

Partnerships in action:

**A collaborative approach to launching
Community College students into cyber careers**

Kim Kafka

SANS Technology Institute

Welcome!



info@sans.edu



+1 (301) 241-7665



sans.edu

Kim Kafka

Assistant Director of Admissions Outreach
SANS Technology Institute

Community College to Cybersecurity Career



How It Works

Community College

Gain credits from an A.A.S in Cybersecurity or any associate degree program

SANS.edu Bachelor's Degree

Many employers require a bachelor's degree to qualify for entry-level cybersecurity jobs

Career Success

Expert support from SANS.edu's Career Center, access to exclusive network of cybersecurity employers

Credit Hour Breakdown

Transfer Credit

70 credit hours

No specific "major" courses required, but 31 credits must meet Maryland general education requirements

SANS.edu Credit

50 credit hours

Specialized cybersecurity coursework, 9 GIAC certifications, experiential learning and field experience

"Having a SANS.edu degree tells employers that you have the hands-on experience to get the job done from day one. The SANS name truly opens doors."

—Richard "Rick" Halsell Jr.

Senior Security Program Manager, Microsoft

Case Study: Montgomery College + SANS.edu



Key Information	Benefits to Montgomery College	Benefits to SANS.edu
• Transfer Agreement began in 2020 • Montgomery College offers an A.A.S. in Cybersecurity that maps to requirements of SANS.edu Bachelor's degree • SANS.edu offers provisional admission to MC students, giving them 2 years to complete 70 transfer credits and start at SANS.edu • Montgomery advisors and admissions representatives help students align their course plan with transferring to SANS.edu	• SANS.edu offers partner college students application fee waivers and expedited decisions • Guaranteed admission for Bachelor's study on completion of A.A.S. • Specialist career support from SANS.edu improves graduate outcomes	• Strong pipeline of qualified candidates from a CAE designated institution • Can offer a defined partnership pathway to applicants who want to join the SANS.edu BACS degree, but don't yet meet the credit requirements ("provisional admits") • Helps diversify applicant pool
27 students (and counting!) have gained admission to SANS.edu via this partnership		

New Partnership Agreements for 2025

- SANS.edu is excited to be launching an additional new Community College partnership this Spring, with several more in the pipeline for 2025.
- We have capacity to work with a limited number of additional community colleges this year.
- We would love to start a conversation with any additional colleges who may be interested in partnering with us on our mission to close the cybersecurity skills gap!

SANS Technology Institute's Mission



- The SANS Technology Institute was founded in 2005
- Leader in the cybersecurity industry for more than 30 years
- Undergraduate programs launched in 2019
- The SANS Technology Institute provides undergraduate and graduate students with the hands-on information security skills that employers need right now

*Cybersecurity is
All We Teach*

100%

of students surveyed said
SANS.edu positively impacted
their professional growth

100%

of our faculty are working
professionals in the
cybersecurity industry

98%

of our students are likely
to recommend SANS.edu
to their peers

The SANS.edu College Experience



What you likely think of...

Academic calendars based on semesters

Admissions windows at specific times in the year

Multiple courses at a time

Faculty-centric academic support

How SANS.edu is different

Individualized and flexible academic plans

Rolling admissions with entry points every month or quarter

One course at a time

Advisor-centric academic support

Undergraduate Program Career Support

Online Career Center

- Career path & professional skill development resources
- Resume review & career guidance
- Job search & interview resources
- Exclusive networking opportunities

Employer Connections

- Resume repository for job seekers
- Hiring referrals with our partners
- Weekly job postings update

“I’ve been crazy impressed with the SANS.edu career services folks.

After I reworked my resume per their recommendations, I got a hit from a recruiter for a job I hadn’t even applied for.”

—Preston Fitzgerald

Security Researcher, Synack Red Team

70%

Employed before
completing their
degree

\$114K

Median starting
salary for BACS
grads

100%

Job placement
within 6 months
of graduating

Bachelor's Degree in Applied Cybersecurity (BACS)

Career-focused Bachelor's Degree Program

- 14 SANS Courses + 9 GIAC Certifications
- Effective Cybersecurity Writing and Speaking
- Portfolio Practicums: Experiential Learning Through Cyber Challenges
- Field Experience Practicum with our Internet Storm Center Internship
- Direct support in job placement
- Cost: \$41,750 USD

“Hiring a SANS BACS graduate with multiple GIAC certifications takes the risk out of the hiring decision.”

—Russell Eubanks, CISO, Federal Reserve Bank of Atlanta

Who should apply?

Students who want a Bachelor's degree that makes them one of the most job-ready candidates in cybersecurity.

- ☐ Community college graduates
- ☐ Transfer students with 70 eligible credits
- ☐ Professionals working in cybersecurity who want to complete a bachelor's degree

Hands-on SANS Courses

- Designed by SANS faculty experts
- Continually updated for real-world relevance
- 1,700+ labs
- Course Delivery Options:
 - ✓ OnDemand
 - ✓ Live Online
 - ✓ In-Person

“The coursework, the curriculum design, the relevance of the materials, and the real-world experience are what sets SANS.edu apart from other programs.”

—Jamy Casteel

Vice President of Cyber Risk, Kroll

GIAC Certifications

- Ranked by cybersecurity professionals as the most valued certifications when selecting job candidates for interviews. *Source: cio.org*
- All SANS.edu undergrads earn GIAC Foundational Technologies (GFACT) certification.
- BACS students earn GIAC Security Essentials (GSEC) and GIAC Certified Incident Handler (GCIH), which were named among the Top Ten Cybersecurity Certifications by Datamation™.
- The **GSEC** contains a strong foundation to help students branch into almost any area of cyber.
- The lab-heavy nature of **GCIH** provides the validity of hands-on skills and ability to work in a professional role.
- This combination of certifications assures employers that students can operate in a live technical environment from Day 1.



Academic Pathways for Undergraduate Students

Community College → Apply to SANS.edu → BACS Degree → Cybersecurity Job

- 100% job placement within 6 months of graduating from the BACS program
- Median starting salary of \$114K

Apply to SANS.edu → Provisional Admission → Community College → BACS Degree → Cybersecurity Job

- SANS.edu offers provisional admission – students have 2 years to complete their 70 transfer credits
- Through transfer agreements, SANS.edu can recommend specific Community Colleges for those credits

Community College → BACS Degree → Cybersecurity Job → SANS.edu Graduate Study

- 18 credits transfer to our 36-credit master's program
- Most SANS.edu credits within the BACS curriculum transfer to our graduate school certificates

Case Studies: Academic Pathways of Alumni and Current Students

STUDENT A

Community College Graduate

- Earned an AA degree from their local community college
- Applied to SANS.edu
- SANS.edu evaluated transcripts and found 3 credits missing for Math Gen.Ed.
- Student enrolled at SANS.edu
- Completed their 50 BACS credits & during summer took their remaining 3 Math credits
- Graduated in 2 years at SANS.edu
- Now a CISO & enrolled in SANS.edu Master's program

STUDENT B

Multiple Community College Attendee

- Attended a State school and 2 Community Colleges
- Applied to SANS.edu
- SANS.edu evaluated transcripts and had 0 missing credits
- Student enrolled at SANS.edu
- Completed their 50 BACS credits
- Graduated in less than 2 years at SANS.edu
- Began working in the field 9 months into their program

STUDENT C

Provisional Admit Earning Credits

- Earned 12 college credits in high school
- Applied to SANS.edu while starting at a Community College
- Provisionally admitted
- Student earned remaining 58 credits at Community College
- Started at SANS.edu
- Will graduate in less than 2 years at SANS.edu
- Working as a Threat Hunter while finishing their degree

Top 5 Reasons to Partner with SANS.edu: Benefits For Your College

- 1 Open up opportunities for students to gain access to high-paying cyber jobs
- 2 Improve your college's long-term employability outcomes
- 3 Collaborate with SANS instructors who are current industry professionals
- 4 Access Career Support specifically tailored to the cybersecurity industry
- 5 Recruit students from SANS.edu's "provisional admit" pool

Top 5 Reasons to Partner with SANS.edu: Benefits For Your Students

- 1 Get a high-paying cybersecurity job with individual specialist career support
- 2 Learn from world-class SANS instructors
- 3 Gain GIAC certifications that employers respect
- 4 Earn a bachelor's degree without the high cost of a 4-year college
- 5 Build a strong professional network of alumni and instructors

Undergraduate Admissions

Requirements

- BACS: Earn 70 transferrable college credits from an accredited college (or colleges), with a minimum cumulative grade point average of 3.0 or higher
- All must be 18+ years at the time of enrollment at SANS.edu

