



MULTI-STATE
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A DIVISION OF



CENTER FOR
INTERNET SECURITY

REN-ISAC

MS-ISAC and SANS Partnership Agreement for Security Training
Securing the Human (Online Video Awareness Training)

45 day aggregate buy commitment window
May 1 – June 15, 2011

During this window, all purchases by state, local, territory and educational entities will be aggregated to achieve the maximum volume discount of :

\$1.15/seat (one year license)
based on an aggregate of 200,000 seats

The online video security awareness training has 19 modules (total time is 55 minutes):



Module demos are available at:
<http://www.securingthehuman.org/services/demo-training-lab>

Commitment and Purchase

To participate in the aggregate buy, each purchasing entity must supply a letter of intent to MS-ISAC with the number of seats guaranteed and signed by an authorized purchaser by June 15, 2011. Letters of intent should include:

- # of initial year seat licenses
- # of Maintenance seats (2nd year)
- Payment method that will be used: PO, check request, credit card
- Point of Contact information for delivery and administration (name, title, address, phone, email, fax)
- Billing Contact Information (if different than Point of Contact)

Send Letter of Intent to: MS-ISAC, 31 Tech Valley Drive Suite 2, East Greenbush, NY 12061 or email to info@msisac.org or fax to 518-283-3216.

If less than 200,000 aggregated seats are guaranteed by June 15, 2011:

MS-ISAC will go back to purchasing entities with higher price to determine if entities still want to participate

- 150,000-199,999 - \$1.25/seat
- 100,000-149,999 - \$1.40/seat

An additional 45 days are allowed to process payment/PO to SANS. All payments due by July 30, 2011. Further information regarding submitting payment will be sent to all those that guarantee purchases.

Maintenance Aggregate Pricing

Maintenance licenses are also aggregated.

Entities have the option to buy an additional year of maintenance (essentially a 2nd year license).

Although it is expected that over 200,000 initial seats will be reached, all entities may or may not purchase maintenance so maintenance pricing is less guaranteed.

If over 200,000 annual maintenance seat licenses are purchased, then the 2nd year purchased with the initial license will be \$.58/seat/year (50% seat discount).

If less than 200,000 annual maintenance seat license are purchased, cost will increase as follows:

- E.g. If 200,000 aggregate base seats are purchased but only 50,000 maintenance year seats, maintenance will = \$.75/seat
- E.g. If 200,000+ aggregate base seats are purchased but only 8,000 maintenance year seats, maintenance will = \$1.15/seat (maint. will not exceed base year pricing)

If maintenance is purchased later: 40% seat discount off future year pricing **NOT EXCEED base year price (\$1.15/seat)**

Bottom Line: annual maintenance may range between \$.58 - \$1.15/seat

Purchases outside of Aggregate Buy Window

Entities can purchase outside of the aggregate buy at the following partnership pricing through 12/31/11:

# of Seats	Price/Seat	# of Seats	Price/Seat
9,000 minimum	\$2.75	50,000	\$1.50
20,000	\$2.00	100,000	\$1.40
30,000	\$1.67	150,000	\$1.25
40,000	\$1.55	200,000	\$1.15

About Securing the Human

- Mapped to the 20 Critical Controls Framework
- Updated at least TWICE annually to ensure that the latest threat vectors are addressed. Notified by monthly email.
- Organizations can host:
 - On their own Learning Management System (LMS)
 - Use the SANS VLE (hosted LMS)
- Training is SCORM-compliant
- Training can be branded for your organization
- Training is Federal 508 compliant (ADA Requirement)
- Organization's administrator can select required modules and whether assessment (test questions at end of each module) is required and what is required to pass
- Administrator capabilities
 - Adding/deleting students
 - Students Completion/Assessment Status and Tracking
- Support Materials are available to reinforce training – extra cost

Demo accounts are available for each entity:

- One administrator account and three user accounts
- Email: info@msisac.org
 - Include: Identify state/local/territory/educational entity, name of administrator with their email and phone

Live webcast regarding the program offering:

On May 4th at 1:00pm EDT REN-ISAC will host a webcast for educational institutions. Persons from REN-ISAC, MS-ISAC, and SANS will be available for Q&A.

Information regarding the webcast can be found at:
<http://www.ren-isac.net/programs/sth2011/>