

# Professional Security Certifications

March 2008

## Professional Certifications



**Certified  
Chief Security Officer**

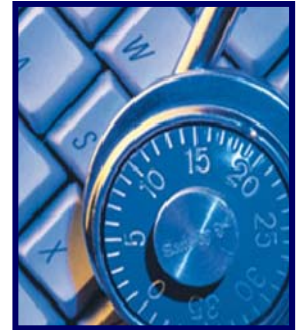


**Certified  
Physical & Information  
Security Management**



**Certified  
Physical & Information  
Security Consultant**

The security industry is undergoing significant change. This change will create huge opportunities for those who are prepared. Technological change driven by IP based sensors and alarm systems coupled with integration of identity management and systems security with the physical alarm systems and monitoring will create a significant demand for professionals who understand both aspects (physical and information systems) of security. The Technolytics Institute is the first certifying body to design, develop, and deliver an integrated program. In all areas of life, practitioners are judged by their skill and ethics. Our certification programs focus on the seamless integration of physical security, information security and several areas of risk to organizations of any size. Our Certifications address a range of skill sets from entry level security and broad based security essentials to advanced subject areas like money laundering and corporate espionage. The training materials we have developed and use in our certification process have been distributed across many professions. With over 650,000 of our training briefs being distributed worldwide, our materials stand out and distinguish this program from all the others. Currently there are seventy different training briefs to choose from and more are added on a regular basis.



## Value of Certification

With so many new players, the security industry has become a highly competitive profession. Set yourself apart from the crowd. Our professional certification will be recognized by clients and employers as a symbol of competence, knowledge, and professionalism. Clients/employers feel secure knowing that certificantes annually pledge to uphold a strict code of professionalism enforced by the Technolytics Institute. Leadership skills, functional or technical expertise, and industry specific experience have again topped TTI's survey of requirements for the security marketplace. Knowledge and experience is of critical importance, but so are presentations, practice, and professionalism. The Technolytics Institute (TTI) doesn't focus on individual consulting specialties—the focus is on how you use and grow your knowledge expertise. You bring a unique industry perspective while TTI brings the skills to define, market and deliver ethical professional security consulting competence. Explore what works to become or remain successful in the security arena. See what a Technolytics Certification can do for you.

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## CPISC - PROGRAM OVERVIEW

This program is designed for the individuals responsible for the day to day design, implementation and monitoring of information and facility security systems. Individuals who complete this program will gain a holistic perspective on effective security challenges and current trends. Individuals involved in the Information Systems profession who have security experience will broaden their knowledge in the area of physical security and those professionals in physical security will expand their knowledge in the information systems area. Either way, you will find excellent value in this new designation. All information contained in our training briefs has been developed in the last 18 to 24 months representing the latest curriculum available anywhere.

### Certified Physical and Information Security Consultant

#### Level I Professional Certification

Certification Fee \$250

Renewal Fee \$100

##### Training Modules Included

|                    |                            |
|--------------------|----------------------------|
| White-Collar Crime | Surveillance               |
| Social Engineering | Computer Hacking           |
| Computer Crime     | Security Systems           |
| Money Laundering   | Corporate Espionage        |
| Cyber Terrorism    | Biometric Security Devices |

#### Level II Advanced Certification Advanced

Certification Fee \$200

Renewal Fee \$100

##### Training Modules Included

|                                  |                              |
|----------------------------------|------------------------------|
| Terrorism - Strategies & Tactics | Electronic Bugging Systems   |
| Information Warfare              | Digital Spying               |
| Situational Awareness            | Digital Footprints           |
| UnRestricted Warfare             | Technology Warfare           |
| Chemical Weapons                 | Improvised Explosive Devices |
| Financial Warfare                | Resource Warfare             |
| Biological Weapons               | Dirty Bombs RDD              |
| Nuclear Weapons                  | Explosives                   |

Note: CPISC's who choose to obtain a CPISM certification may do so for \$150 professional certification fee plus annual renewal fees that apply to both certifications.

## CERTIFICATION

A professional certification (often referred to as a certification or qualification) is a designation earned by a person to confirm that he or she is qualified to perform a job. Certification indicates that the individual has a specific set of knowledge, skills, or abilities in the view of the certifying body. Professional certifications are awarded by professional bodies and corporations. People become certified through training and/or passing an exam.

