request for SANS’ bank details to tuition@sans.org. All wire fees must be paid by the sender/originator. Do not deduct any bank fees from your transmittal. SANS must receive payment in full.

- **Purchase Order**
  
If your organization requires you to use a purchase order in order to process prepayment, you may submit it to SANS by fax (301-951-0140) or by postal mail to:

  SANS Institute
  Voucher Credit Department
  8120 Woodmont Avenue, Suite 310
  Bethesda, Maryland 20814

  SANS will provide an invoice against your purchase order to facilitate payment.
  Your Voucher account will be set up upon payment of that invoice.

SANS training and GIAC certifications are sole source products, manufactured, developed, sold, and distributed exclusively by Escal Institute of Advanced Technologies, Inc. (dba SANS Institute or GIAC, hereafter known as SANS/GIAC). SANS/GIAC products must be purchased directly from SANS/GIAC (www.sans.org).

There are no agents or dealers authorized to represent this product.

SANS products, training and services, including GIAC certifications, cannot be resold without explicit and written approval from an official at SANS Institute.
**Q.** Do we need to use the Voucher Credits for one particular event, venue, class, or person?

**A.** Universal Voucher Credits can be used for any SANS event, venue, class, or person. The only exceptions are events hosted and run by SANS Partners and Security Awareness training. Online Voucher Credits are restricted to OnDemand, vLive, CyberCon and GIAC purchases only.

**Q:** How are Online Voucher Credits different from Universal Voucher credits?

**A:** Online Voucher Credits provide you with an additional 5% bonus if you choose to train exclusively with OnDemand, vLive, or CyberCon.

**Q.** What happens if we have credit left in our Voucher account after the initial 12 months expire?

**A.** By placing a new order of $35,000 or more, you can roll over (renew) any additional credits you have remaining in your Voucher account for another 12 months.

**Q.** What is the minimum amount that I can deposit in my account at any one time?

**A.** $35,000. You can deposit money in your Voucher account at any time, in any increment of $35,000 or more.

**Q.** Can I use my credit towards SANS OnSite?

**A.** Yes. With a Universal Credit account and a minimum of 25 students per class.

**Q.** Can I combine savings from my Voucher account with any other SANS discount offer?

**A.** No. Your SANS Voucher account already includes a pre-negotiated discount in that we add dollars to your account based on your purchase level. All purchases from your SANS Voucher account will be based on SANS’ published retail prices and cannot be combined with other discounts or promotions.

**Q.** Is the Voucher in a paper or electronic form?

**A.** Electronic through a SANS Voucher Account. You will have a real-time running report of your voucher usage. Also, you can control how your credits are spent. Your students can enroll themselves online, or you can do this for them. Enrollments and approvals are all done easily and seamlessly online. You will also have the option of maintaining reports on your students certification results and usage of OnDemand. The POC’s employment e-mail address will be used to manage this account.

**Q.** Can I use matching funds to pay for VAT for live European events?

**A.** No. VAT cannot be paid using the matching funds in a voucher account. For voucher accounts in Euro, you must either designate an amount of funds ahead of time that will be unmatched to pay for the VAT or pay the VAT separately, not using a voucher account.

**Q:** Can I use my training funds all around the world?

**A:** You can use training funds all around the world under our Universal Credit Program; however, live events in Europe need to be purchased in Euros beforehand.

**Q.** What fees apply for any class cancellations or changes?

**A.** The same fees will apply as you would normally be charged under our standard policies. See individual event/program websites for more details.