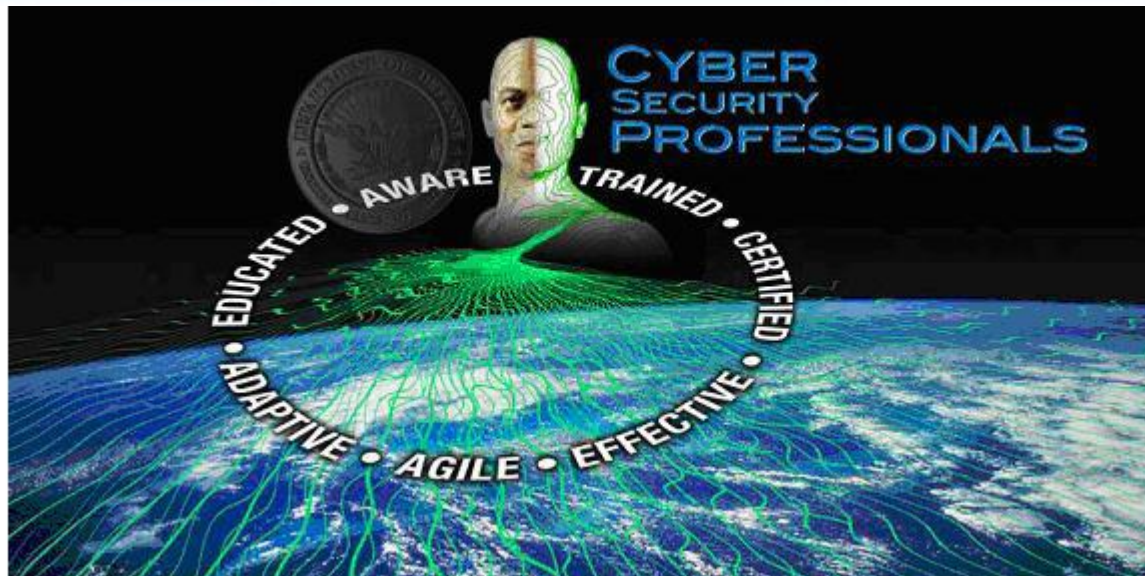


SECURE  
INTERNET OF THINGS CODING NETWORKING  
SECURITY AWARENESS  
**CYBERSECURITY** DATA PRIVACY  
CLOUD IT SERVICE MANAGEMENT  
VIRTUALIZATION  
MOBILE PROGRAMMING

≥ **LO-CON17**

# Serving Certifications to Federal & Govt Markets



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# Presentation Overview

- 30 minutes: 20-25 min talk time, 5-10 min Q&A
- Topics
  - Understanding US DoD 8140, 8570 and 8570.01-M
  - Who must comply with these directives?
  - What certifications fall under this umbrella?
  - Marketing opportunities at all levels of government
  - Where the CFR fits into this picture
  - Further resources & information

# Understanding US DoD 8140, 8570 and 8570.01-M

- On 8/11/2015, [8140 DoD Directive](#) went into effect
- 8140 replaces 8570, still uses 8570.01-M
- Defines specific IT certifications that DoD employees and contractors must possess to occupy specific job positions
- Documented in [DoD Approved 8570 Baseline Certs](#)
  - Covers positions at 3 levels, across up to 5 categories
  - 25 specific certifications named
  - Various positions mandate 1 or more certs

# 8570.01-M Approved Baseline Certs

Table AP3.T2 Approved Baseline Certifications		
IAT Level I	IAT Level II	IAT Level III
A+ CE CCNA-Security Network+ CE SSCP	CCNA Security GICSP GSEC Security+ CE SSCP	CASP CE <del>CCNP</del> Security CISA CISSP (or Associate) GCED GCIH
IAM Level I	IAM Level II	IAM Level III
CAP GSLC Security+ CE	CAP CASP CE CISM CISSP (or Associate) GSLC	CISM CISSP (or Associate) GSLC
IASAE I	IASAE II	IASAE III
CASP CE CISSP (or Associate) CSSLP	CASP CE CISSP (or Associate) CSSLP	CISSP-ISSAP CISSP-ISSEP
CSSP Analyst	CSSP Infrastructure Support	CSSP Incident Responder
CEH <del>CFR</del> GCIA GCIH GICSP SCYBER	CEH GICSP SSCP	CEH <del>CFR</del> <del>CSH</del> GCFA GCIH SCYBER
CSSP Auditor	CSSP Manager	
CEH CISA GSNA	CISM CISSP-ISSMP	

Source: [IASE DoD Approved Baseline Certifications](#)