Individuals often advertise their status by appending the certification abbreviation to their name (e.g. "Jane Doe, CPISC"). Certifications may be perpetual, may need to be renewed periodically, or may be valid for a specific period of time.

*Note: Although it is more common in regard to licensure, sometimes as part or whole of the renewal of an individual's certification, the individual must show evidence of continual learning. The dynamics of the security environment demand continuous learning and is therefore required by all of our programs.*

## CPISM - PROGRAM OVERVIEW

This program is designed for the individuals responsible for physical and information security. Individuals who complete this program will gain a holistic perspective on effective security management and consulting. Individuals involved in the Information Systems profession who have security experience will broaden their knowledge in both the physical security and information security domains. All information contained in our training briefs has been developed in the last 18 to 24 months representing the latest curriculum available anywhere.

### Level I Professional Certification

Certification Fee \$300  
Renewal Fee \$100

#### Training Modules Included

|                                  |                     |
|----------------------------------|---------------------|
| White-Collar Crime               | Surveillance        |
| Social Engineering               | Computer Hacking    |
| Computer Crime                   | Travel Security     |
| Money Laundering                 | E-Discovery         |
| Corporate & Industrial Terrorism | Security Systems    |
| Biometric Security Devices       | Corporate Espionage |

### Level II Threat Analysis Certification

Certification Fee \$150  
Renewal Fee \$100

#### Training Modules Included

|                                  |                            |
|----------------------------------|----------------------------|
| Terrorism - Strategies & Tactics | Electronic Bugging Systems |
| Information Warfare              | Digital Spying             |
| Situational Awareness            | Digital Footprints         |
| UnRestricted Warfare             | Technology Warfare         |
| CBRNE Awareness                  | Cyber Terrorism            |
| Financial Warfare                | Resource Warfare           |

### Level III Scenario Planning Certification

Certification Fee \$150  
Renewal Fee \$100

#### Training Modules Included

|                                      |                   |
|--------------------------------------|-------------------|
| Scenario Based Intelligence Analysis | Disaster Recovery |
| Business Continuity Planning         | TEDs Awareness    |
| Mortgage Fraud                       | Fraud in Business |

Our programs are designed to keep the certified professional up-to-date. The security threat environment is constantly changing and mandates continuous education and awareness. We believe true professionals ask themselves these three questions daily.

1. What don't I know that I should?
2. What has happened since I was last at work?
3. What are the new threats that I need to be aware of?

Most companies value 100 megabytes of data at more than \$1 million.

The Meta Group estimates that 40% of user access rights are not removed upon termination. These orphaned accounts represents a major process failure and a significant security risk.

Laptops are lost or stolen every day. In one six-month period of time, there were more than 4,400 laptops left in the back-seats of taxis of one Chicago cab company.

In 2005 over 100 significant data security breaches affecting nearly 56 million individuals were reported by businesses in the United States.

The theft of 100,000 personal records cost an estimated \$23 million in financial losses to the data holder.

TJ Max data breach in 2006 exposed over 43 million records.

## CCSO - PROGRAM OVERVIEW

The Chief Security Officer has been added to the list of must have executives. This program is designed for the executive responsible for overall security. The CSO serves as the business leader responsible for the development, implementation and management of the organization’s corporate security vision, strategy and programs. Executives who complete this program will gain a holistic perspective on effective security challenges and current trends that impact their organization. Executives involved in the Information Systems profession who have security experience will broaden their knowledge in the area of physical security and those professionals in physical security will expand their knowledge in the information systems area. Either way, you will find excellent value in this new designation. All information contained in our training briefs has been developed in the last 18 to 24 months representing the latest curriculum available anywhere.

### Certified Chief Security Officer

#### Level I Professional Certification

Certification Fee \$300

Renewal Fee \$100

Training Modules Included

|                    |                            |
|--------------------|----------------------------|
| White-Collar Crime | Surveillance               |
| Social Engineering | Computer Hacking           |
| Computer Crime     | Security Systems           |
| Money Laundering   | Corporate Espionage        |
| Cyber Terrorism    | Biometric Security Devices |
| Insider Threats    | eCrime                     |

#### Level II Advanced Certification Advanced

Certification Fee \$250

Renewal Fee \$100

Training Modules Included

|                                  |                              |
|----------------------------------|------------------------------|
| Terrorism - Strategies & Tactics | Electronic Bugging Systems   |
| Information Warfare              | Digital Spying               |
| Situational Awareness            | Digital Footprints           |
| UnRestricted Warfare             | Technology Warfare           |
| Chemical Weapons                 | Improvised Explosive Devices |
| Financial Warfare                | Resource Warfare             |
| Biological Weapons               | Dirty Bombs RDD              |
| Nuclear Weapons                  | Explosives                   |
| Intellectual Property            | Theft Fraud                  |



The Chief Security Officer (CSO) is a corporation's top executive who is responsible for all security.

