

**Client Reference  
& Testimonials**

Very positive

Great Sessions!

I loved the training

Clear concise and to the point

The instruction was clear

A very thorough program and support!

Better equipped to perform risk assessments

The training was point on for the core material

Instructor has an infectious enthusiasm

Clear concise and to the point. Very informative and timely

Excellent  
ransomware  
policy  
template



SM

Covered  
actual  
work  
scenarios

Certified Cyber Security Architect

Materials geared to privacy, compliance & IT

Fast paced, topical, informative, and researchable

This instructor and the staff were excellent

Comprehensiveness, Instructor

Felt very prepared after CCSA class

Lots of information to deliver in the allotted time

Exceptional encryption policy template

Good basic training

Great course!

## CCSA<sup>SM</sup> Client Testimonials



**Mar 1, 2023**

“Not only did Ali Pabrai cover the basics required for the exam, he also put them into perspective in actual work scenarios, e.g, the ransomware and encryption policy templates and integration of procedures with the policies. I felt very prepared for the exam after the training, as well as being provided tools to implement within our cyber work environment. The amount of time and topics covered appeared just right. Ali demonstrated an infectious enthusiasm for the material and that added to the content delivery as well. I was a bit nervous about the program and the exam, but it was great that the material was geared to privacy and compliance professionals as well as IT. I feel better equipped to work with our IT dept as we conduct risk assessments and update and create new policies. Thank you. Overall rating of the Course: 10. Overall rating of the Instructor: 10”

Jill Lyons  
Global Compliance Officer

## FBI Virtual Conference Feedback | Jan 26 - 27, 2022

“Well-delivered.

Overall rating of the Course: 10. Overall rating of the Instructor: 10”

“Informative and well presented. Allows participation while still being available for emergency questions or issues by team. Ali knows the subjects very well obviously and appreciated the information about upcoming NIST 800-172 changes. Overall rating of the Course: 9. Overall rating of the Instructor: 10.”

“Pabrai is extremely knowledgeable. Enjoyed taking the class! Overall rating of the Course: 10. Overall rating of the Instructor: 10.”

“A good recap of NIST framework. Strong introduction to CMMC. Great way to understand how NIST and CMMC are related. Pace and coverage of topic were the strengths of the course. Overall rating of the Course: 10. Overall rating of the Instructor: 10”

“It was very good. The accuracy of the information and the resources were the strengths of the CCSA course. Overall rating of the Course: 8. Overall rating of the Instructor: 10.”

“No wasted time. Fast paced. I will be filling in the gaps with the online resources that have been made available in the CCSA Academy site.”

“I enjoyed the CCSA training. Very informative. Fast paced. I will answer after I take the exam :) Overall rating of the Course: 10. Overall rating of the Instructor: 10.”

“Very informative and timely. Presented information clearly and concisely. Impressive and clearly explained content. Overall rating of the Course: 10. Overall rating of the Instructor: 10.”

“Expert coverage of material. Excellent delivery from an obvious expert. Overall rating of the Course: 10. Overall rating of the Instructor: 10.”

“Fast-paced. Easy to follow and understand. Fantastic. Provided a succinct and comprehensible overview of the essence of several key government cyber security documents. Thanks for offering this to FBI InfraGard members. Overall rating of the Course: 10. Overall rating of the Instructor: 10.”

“Exciting. Ali was a pleasure to learn from. Ali’s attitude kept me focused and excited. I love teaching and I found that interactions and parables work very well for my audience. No one understands cybersecurity like the handful of passionate professionals like ourselves. We know the consequences and the rewards and I feel Ali did a great job of expressing that. Overall rating of the Course: 9. Overall rating of the Instructor: 10.”

“Excellent insight into today's real world cyber needs. Great information with highlights for most important topics. Overall rating of the Instructor: 9.”

“Great experience. The CCSA course although fast pace had much information. Application of relevant experience and a thorough understanding of the subject. Great course topic and an opportunity to professionally develop. Greatly enjoyed it. Thank You. Overall rating of the Course: 9. Overall rating of the Instructor: 9.”

“Good content. Overall rating of the Course: 9. Overall rating of the Instructor: 9.”

“Excellent and enjoyable! Engaging and entertaining instructor and excellent content. Overall rating of the Course: 10. Overall rating of the Instructor: 10.”