# In the Baseline Chart?

- Acronyms

IA	Information Assurance
IAT	IA Technical
IAM	IA Management
IASAE	IA System Architects & Engineers
CSSP	Cybersecurity Service Provider

- Certifications

- Logical Operations: CFR
- CompTIA: A+, Security+, Network+, CASP
- Cisco: CCNA-Security, CCNP-Security
- EC-Council: CEH
- ISACA: CISA, CISM
- ISC-squared: CAP, SSCP, CISSP, ISSAP, ISSEP, ISSMP
- SANS GIAC: GCIA, GCED, GCFA, GCIH, GICSP, GSEC, GSLC, GSNA

- Items in Green = [Best InfoSec Certs for 2017](#) (Tom's IT Pro)

# Who must comply?

- The DoD Workforce
  - All branches of the military (DoD)
  - All contractors who work for “DoD Components”
- IA functions focus on development, operation, mgmt. & enforcement of security capabilities for systems & networks.
- Who else plays on this field?
  - Security providers
  - Consulting companies
  - Other governments: state, county, municipal

# Marketing Opportunities

- Training for DoD employees and contractors
  - Classroom, instructor-led training
  - Online self-paced & instructor-led training
- Training delivery
  - Learning Management System content and services
  - Textbooks, study guides, drill and practice materials
  - Hands-on labs and practical exercises
  - Practice exams and simulations
  - Expert Q&A and student support
- Enabling tools and technologies
  - Simulated attack and incident response mgmt.
  - Learning management, monitoring & support
  - Virtual labs and simulations
  - Mobile apps for content delivery, drills, practice tests and more



# DoD IA Market Data

- Number of [IA jobs in DoD](#) = ~ 95,000\*
- Equal number in contractor workforce
- Other compliant jobs in USA also roughly equal
- Total: around 300K IA jobs that REQUIRE one or more of the 8570 certifications
- Cyber Security market is projecting major labor & skills shortages
  - [Forbes](#): 200K-plus jobs unfilled in US (2016)
  - Shortfall could reach 1M jobs by 2020 in USA alone
- US CyberSecurity budget for FY 2017: \$19B\*\*

\*Federal News Radio "[Navy takes on demand side of cyber workforce](#)" 9/9/16;  
[Active Duty Military Personnel by Branch](#)

\*\*Forbes "[The Fast-Growing Job with a Huge Skills Gap: Cyber Security](#)" 5/16/17; "[One Million Cybersecurity Job Openings in 2016](#)" 1/2/16

# Where to Market?

- DoD & Feds: Military, CIA, NIST, technical agencies
- Contractors: [Government Contractor Directory](#)
- State Governments: IT or IR Agencies/Departments
  - Opportunities for reskilling under- or unemployed residents
- County and Municipal: Ditto above
- Colleges and Universities: Community colleges & up
- Direct marketing to current and aspiring IT pros

# Best Opportunities: SSOs

- SSO = Security Services Organizations
- Primary types
  - In-house groups/departments
  - Security Services Providers
- DoD
  - [DISA](#), [DHS](#), [FBI CyberCrime](#), [DoD CIO](#), [US Strategic Command](#), [NSA](#), [Defense Cyber Crime Center](#), [CSIAC](#)
- Security Services Providers
  - [Beltway Bandits](#): [SAIC](#), [CACI](#), [DynCorp](#), [Omniplex World Services](#), [DXC Technology](#), [ManTech](#)
  - Aerospace: [Northrup Grummond](#), [Lockheed Martin](#), [GD](#), [Boeing](#), [GE](#)
  - Big 4 Accounting firms: [Deloitte](#), [PwC](#), [KPMG](#), [E&Y](#)
  - MSSPs: list from [CyberSecurity ventures](#)

# Where CFR Fits

- Certified First Responder
- Qualifies for CSSP Analyst, CSSP Incident Responder
- More senior, demanding positions
  - Analyst deals with examining, interpreting and implementing security policy and technical controls
  - Responder deals with security incidents as they occur, and works through to resolution and remediation
- Strongest competition is the Certified Ethical Hacker (CEH), but SANS GIAC certs also strong
- Best opportunities within dedicated security service organizations (in-house & service providers)

# More Resources & Info

- DISA IA Support environment [home](#)
- [DoD 8570 IA Workforce Improvement Program](#)
- [DoD 8570 Approved Baseline Certifications](#)
- TechTarget: [InfoSec & CyberSec Certification Survey \(2017\)](#)
- Tom's IT Pro: [Best InfoSec Certs for 2017](#) (2018 Nov)
- Ed Tittel's [IT Certification Success](#) (free eBook from Pearson Publishing)

# Q&A

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