SANS

Partnership Series

www.sans.org/partnership

Information Security Training

View list of current of partnership classes:
www.sans.org/partnership/events

Book a class today, contact us at:
Jay Armstrong – 614.543.0357
jarmstrong@sans.org

Your Location!
Your Schedule!
Lower Cost!

The SANS Partnership Series is an outreach program created to provide highly discounted training to support constituencies that have:

1. A clear impact on national security
2. Large numbers of information security practitioners
3. Budget constraints that limit access to necessary training

Program participants receive quality SANS education at discounts of up to 67% per student.

Who is Eligible to Host or Attend a SANS Partnership Series Class?

Educational Institutions - Any faculty or staff from an accredited educational institution, including colleges, universities, technical training institutes and K-12 schools.

Law Enforcement - Law enforcement members at the state and local level.

State and Local Government - Any US state or local government employees.

Can Other Organizations (Federal & Industry) Attend These Classes?

Yes! They may attend and will count toward your minimum required number of students. However, federal government and industry employees are not eligible for the partnership discount and will be required to pay list price.

SANS is the leading provider of information security training and the trusted source for information security certification and research. Part of the SANS mission is to ensure that information security practitioners in critical organizations have the skills needed to protect national security.

The SANS Promise

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

SANS Training Delivery Methods

On Site Classroom Training

You may already be aware of the SANS Partnership Series (PS) classes scheduled throughout the country at various institutions. You may have even attended one or more of these classes. The traditional Partnership model allows a sponsor (host) to purchase a SANS 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 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.

For a current list of Partnership Series offerings, visit
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 $6,610)

Minimum # of Students	Tuition Discount	Tuition per student	Minimum Payment to SANS	Add GIAC
200	**67%**	$2,180	$436,000	$769
100	**63%**	$2,445	$244,500	$769
65	**60%**	$2,645	$171,925	$769

Short Course Pricing
(avg. 1-Day tuition $1,320)

Minimum # of Students	Tuition Discount	Tuition per Student per Day	Minimum Payment to SANS
200	58%	$565	$105,000
100	54%	$610	$57,500

Simulcast Partnership Rules of Engagement
(This model enables SANS to drop the course fees as much as 67% 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 8 weeks before start of class.
  - 75% of commitment level by 5 weeks before start of class.

Partnership Series FAQs

What Is Included?

SANS provides the following items:
- Instruction by a certified SANS faculty member
- Official SANS course materials for the class
- Archives of Simulcast classes are available to students for four months
- Certificates of completion
- Instructor travel and lodging within the continental US
- Toolkits for all hands-on classes
- Registration management
- Student evaluations

What Does My Organization Need to Provide?

- Marketing to Partnership constituents
- If hosting (classroom), provide a quality learning environment for student and proper audio/video for SANS Instructor.
- Suitable classroom facility with access for PCs or laptop power for students (students or facility provides laptops)
- Verify roster ahead of class. The sponsor is responsible for verifying that students are from eligible Partnership constituents.
- A facilitator who can assist the instructor with technical issues during hands-on sessions
- Reliable network connection to the Internet with high bandwidth and low latency
- Conference management/service fees

What Additional Fees Need To Be Covered By My Organization?

None, unless you want to cover the cost of student GIAC certification attempts and/or OnDemand. Contact us for special rates.

Do We Need to Provide Any Help (Facilitator) for our Partnership Class?

Yes! You will need to provide a facilitator to be the instructor's extra pair of hands for your site, helping with courseware distribution, lab exercises, etc. With 65 paid students, your facilitator can participate in the class for free. For large classes, additional facilitator help may be required.

How Much Can I Charge?

Since clearly this is a service to the community, you want to keep expenses on the low end. We realize you have additional expenses that should be factored into your budget. Those additional expenses include:
- Room Rental
- Refreshments/Breaks
- Marketing/Promotional Expenses

On average, a typical hosting organization charges an extra $100-$150 per student.

Can I Utilize Corporate Sponsors to Off-Set My costs?

Yes! Our only requirement is that you do not advertise the event as though SANS, a vendor-neutral organization, endorses any of the corporate sponsors.

Can My Attendees Go For GIAC Certification

Yes! It will be possible for attendees to choose certification. The current cost is $729 per student. Students have four months to complete the certification process. For more information on GIAC Certification, please go to **www.giac.org**.

Can Our Organization Handle Registration for Tuition & GIAC Certification

Yes! SANS requires a list of attendees prior to class so we can process the certificates of completion and send e-mail details on how to register for GIAC Certification. SANS will need the student's name, e-mail address, work address, and work phone to process the information. SANS does not sell mailing lists and will use this information for registration purposes only.

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**. 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**) 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** 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**) 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**.

"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