“Was a great introduction to CMMC for me. The cost of the training was a good deal (Thanks InfraGard & ecfirst).

Ali is a dynamic presenter - very good, especially in the virtual environment. I accessed the CCSA module and quizzes, and passed both, so yes I learned something!”

## CCSA<sup>SM</sup> Virtual | Online | Live Instructor

“Overall Nice Job! Ali's depth of knowledge and experiences in this field, industry of cybersecurity was the greatest strength. I'm excited!. Overall rating of the Instructor: 8.”

“Just completed the CCSA<sup>SM</sup> program. Ali does a fantastic job on explaining what is required and how to get.”

“Ali was energetic, concise, and it's clear he has a lot of experience. He was able to anticipate most of the questions and the thoughts I had as he performed the data dump. Thanks for working with Infragard to get this out to the people who may or may not otherwise be able to fit it into their day-to-day operations. I'm a person who has been dealing with most of the subject material every day for years, but the idea of certifying about it was never necessary to serving our customers. So when the option arose via the Infragard Patriot's Circle I jumped at it. Overall rating of the Course: 10. Overall rating of the Instructor: 10.”

“Entertaining instructor who is knowledgable. Class was good.”

“Excellent instructor. Ali's delivery and highlighting the salient points was the greatest strength. I would love to take additional courses with Ali. Overall rating of the Course: 10. Overall rating of the Instructor: 10.”

“Very positive. I especially appreciated the new information regarding the CMMC Framework. Ali is a very knowledgeable, positive and rapid instructor - all attributes I appreciate! I appreciate Ali acknowledging experienced cyber professionals regarding the testing. I basically know this stuff, so I appreciate the ability to attend this course and earn this certification, to demonstrate my knowledge/expertise to my current and/or future employer(s). Thank you. Overall rating of the Course: 10. Overall rating of the Instructor: 10.”

“Good information, it's a broad topic. Ali delivered the information well. Overall rating of the Course: 10. Overall rating of the Instructor: 10.”

“I loved the training. Overall rating of the Course: 10. Overall rating of the Instructor: 10.”

“Trainer was great at delivering the material, class slides were helpful for taking notes. Provided a better understanding for applying controls to frameworks. Overall rating of the Course: 9. Overall rating of the Instructor: 9.”

“Good basic training. Overall rating of the Instructor: 8.”

“Clear concise and to the point. Everything was great. Very informative and timely. Overall rating of the Course: 10. Overall rating of the Instructor: 10.”

“Very Good. Overall rating of the Course: 9. Overall rating of the Instructor: 8.”



“Excellent overview of DoD CMMC. Aligned with domains of the regulation. Ali made the material approachable. Overall rating of the Course: 9. Overall rating of the Instructor: 10.”

“Great overview by Ali focusing on the key CCSA areas. Overall rating of the Course: 9. Overall rating of the Instructor: 9.”

“Excellent session. Ali was both knowledgeable and engaging! Great session. Appreciate you making this available to members. Overall rating of the Course: 10. Overall rating of the Instructor: 10.”

“A very thorough program and support! Overall rating of the Course: 10. Overall rating of the Instructor: 10.”

“The instruction was clear and concise with presenting the information. This has been a great training experience. Overall rating of the Course: 10. Overall rating of the Instructor: 10.”

Department of Homeland Security/Cybersecurity and Infrastructure Security Agency  
“Lots of information to deliver in the allotted time; good to have the power point to delve into areas where more coverage is needed. Fast paced, topical, informative, and researchable. Overall rating of the Course: 9. Overall rating of the Instructor: 9.”

“The training was point on for the core material. Ali did a great job on presenting the material, keeping focused to the core values of the class. NIST cybersecurity framework and CMMC coverage was the greatest strength of the program. Overall rating of the Course: 10. Overall rating of the Instructor: 10.”

“Excellent. I was privileged to participate. Thank you, Ali was superb. He has comprehensive knowledge and experienced with credentials and delivery. He was simply great! Overall rating of the Course: 10. Overall rating of the Instructor: 10.”

“Satisfied. Content is the strength of the Course. I liked the exposure to areas outside HIPAA. Overall rating of the Course: 9. Overall rating of the Instructor: 8”.

“Loved the class. A lot of useful information. Overall rating of the Course: 9. Overall rating of the Instructor: 9”.

