





# Partnership Series FAQs

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SANS provides the following items:

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t %O%DP%TFNBUFS%GPSUIFD%

t Archives of Simulcast classes are available to students for four months

t %FSU%BUFTPGDPN%U%

t %TUS%UPSUSBW%F%O%H%I%UIF continental US

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t %IPTU%HD%TTSPN%PW%BSO%HFOW%PONFOU for student and proper audio/video for SANS Instructor.

t %4BC%DTTSPNGBD%IBDDFTTGPS1\$TPS%P%SGPSTU%OUT (students or facility provides laptops)

t %7FS%PTUFSBIF%GD%TT5IFT%OTPS%SFT%OT%GPSWFS%HUIBU students are from eligible Partnership constituents.

t %BD%BU%SP%DBO%TT%UUIF%TUS%UPS%IUFDIO%BT%T%O%H hands-on sessions

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**POF** unless you want to cover the cost of student GIAC certification attempts and/or OnDemand. Contact us for special rates.

## %P8F/FF%P1SPW%O%F%O%BU%PS%G%P%1BSUOFSTI%TT

:FT 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 paid students, your facilitator can participate in the class for free. For large classes, additional facilitator help may be required.

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expenses that should be factored into your budget. Those additional expenses include:

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

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

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:FT 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 %DPSH.

## \$BOOur 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 %UB%PO

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phone to

process the information. SANS does not sell mailing lists and will use this information for registration purposes only.

# 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/partnerships/sled/events](http://www.sans.org/partnerships/sled/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/partnerships/sled/events](http://www.sans.org/partnerships/sled/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/partnerships/sled/events](http://www.sans.org/partnerships/sled/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