Agenda

Introductions

PCI SSC Basics

PCI SSC Training Overview

Course Descriptions

2011 Training Calendar
About the Council

Open, global forum

Founded 2006

Responsible for PCI Security Standards

• Development
• Management
• Education
• Awareness
PCI Security Standards

Payment Card Industry Security Standards
Protection of Cardholder Payment Data

Ecosystem of payment devices, applications, infrastructure and users
Ground Rules

**PCI SSC....**

- Is an Independent Industry Standards body
- Manages the technical and business requirements for how payment data should be stored and protected
- Maintains List of Qualified PCI Assessor Community
  - QSAs, ASVs, PA-QSA and PED Labs

**PCI SSC Does Not...**

- Manage or Drive Compliance
  - Each brand continues to maintain its own compliance programs
- Identify stakeholders that need to validate compliance
- Create definitions of Validation Levels
- Enforce fines and fees
PCI SSC Training Overview
What is PCI SSC Training?

The PCI Security Standards Council’s mission is to enhance payment account data security by driving education and awareness of the PCI Security Standards.

• The Council is committed to providing educational opportunities for all global stakeholders across the payment ecosystem, to increase payment security.

• PCI SSC training programs arm merchants and service providers with the knowledge, skills and tools to facilitate the process of compliance and secure payment card data.
PCI SSC Training Overview

Meet Our Trainers

D. Timothy Hartzell CISSP, CISM, PCI SSC Lead Standards Trainer
Mr. Hartzell has more than 30 years experience in the information technology Industry, with a focus in payment card security. Hartzell holds industry Qualifications including CISSP and CISM, and is a member of and speaker at events held by ISACA and ISSA. He has an Associate Degree in Electronics Technology, a BS in Electrical Engineering, and a Masters of Business Administration.

Arthur B. Cooper Jr. “Coop”, PCI SSC Standards Trainer
Mr. Cooper has more than 33 years of experience in the information technology industry with a focus in e-Commerce, the PCI-Data Security Standard (DSS), payment application assessments, forensics investigations, compliance security assessments, development of secure network architectures, risk management programs, security governance initiatives, and managing regulatory compliance. Cooper has been a consultant to some of the largest retail companies and financial institutions worldwide, and has also served as a lead architect, engineer, and liaison for U.S. government and U.S. Air Force organizations.

"I must congratulate the Council on their selection of Tim as the trainer. His skill in presenting the material in a down to earth fashion, accompanied by his ability to keep the class focused on the content of the material was exceptional. I would recommend this class to others in my organization and doubly so, if I knew Tim was to be the trainer." Andrew Bickham, Nestle

‘Art Cooper provided very good instruction giving real world examples to back up the official training syllabus. He also made the learning fun without drifting off course. I would happily sit on a course with him as instructor again.” Jeff Bennison, Boxingorange.com
PCI SSC Training Overview

Core Offerings

• Qualified Security Assessor (QSA)
• Payment Application Qualified Security Assessor (PA-QSA)
• Internal Security Assessor (ISA)
• Approved Scanning Vendor (ASV)
• PCI Awareness
PCI SSC Training Overview

What’s New in 2011?