“Virtual give me the chance to feel more relaxed being at home and also cuts down on the travel and other expenses involved with getting to a staged class. But I'm all for a public class also as this is my first virtual. Keith is a great instructor. Able to tell us how the course material reacts and is viable in the real world. Give the student a better understanding of how Cyber Security is similar in several different realms (NIST, ISA, HIPAA, PCI) but how they are relate even though there is terminology differences. Overall rating of the Course: 10. Overall rating of the Instructor: 10”.

“Insightful! Appreciate the flow of the class! Easy to understand! The organization of the modules were the strength of the program. Teacher was interactive and energetic. Overall rating of the Course: 9. Overall rating of the Instructor: 10”.

“Excellent. Knowledge of instructor, gaining a general understanding of several cybersecurity frameworks and a deeper understanding of each are the strength of the course. While the course was very fast-paced, I feel like I gained a lot of valuable knowledge in a short period of time. Thank you! Overall rating of the Course: 10. Overall rating of the Instructor: 10”.

“Good. Ali is extremely knowledgeable. Overall rating of the Course: 10. Overall rating of the Instructor: 10”.

“Very comprehensive. Contagious energy. Good high-level view. Focused. Provided good strategy to develop framework. Overall rating of the Course: 10. Overall rating of the Instructor: 10”.

“Ali was very passionate about what he was teaching which made it easier to engage. It covered a lot of ground. Useful practice quiz! Overall rating of the Course: 9.”

“Training was highly informative and applicable. Great informative graphics. Great pace and easy to work into the business day. Overall rating of the Course: 10. Overall rating of the Instructor: 10”.

“It seems very helpful, good compliment to the written material. Brings together a lot of information and the last chapter really brings it all together. Overall rating of the Course: 8. Overall rating of the Instructor: 10”.

“Excellent presentation of valuable information in defined timeframe. Great instructor and content. Overall rating of the Course: 10. Overall rating of the Instructor: 10”.

“Very good. Quick and to the point. Online offering and well informed instructor were the strength of the course. Overall rating of the Instructor: 9”.

“Love the pace, clear information, and Ali's personality! The strength of the course are the instructor's clarity on the topics, and occasional humor. I'd give Ali a 15 if I could!! Overall rating of the Course: 10. Overall rating of the Instructor: 10”.

“Very good. Very clear understand method! Overall rating of the Course: 10”.

“Great instructor's knowledge and his passion for the subject. I believe everything was covered during the lectures. Excellent material and a knowledgeable instructor. What more could you ask for? Fun! Exciting! I always love his classes! Thorough and Informative. Overall rating of the Course: 10. Overall rating of the Instructor: 10”.

“Very good and informative. Overall rating of the Course: 10. Overall rating of the Instructor: 10”.



“Ali is obviously an expert. This is a lot of new information and it's hard to follow all of it this quickly.”

“A lot of information to present in a short period of time. Overall Ali is very passionate about the material and has a great depth of knowledge on the subjects”.

“Ali is the best!!! Overall rating of the Course: 9. Overall rating of the Instructor: 9”.

“Insightful and Engaging. Awesome Framework. Overall rating of the Course: 10. Overall rating of the Instructor: 10”.

“Great course material and fast paced. Overall rating of the Course: 10. Overall rating of the Instructor: 10”.

“Great class Ali. Always a pleasure. Let's hope I pass the test. Very informative. Great addition to what I have learned so far from ecfirst. Overall rating of the Course: 9. Overall rating of the Instructor: 10”.

“Always a pleasure to take a class from Ali. Have taken CSCS™ years ago (and recertify) and enjoy his candor. Overall rating of the Course: 10. Overall rating of the Instructor: 10”.

“Excellent class and Ali is a great instructor, subject matter expert and keeps the class interesting and moving along. A lot of material covered in a few hours, but great overall experience. Thank you Ali and team, your enthusiasm for Security is infectious and welcomed. Stay safe everyone! The course is directly relevant to the conditions we are living today - especially in Healthcare. Class offers a good balance of information. Overall rating of the course: 10. Overall rating of the Instructor: 10.”

“The breadth of the material shared was very informative and helpful. The awareness of recent changes to and the addition of new standards are the strength of the course. Overall rating of the course: 10. Overall rating of the Instructor: 10.”