The CSO serves as the leader responsible for the design intention, implementation, development, and management of the organization’s corporate security vision, strategy and programs.

The Global CSO base salary is between \$150,000-\$350,000 and has a bonus between \$100,000- \$300,000 in USD.

The CSO directs and leads staff in identifying, designing, developing, implementing and maintaining security processes across the organization to reduce risks, respond to incidents, and limit exposure to liability in all areas of financial, physical, and personal risk; establish appropriate standards and risk controls associated with intellectual property; and direct the establishment and implementation of policies and procedures related to data security.

## Qualifications

Our certification is founded on the principle that our certified professionals are relied upon to conduct their work in a manner that will reflect credit on them and honor their profession. Although this principle is universally understood, its importance is more usually, recognized in cases of professional misconduct. It is therefore necessary that every certified profession define and enforce among their peers strict rules of professional conduct.

## Ethics and Integrity

Integrity - Integrity is an element of character fundamental to professional certification. It is the quality from which the client trust derives and the benchmark against which a certified professional must ultimately test all decisions. Integrity requires a professional to be, among other things, unbiased, honest and candid within the constraints of client confidentiality. Service and the client's trust should not be subordinated to personal gain and advantage. Integrity can accommodate the inadvertent error and the honest difference of opinion; it cannot accommodate deceit or subordination of principle.

Integrity is measured in terms of what is right and just. In the absence of specific rules, standards, or guidance, or in the face of conflicting opinions, a certified professional should test decisions and deeds by asking:

1. Am I doing what a person of integrity would do?
2. How would this look on 60 Minutes?
3. Have I retained my integrity?

Certificants must remove themselves from potential conflict of interest situations and other prohibited professional conduct. Additionally, certificants have to refrain from offering or accepting inappropriate payments, gifts or other forms of compensation for personal gain, unless in conformity with applicable laws or customs of the country where management services are being provided.

Finally, certificants have the responsibility to maintain and respect the confidentiality of sensitive information obtained in the course of professional activities or otherwise where a clear obligation exists. Certificants have the responsibility to recognize and respect intellectual property developed or owned by others, and to otherwise act in an accurate, truthful and complete manner, including all activities related to professional work and research.



There are over 41,000 companies in the physical and information security business in the United States.

There are currently over 2.75 million people in the physical and information security business area.

In 2006 there were about 21 violent crimes for every 1,000 people over the age of 12.

Businesses without alarm systems are 4.5 times more likely to be burglarized than commercial locations with electronic security in place.

Approximately thirteen million people (or about 5% of the U.S. population) are victims of crime every year.

Residential properties without security systems are about 3 times more likely to be broken into than homes with security systems.

## Education

Our certified professionals shall submit documentation of an earned baccalaureate or higher degree from an accredited college or university. The formal degree requirement may be replaced with a combination of experience and certification at the discretion of the Certification Board. Five additional years of experience may replace the degree requirement. Certified professionals must complete quarterly a continuing education brief as well as review the quarterly intelligence brief to retain their certification. The cost for both the continuing education briefs and intelligence briefs are included in your certification fee and renewal fee.

## Experience

All certified professionals shall have a minimum of 5 years of documented direct, broad-based security experience. Areas of security include but are not limited to:

- Federal, State or Local Law Enforcement
- Military Security and Law Enforcement
- Alarm Systems Engineers, Technicians
- Information Systems Security Workers
- Information Technology Professionals
- Security Management Consultants
- Facilities Security Professionals
- Private Security Consultants
- Others upon approval



## Examination

In order for the TTI to grant a certification, we must first assess your general skills and knowledge regarding security. To do this, you must pass a 100 question multiple choice answer exam. TTI will provide study material prior to you taking the exam. In addition, there will be general questions with regard to the security industry, both physical and systems, that every professional should know. A passing score of 70% or above is required to become certified. If you do not pass the first time, a retest can be scheduled for a \$25 fee.