• PCI Awareness training!
• Greater flexibility with online course offerings
• Hybrid online/instructor-led QSA and ISA trainings
• More opportunities to network with peers and share best practices
• Relevant material targeted to your level of understanding
<table>
<thead>
<tr>
<th>Course</th>
<th>QSA</th>
<th>PA-QSA</th>
<th>ASV</th>
<th>ISA</th>
<th>Awareness</th>
</tr>
</thead>
<tbody>
<tr>
<td>Audience</td>
<td>• Security professionals at QSA companies</td>
<td>• Security professionals at PA-QSA companies</td>
<td>• Security professionals at ASV companies</td>
<td>• Internal security assessment staff at large merchants, acquiring banks and processors</td>
<td>• Anyone interested in learning more about PCI</td>
</tr>
<tr>
<td>Format</td>
<td>• Four hour online pre-requisite course with exam</td>
<td>• Two day instructor-led class with exam</td>
<td>• Seven hour online course with exam</td>
<td>• Four hour online pre-requisite course with exam</td>
<td>• Four hour online course; OR</td>
</tr>
<tr>
<td></td>
<td>• Two day instructor-led class with exam</td>
<td>• Employment at PA-QSA company</td>
<td>• Employment at an ASV company</td>
<td>• Employment at ISA company</td>
<td>• One day instructor-led class</td>
</tr>
<tr>
<td></td>
<td>• Employment at QSA company</td>
<td>• Relevant knowledge, experience &amp; certifications</td>
<td>• Relevant knowledge, experience &amp; certifications</td>
<td>• Relevant knowledge, experience &amp; certifications</td>
<td>• No previous knowledge required</td>
</tr>
<tr>
<td></td>
<td>• Relevant knowledge, experience &amp; certifications</td>
<td>• Online course and exam</td>
<td>• Must have completed two PCI DSS assessments</td>
<td>• Online course and exam</td>
<td>• Course caters to those who need to meet compliance with PCI DSS</td>
</tr>
<tr>
<td></td>
<td>• Online course and exam</td>
<td>• Certified to conduct QSA assessments</td>
<td>• Certified to conduct ASV scanning services</td>
<td>• Drive and maintain PCI DSS compliance for organization</td>
<td>• Foundation of PCI knowledge</td>
</tr>
<tr>
<td>Goal/ Benefit</td>
<td>• Certified to conduct QSA assessments</td>
<td>• Certified to conduct PA-QSA assessments</td>
<td>• Certified to conduct ASV scanning services</td>
<td>• Drive and maintain PCI DSS compliance for organization</td>
<td></td>
</tr>
<tr>
<td>Price per person</td>
<td>$2,000 USD*</td>
<td>$1,250 USD*</td>
<td>$995 USD*</td>
<td>PO $1,495 USD *</td>
<td>Instructor-led $995*</td>
</tr>
<tr>
<td>(*may vary by location, plus any applicable VAT)</td>
<td></td>
<td></td>
<td></td>
<td>Non PO $2,595 USD*</td>
<td>Online 1-24 people $495; 25-99 people $395; 100+ people $295*</td>
</tr>
</tbody>
</table>
The QSA training program, for security professionals at QSA companies, is comprised of a four hour online pre-requisite course and exam followed by a two day instructor-led course and exam. Successful completion of both results in QSA certification.

**Online pre-requisite course curriculum covers:**
- Understanding the Payment Card Industry Security Standards Council and its role
- Defining the processes involved in card processing
- PCI roles and responsibilities
- Understanding cardholder data
- Defining network segmentation
- PCI DSS assessments

**Instructor-led course covers:**
- What is PCI and what does it mean to companies that must meet compliance with the DSS?
- How the credit card brands differ in their validation and reporting requirements
- PCI Data Security Standard (DSS)
- PCI Hardware and Communications Infrastructure
- PCI Reporting
- Real world examples

*To begin the process go to:*
https://www.pcisecuritystandards.org/documents/qsa_validation_requirements.pdf
The PA-QSA training program, for security professionals at PA-QSA companies, comprises an in-depth two day instructor-led course and exam. Successful completion results in PA-QSA certification.

Instructor-led course curriculum covers:
• PCI and brand specific requirements
• Payment Application – Data Security Standard (PA-DSS)
• PA-DSS testing laboratory
• PA-DSS reporting

To begin the process go to:
https://www.pcisecuritystandards.org/documents/pci_qsa_validation_requirements_pa-qsa_supplement.pdf
The ISA training program, for internal security assessment staff at ISA sponsor companies, is comprised of a four hour online pre-requisite course and exam covering PCI fundamentals followed by an in-depth two day instructor-led course and exam. Successful completion results in ISA qualification and PCI DSS ISA certificate.