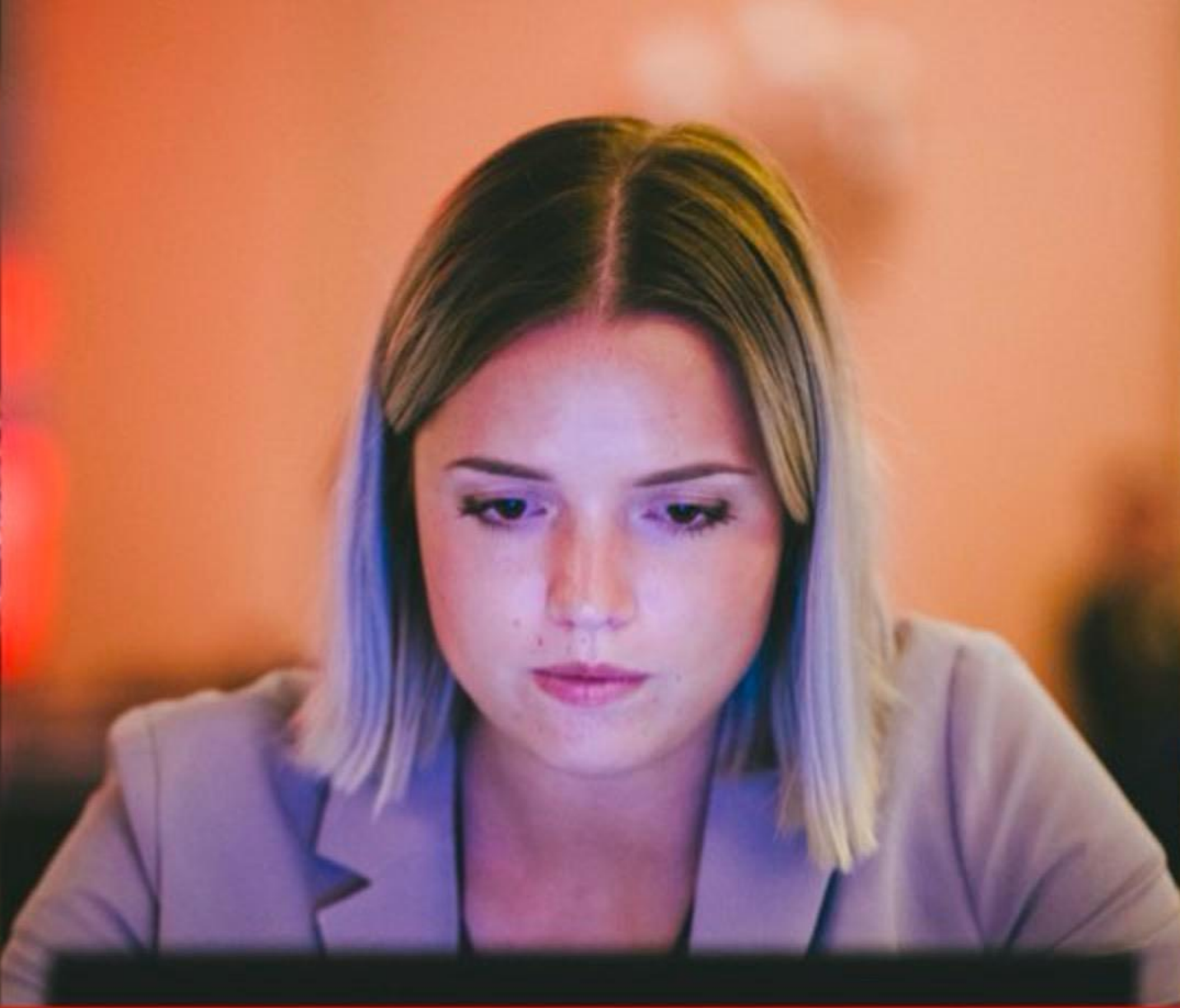
Deadlines

- Monthly admissions cycles on the 15th of the month
- Apply 2-3 months before wanting to begin

Admission

- Full admission – start courses within 30 days
- Provisional admission – allows 2 years to complete remaining transfer credits





2025 CAE Community Symposium

Questions? Let's discuss.



Let's Talk Partnerships!



info@sans.edu



+1 (301) 241-7665



sans.edu

Kim Kafka

Assistant Director of Admissions Outreach
SANS Technology Institute

2025 CAE Community Symposium

SANS
TECHNOLOGY
INSTITUTE