## Enhancement

Certificants have the responsibility to their clients to enhance their knowledge base and satisfy the scope and objectives of professional services and as directed by the marketplace. To accomplish this continuous education is required that expands your knowledge and skills. The follow three areas provide that capability.



Over 122 countries are actively trying to steal U.S. technology secrets and intellectual property.

Over 90% of police officers believe alarm systems deter burglary attempts.

Foreign sponsored information theft is up 400%.

The FBI Computer Crime Squad stated that in excess of 85% computer intrusions go undetected.

In 2005 there were 2,072 applications for surveillance actions approved by the secret FISA court under the Foreign Intelligence Surveillance Act.

### *Note*

*All certified professionals must have a minimum of 5 years of documented direct, broad-based security experience.*

## Enhancement

### Public Speaking

In today's security environment, promoting a clear image of security consulting is more important than ever. Certificants' responsibilities have expanded and client protection has become more technologically complex. One of the best ways to advance your career is to deliver public presentations. Certificants are encouraged to deliver 1 public presentation per year. Credit for a presentation requires a PDF file of your slides and a copy of the announcement of the presentation.

### Continuing Education

All certification holders are subject to Continuing Professional Education (CPE) requirements as a prerequisite to certificate renewal or advancement. Certificants are required to complete quarterly the supplied continuing education briefs. Certificants are encouraged to submit topics for continuing education briefs. Use of the Quarterly Continuing Education Briefs will advance your certification through level II and III.

### Case Study Submission

Case Studies are an excellent way to document the value you have provided your clients and the innovative ways you have solved problems. Certificants are encouraged to deliver 1 public case study per year. Credit for a case study requires a PDF file of a case study in the format listed in Appendix 1 must be submitted to Technolytics.

**Note: Please see Appendix 1 for the case study format information.**

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## About the Technolytics Institute

The Technolytics Institute is an executive think-tank that focuses on the needs of management in business, government and industry. The Institute operates three centers of excellence: Business and Commerce, Security and Intelligence, and the Center for Science and Technology. Our cutting-edge research coupled with our thought leadership creates strategic value for our clients. We specialize in creating strategic value and focus on initiatives that combine business strategies, processes and the latest technologies. Our business is about understanding and identifying business dynamics and developing break-through strategies and solutions that increase an organization's critical measures of success. In many cases our consultants become a thought partner and strategic advisors to clients. Working closely with members of our clients' executive management team, we provide an unbiased opinion and a fresh insight into the strategic problems encountered by all organizations. To learn more about Technolytics visit our web-site at [www.technolytics.com](http://www.technolytics.com).



Data growth has out-run the ability to manage it without a data protection strategy.

Based on multiple studies, an organization's data represents over 80% of its total value.

Life-cycle data protection has become just as important in data center architectures as network security, but challenges abound.

Centralized database security management and auditing is a good first step but organizations must also address the integrity of the data as well.

Nearly 34 million people have had their personal data exposed since February 2005 as a result of lost/ stolen or compromised PCs and hard drives.

There are nearly 40 individual states which have past data breach notification laws. And more state and federal legislation are pending.

**APPLICATION**

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Current Employer: \_\_\_\_\_

Your Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

Contact Phone Number: \_\_\_\_\_

Fax number: \_\_\_\_\_

E-mail address: \_\_\_\_\_

Alias (in full) \_\_\_\_\_ Date of Birth: \_\_\_\_\_

Social Security Number: \_\_\_\_\_ - \_\_\_\_\_ - \_\_\_\_\_

Have you ever filed for bankruptcy? \_\_\_\_\_ YES \_\_\_\_\_ NO

What is your current credit score? \_\_\_\_\_ Credit Bureau Name: \_\_\_\_\_

Have you ever been convicted of a crime? \_\_\_\_\_ YES \_\_\_\_\_ NO

If YES explain:

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Are you currently under investigation? \_\_\_\_\_ YES \_\_\_\_\_ NO

If YES explain: \_\_\_\_\_

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PLEASE PROVIDE  
ALL THE  
INFORMATION  
REQUESTED  
IN THE  
APPLICATION**

**Privacy Policy**

Your privacy is extremely important to us and we want you to feel comfortable providing this information.

Technolytics is committed to creating products and services that are built upon a solid foundation of trust. We will not betray that trust. All information you provide to TTI will not be distributed or used by anyone other than Technolytics.