Online pre-requisite course curriculum covers:
- Understanding the Payment Card Industry Security Standards Council and its role
- Defining the processes involved in card processing
- PCI roles and responsibilities
- Understanding cardholder data
- Defining network segmentation
- PCI DSS assessments

Instructor-led course curriculum covers:
- What is PCI and what does it mean to companies that must meet compliance with the DSS?
- How the credit card brands differ in their validation and reporting requirements
- PCI Data Security Standard (DSS)
- PCI Hardware and Communications Infrastructure
- PCI Reporting
- Real world examples

To begin the process go to: https://www.pcisecuritystandards.org/documents/isa_validation_requirements_v1.1.pdf
## Difference Between ISA and QSA

<table>
<thead>
<tr>
<th>Difference</th>
<th>ISA</th>
<th>QSA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Limitation of Validation</td>
<td>Can not perform assessments external to Sponsor Company</td>
<td>Can not validate any entity with which they are invested</td>
</tr>
<tr>
<td>Demonstration of experience</td>
<td>Sponsor Company attests that the ISA is adequately qualified and receives appropriate training</td>
<td>QSA Company attests to qualifications and provides demonstrates proof by submission of resumes, CPEs, and background checks</td>
</tr>
<tr>
<td>Sponsor requirements</td>
<td>Sponsor Company must verify criteria and attest Validation Requirements are met</td>
<td>QSA must attest to Validation Requirements and demonstrates required insurance, and security firm experience, etc</td>
</tr>
<tr>
<td>Quality Assurance</td>
<td>Internal QA program only by the Sponsor</td>
<td>Required internal QA program and SSC sampling</td>
</tr>
</tbody>
</table>
PCI SSC 2011 Training

Re-qualifications

Re-qualification for ISA, QSA, PA-QSA

- **Who**: ISA, QSA, PA-QSA
- **What**: Annual re-qualification
- **Why**: Necessary to maintain qualified status
- **When**: 1st-14th and 15th-28th of each month, starting at the end of February 2011
- **How much?**
  - QSA - $1250 USD
  - PA-QSA - $995 USD
  - ISA - $995 USD
The ASV training program, for staff and security personnel of Approved Scanning Vendor companies, is an in-depth seven hour online course that delves into the PCI DSS requirements and ASV scan testing procedures.

Online course curriculum covers:
- PCI DSS program overview
- Payment card industry terminology and relationships
- Compliance validation, requirements and process
- Roles and responsibilities, ASV overview and quality assurance
- General requirements for scanning
- Scan reporting
- Scanning vendor testing and approval process

Registrants also have the opportunity to examine case studies that provide a simulation of assessment scenarios that may aid them in solving common problems found during their own assessments.

Registration for this course is planned to open in March 2011 – please check our website for more information
The PCI Awareness program is for anyone interested in learning more about PCI, with a focus on those individuals working for organizations that must meet compliance with PCI DSS. The course is offered as a one day instructor-led training and additionally will be released in April as a four hour online course.

This course offers an opportunity for companies to provide general PCI training across multiple functional areas to ensure a universal understanding of PCI compliance.

Course curriculum covers:
• What is PCI and what does it mean to a company that must meet compliance with the PCI Data Security Standard?
• Roles and responsibilities of the key stakeholders in the compliance process
• Overview of the infrastructure used by organizations to accept payment cards and communicate with the verifications and payment facilities
• Real world examples of PCI challenges and successes

To register please visit: https://www.pcisecuritystandards.org/training/non_certification_training.php
PCI SSC Training – Global Offerings

- QSA Toronto
  - PA-QSA Toronto
  - ISA Toronto
  - PCI Awareness Toronto
- ISA San Francisco
  - PCI Awareness San Francisco
- QSA San Diego
  - ISA San Diego
- QSA Scottsdale
  - PA-QSA London
  - ISA London
- QSA Orlando
  - PA-QSA Orlando
  - ISA Orlando
- QSA Pittsburgh
  - PCI Awareness Pittsburgh
- QSA London
  - PA-QSA London
  - ISA London
  - PCI Awareness London
- QSA Sydney
  - PCI Awareness Sydney

Online PCI Awareness training available anytime!
## PCI SSC Training Calendar

<table>
<thead>
<tr>
<th></th>
<th>FEB</th>
<th>MAR</th>
<th>APR</th>
<th>MAY</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>QSA</strong></td>
<td><strong>15-16, Orlando, FL</strong></td>
<td><strong>7-8, London, UK</strong></td>
<td><strong>11-12, Orlando, FL</strong></td>
<td><strong>16-17, San Diego, CA</strong></td>
</tr>
<tr>
<td></td>
<td><strong>24-25, Denver, CO</strong></td>
<td><strong>28-29, Sydney, Aus.</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>PA-QSA</strong></td>
<td><strong>17-18, Orlando, FL</strong></td>
<td><strong>14-15, London, UK</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>ISA</strong></td>
<td><strong>16-17, San Francisco, CA</strong></td>
<td><strong>9-10, London, UK</strong></td>
<td><strong>13-14, Orlando, FL</strong></td>
<td><strong>13-14, San Diego, CA</strong></td>
</tr>
<tr>
<td><strong>PCI Awareness</strong></td>
<td><strong>18, San Francisco, CA</strong></td>
<td><strong>11, London, UK</strong></td>
<td><strong>Re-qualifications</strong></td>
<td><strong>1-14 online</strong></td>
</tr>
<tr>
<td></td>
<td><strong>Re-qualifications</strong></td>
<td></td>
<td></td>
<td><strong>15-28 online</strong></td>
</tr>
<tr>
<td></td>
<td><strong>1-14 online</strong></td>
<td></td>
<td><strong>1-14 online</strong></td>
<td><strong>15-28 online</strong></td>
</tr>
<tr>
<td></td>
<td><strong>15-28 online</strong></td>
<td></td>
<td><strong>Re-qualifications</strong></td>
<td></td>
</tr>
</tbody>
</table>

*All information subject to change

**Online Awareness training available anytime!**
### PCI SSC Training Calendar

<table>
<thead>
<tr>
<th></th>
<th>JUN</th>
<th>JUL</th>
<th>AUG</th>
<th>SEPT</th>
</tr>
</thead>
<tbody>
<tr>
<td>QSA</td>
<td>TBD, Denver, CO</td>
<td>TBD, Toronto, Canada</td>
<td>TBD, Boston, MA</td>
<td>TBD, Scottsdale, AZ, (NA CM)</td>
</tr>
<tr>
<td>ISA</td>
<td>TBD, Denver, CO</td>
<td>TBD, Toronto, Canada</td>
<td>TBD, Boston, MA</td>
<td>TBD, Scottsdale, AZ, (NA CM)</td>
</tr>
<tr>
<td></td>
<td><strong>Re-qualifications</strong></td>
<td><strong>Re-qualifications</strong></td>
<td><strong>Re-qualifications</strong></td>
<td><strong>Re-qualifications</strong></td>
</tr>
<tr>
<td></td>
<td>1-14 online</td>
<td>1-14 online</td>
<td>1-14 online</td>
<td>1-14 online</td>
</tr>
<tr>
<td></td>
<td>15-28 online</td>
<td>15-28 online</td>
<td>15-28 online</td>
<td>15-28 online</td>
</tr>
<tr>
<td></td>
<td><strong>Online Awareness</strong></td>
<td><strong>Online Awareness</strong></td>
<td><strong>Online Awareness</strong></td>
<td><strong>Online Awareness</strong></td>
</tr>
<tr>
<td></td>
<td>TBD, Toronto, Canada</td>
<td>TBD, Boston, MA</td>
<td>TBD, Boston, MA</td>
<td>TBD, Scottsdale, AZ, (NA CM)</td>
</tr>
<tr>
<td></td>
<td><strong>Re-qualifications</strong></td>
<td><strong>Re-qualifications</strong></td>
<td><strong>Re-qualifications</strong></td>
<td><strong>Re-qualifications</strong></td>
</tr>
<tr>
<td></td>
<td>1-14 online</td>
<td>1-14 online</td>
<td>1-14 online</td>
<td>1-14 online</td>
</tr>
<tr>
<td></td>
<td>15-28 online</td>
<td>15-28 online</td>
<td>15-28 online</td>
<td>15-28 online</td>
</tr>
</tbody>
</table>