“I think it is a very targeted course that provides quite a bit of value for those individuals/organizations looking to dip their toe into these topics. It seemed to have a lot of information that was packed into the training days. I think perhaps having an extra two hours would greatly help in absorbing all of the information and providing more room for group discussions of topics and practical application. This course could be a deep dive and allowing questions about best practice and why certain regulations or standards are written the way they are, and how these best practices can be applied to unique organizations.”

“Very good experience and highly recommended. Really enjoyed the training. Up-to-date information. Overall rating of the course: 10. Overall rating of the Instructor: 10.”

“Excellent training with a wealth of information shared in a very compressed timeframe. Introduced new framework under CMMC that would become a defacto framework for all DoD Vendors to follow and demonstrate compliance. Overall rating of the course: 10. Overall rating of the Instructor: 10.”

“Course was very informative. Overall rating of the Instructor: 10.”

“Good information at a good pace. Course strength were the quality and the fact that it was very concise. Overall rating of the course: 9. Overall rating of the Instructor: 10.”

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“Vast knowledge. Ali was a great and energetic presenter! I learned enough to pass the exam which was the objective. After taking the class, it would have been an added benefit to have taken a longer class (full day maybe) to get more knowledge and not just pass the test facts. Overall rating of the Course: 9. Overall rating of the Instructor: 9”.

“This was a fantastic and an incredibly valuable course! Overall rating of the Course: 10. Overall rating of the Instructor: 10”.

“AWESOME!!!! Loved the course. Presentation of materials, references, information and its importance are the strengths of the course. Overall rating of the Course: 10. Overall rating of the Instructor: 10”.

“Very good and informative. Overall rating of the Course: 9. Overall rating of the Instructor: 9”.

“Presenter was informative and presented information in an interesting conversation. Overall rating of the Course: 9. Overall rating of the Instructor: 9”.

“Excellent. Very informative and entertaining delivery by the presenter. Overall rating of the Course: 10. Overall rating of the Instructor: 10”.

“Great and knowledgeable instructor. This is my first cybersecurity class and I have received a lot of information. Overall rating of the Instructor: 10”.

“Well organized, informative and very fast. Large amount of information, for both the exam and for future reference. Overall rating of the Course: 10. Overall rating of the Instructor: 10”.

“Clearly educates the students to know NIST Cybersecurity Framework and how to use it in the real-world cybersecurity field. The instructor is very knowledgeable with solid experience from cybersecurity consulting engagements. So, the students can learn the practical cybersecurity assessment and risk management skills. I strongly recommend this course for NIST Cybersecurity Framework training and awareness education. Overall Rating of Course: 10. Overall Rating of the Instructor: 10.”

“The ecfirst classes are always very informative. I am always taking ecfirst classes. Ali is a great teacher and I will continue to take future classes. Overall Rating of the Course: 10. Overall Rating of the Instructor: 10.”

“Useful and informative. Instruction and practical scenarios are the greatest strength. Overall Rating of the Instructor: 10.”

“I am new to cybersecurity but the course managed to let me understand the foundation. Overall Rating of the Course: 10. Overall Rating of the Instructor: 10.”

“NIST overview was well done. Key takeaway was the seven step security plan. Overall rating of course: 10. Overall rating of instructor: 10.”

“Ali provided great examples when instructing the course. He broke down each module and made sure the class had a great understanding before moving forward to the next module. There were no areas where I could have used more instructions or assistance. Ali had established clear points when instructing the class and explained in a way where I, a person with little experience and knowledge within cybersecurity, understand what was being taught. Thanks Ali and ecfirst for giving me this opportunity to learn and have a better understanding of cybersecurity. Ali had made this subject enjoyable and also easier to learn. Overall Rating of the Course: 10. Overall Rating of the Instructor: 10.”

“The rate at which the materials were covered. Many times in other classes I find myself nodding off in a training, but not with Ali. He kept us engaged and attentive for the whole course which I greatly appreciated. Keep up the great work! Overall Rating of the Course: 10. Overall Rating of the Instructor: 10.”

“Instructor was absolutely prepared for the course. The strength of the course was the communication of granular content. Explained everything outstandingly. Overall rating of course: 10. Overall rating of instructor: 10. There is a lot of information packed in this one day; but the information was delivered perfectly, and any questions were always addressed.”

“Excellent slides and content. Overall rating of course: 9. Overall rating of instructor: 9.”

“The course was very informative. The content materials were great. Overall rating of course: 10. