



# SANS Training Delivery Methods

## OnSite Classroom Training

You may already be aware of the SANS OnSite Partnership Series (PS) classes scheduled throughout the country at various educational institutions. You may have even attended one or more of these classes. The traditional Partnership model allows a sponsor (host) to purchase a SANS OnSite class at up to 67% off the SANS list price in exchange for a guarantee of a minimum number of students. The sponsor underwrites the cost and coordinates facilities, registration, and other duties required of the host.

## SANS Simulcast Training

SANS Simulcast is offered at Partnership rates for students attending from across country and from multiple universities, state and local government agencies. Simulcast is designed to deliver live training to dozens or hundreds of remote students who log into a virtual classroom and experience the same SANS training as OnSite students who are receiving SANS training in person. Through Simulcast, no travel is needed to attend live SANS training. This is done by combining webcast technology with live classroom instruction. Simulcasts can be combined with the a SANS OnSite class for the sponsoring organizations.

For a current list of Partnership Series offerings, visit  
[www.sans.org/partnership/events](http://www.sans.org/partnership/events)

## Formal Commitment Partnership Pricing

*(Sponsor must guarantee the minimum for each tier)  
(Pricing below is valid for SANS OnSite & Simulcast deliveries)*

### Long Course Pricing (avg. Long tuition \$6,210)

Minimum # of Students	Tuition Discount	Tuition per student	Minimum Payment to SANS	Add GIAC
200	<b>67%</b>	\$2,050	\$410,000	\$729
100	<b>63%</b>	\$2,300	\$230,000	\$729
65	<b>60%</b>	\$2,475	\$160,875	\$729

### Short Course Pricing (avg. 1-Day tuition \$1,370)

Minimum # of Students	Tuition Discount	Tuition per Student per Day	Minimum Payment to SANS
200	62%	\$525	\$105,000
100	58%	\$575	\$57,500

## Simulcast Partnership Rules of Engagement

*(This model enables SANS to drop the course fees as much as 66% per student.)*

- **For classes with a formal commitment (PO):**
  - Pricing will be based upon contractual (PO) commitments
  - Sponsor location must commit to a minimum of 65 students
- **Cancellation Policy for all classes (total enrollment must meet criteria below):**
  - 50% of commitment level by 6 weeks before start of class.
  - 75% of commitment level by 4 weeks before start of class.
  - 100% of commitment level by 2 weeks before start of class.

**SANS Partnership Series**

[www.sans.org/partnership](http://www.sans.org/partnership)

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# Partnership Series FAQs (CONTINUED)

## Can SANS Handle Registration for the Tuition & GIAC Certification?

**Yes!** Please discuss with your account manager.

## How Should I Promote My Partnership Class?

The marketing and promotion of the class is up to the client. SANS recommends that you send out invitations at least four months in advance of the class. SANS will include your class on our website at [www.sans.org/partnership/events](http://www.sans.org/partnership/events). Make sure to reach out to state and local governments, including state and local law enforcement and K-12. For the EDU marketplace, we recommend you contact EDUCAUSE ([www.educause.edu](http://www.educause.edu)) for additional promotion ideas, weblinks, and possible e-mails to their members.

## I Don't Have Enough Students to Host a Partnership Series. Do You Have Other Options?

**Yes!** You should first try to partner with other eligible organizations to reach the required numbers. For example, other EDU, state, and local government organizations in your area might send people to your class. Also, check online at [www.sans.org/partnership/events](http://www.sans.org/partnership/events) for special EDU online offerings.

## I Am Just One Student. Do You Have Any Options For Me On SANS Training?

**Yes!** You can attend any SANS Partnership Simulcast as an individual attendee. Check out our Partnership website ([www.sans.org/partnership/events](http://www.sans.org/partnership/events)) for available classes. Also, the SANS Work Study Program offers you the opportunity to work as a facilitator at a SANS event and in return receive a SANS education for a nominal fee. See [www.sans.org/security-training/volunteer.php](http://www.sans.org/security-training/volunteer.php).

*"The SANS EDU (Partnership) training has helped us to get quality security training for our IT staff. Educational institutions simply can't afford to send the majority of their IT staff for training. The SANS EDU program gives us a way to solve this difficult problem. In addition, the staff who received the training are also preparing to take the GIAC certification exams. We were able to save approximately \$144,585 in training costs under this program. Since the SANS EDU training is open to any higher ed, K-12, state and local law enforcement, the Commonwealth of Virginia was able to save approximately \$332,775 in training costs. Better trained IT staff means more secure systems and networks. The staff receive quality training that enhances their professional experiences. Everyone wins."*

-RANDY MARCHANY, VIRGINIA TECH



## GIAC CERTIFICATION

A GIAC certification confirms that an individual meets a minimum standard. The mission of GIAC is to provide assurance to employers their people and prospective hires can actually do the job. To accomplish this mission, GIAC goes beyond theory and terminology and tests the pragmatics of audit, security, operations, and management tasks.

*"We rely on GIAC certifications to ensure that job candidates are genuine experts in specific IT subject areas. We want to know that our employees can do more than talk about security. We want to know that they have the hands-on skills to implement and maintain state-of-the-art security at our facilities."*

*GIAC certified professionals are best-of-breed engineers who have proven that they have the hands-on skills it takes to keep us safe in a dangerous world."*

-PETER LEIGHT

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