*All information subject to change

New classes added throughout the year based on demand

Online Awareness training available anytime!
## PCI SSC Training Calendar

<table>
<thead>
<tr>
<th>OCT</th>
<th>NOV</th>
<th>DEC</th>
</tr>
</thead>
</table>
| **QSA**  
  •European Community Meeting *(TBD)* | Preparing 2012 Training | Preparing 2012 Training |
| **PA-QSA**  
  •European Community Meeting *(TBD)* |  |  |
| **ISA**  
  •European Community Meeting *(TBD)* |  |  |
|  
  •Re-qualifications  
  •1-14 online  
  •15-28 online |  |  |

*All information subject to change*

---

**Online Awareness training available anytime!**
Training FAQ

• What is a ISA sponsor company? How do I become one?
• Do I have to work for a QSA company to attend QSA Training?
• If my qualification (ISA, QSA, PA-QSA) expiration date has come and gone, can I re-qualify online?
• If I passed the Internal Security Assessor Training and then leave my Sponsor company, is my Internal Security Assessor qualification transferable?
• Does the three year rolling period for maintaining a minimum of 120 CPE hours refer to calendar years or the 12 months in between renewing a qualification?
• Can PCI SSC come to my company’s location and host a training session for just my employees?

Please visit our website at www.pcisecuritystandards.org
Training Resources

- **Council Training page** [https://www.pcisecuritystandards.org/training/index.php](https://www.pcisecuritystandards.org/training/index.php)
- **Approved Lists**
  - QSA: [https://www.pcisecuritystandards.org/approved_companies_providers/qsa_companies.php](https://www.pcisecuritystandards.org/approved_companies_providers/qsa_companies.php)
  - PA-QSA: [https://www.pcisecuritystandards.org/approved_companies_providers/payment_application_qsas.php](https://www.pcisecuritystandards.org/approved_companies_providers/payment_application_qsas.php)
  - ASV: [https://www.pcisecuritystandards.org/approved_companies_providers/approved_scanning_vendors.php](https://www.pcisecuritystandards.org/approved_companies_providers/approved_scanning_vendors.php)
- **Validation Requirements**
  - QSA: [https://www.pcisecuritystandards.org/documents/qsa_validation_requirements.pdf](https://www.pcisecuritystandards.org/documents/qsa_validation_requirements.pdf)
  - PA-QSA: [https://www.pcisecuritystandards.org/documents/pci_qsa_validation_requirements_pa-qsa_supplement.pdf](https://www.pcisecuritystandards.org/documents/pci_qsa_validation_requirements_pa-qsa_supplement.pdf)
  - ISA: [https://www.pcisecuritystandards.org/documents/isa_validation_requirements_v1.1.pdf](https://www.pcisecuritystandards.org/documents/isa_validation_requirements_v1.1.pdf)
  - ASV: [https://www.pcisecuritystandards.org/documents/asv_validation_requirements.pdf](https://www.pcisecuritystandards.org/documents/asv_validation_requirements.pdf)
- **Contact us**
  - Awareness: training@pcisecuritystandards.org
  - QSA: qsa@pcisecuritystandards.org
  - PA-QSA: pa-dss@pcisecuritystandards.org
  - ISA: isa@pcisecuritystandards.org
  - ASV: asv@pcisecuritystandards.org
Don’t just take our word for it....

What do your peers have to say about PCI SSC Training?

“The ability to exchange information with peers; the ability to discuss specifics and hear different experiences and perspectives was priceless.”

Carla Kipp, Senior IT System Analyst, April 2010

“Worth the time and money. I have recommended the training to other departments within our company.”

K. Kling, Vice President Global Security, April 2010
Thank You!