We will not sell, trade, rent, or give your information to third party agencies, companies or organizations unless required to by law. Any information we capture will be used only to better construct our products and services to suit your needs. As we introduce new products and services in the future, we will post any clarifications to our privacy policy that may be required.

APPLICATION (continued)

Have you ever held a Security Clearance? \_\_\_\_ YES \_\_\_\_ NO

Specify: \_\_\_\_\_

Do you hold an active Security Clearance? \_\_\_\_ YES \_\_\_\_ NO

Expiration Date: \_\_\_\_\_ DoD \_\_\_\_ DOE \_\_\_\_ Other

Please Specify: \_\_\_\_\_ (Secret, Top Secret, SCI)

Is a copy of your current passport attached? \_\_\_\_ YES \_\_\_\_ NO

Have you served in the military? \_\_\_\_ YES \_\_\_\_ NO

If YES what Branch? \_\_\_\_\_

Date of Service From \_\_\_\_\_ to \_\_\_\_\_

References – Provide three satisfactory references from officers or executives of client organizations.

1. Name: \_\_\_\_\_ Phone: \_\_\_\_\_

2. Name: \_\_\_\_\_ Phone: \_\_\_\_\_

3. Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Employment – Provide the last three places you were employed.

1. Name: \_\_\_\_\_ Phone: \_\_\_\_\_

2. Name: \_\_\_\_\_ Phone: \_\_\_\_\_

3. Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Please list any other pertinent information.

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**PLEASE PROVIDE  
ALL THE  
INFORMATION  
REQUESTED  
IN THE  
APPLICATION**

The CIA’s senior intelligence service grew from 14 percent in 1996 to 25 percent in 2006.

Only 54 percent of the professionals we surveyed say their company has a security program in place.

6% are rated top notch  
13% are flawed but functional.  
31% need improvement.  
38% are rated not healthy.  
12% consider the program “Keystone Cops”.

Unauthorized access is one of the top 5 tactics for corporate espionage that now tops \$1.5 trillion annually.

97% of stolen computers are never recovered.

**APPLICATION** *(continued)*

**PROJECT SUMMERIES**

Summary #1

Client Name: \_\_\_\_\_

Project Description: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Results : \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Summary #2

Client Name: \_\_\_\_\_

Project Description: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Results : \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Summary #3

Client Name: \_\_\_\_\_

Project Description: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Results : \_\_\_\_\_

\_\_\_\_\_

APPLICATION

Select Certification Category:

- \_\_\_\_\_ Certified Chief Security Officer **CPISM \$300**
- \_\_\_\_\_ Certified Physical and Information Security Management **CPISM \$300**
- \_\_\_\_\_ Certified Physical and Information Security Consultant **CPISC \$275**

Payment

Please make check or money order payable to Technolytics. We also accept Credit Cards and PayPal if you prefer. **Place an X here for PayPal** \_\_\_\_\_



\_\_\_\_\_ **Check Card Type** \_\_\_\_\_ **Security Code** \_\_\_\_\_

**Credit Card Number** \_\_\_\_\_ **Date** \_\_\_\_\_

By becoming a certificant, you agree to abide by the qualifications listed and defined in this document. Technolytics reserves the right to suspend or revoke the credential of any certificant who is determined to have committed a violation of these requirements or otherwise failed to adhere to the tenets of this document. I attest the information I have provided in this application is accurate and truthful. Additionally, I agree to abide by all requirements represented or implied in this document. I also acknowledge the TTI will conduct a background and credit check on myself with my full permission.

Signed: \_\_\_\_\_ Date \_\_\_\_\_

Print Name: \_\_\_\_\_

WITNESSED BY \_\_\_\_\_  
*Print Name of Witness*

Signed: \_\_\_\_\_ Date: \_\_\_\_\_



This certificate is designed to provide security practitioners with the education necessary to evaluate physical security systems, integrate security systems, and conduct physical security assessments. Also studied are areas of loss to retail and business sectors leading to a more thorough security evaluation of risk and vulnerability.

Become Professionally Certified in Security—one of the fastest growing career fields. Jobs in this field are expected to grow by 15.5% by 2014.

**REMEMBER**  
By signing this application you attest to the completeness and accuracy of all the information provided.

New threats to homeland security pose unprecedented challenges to public safety and private enterprise.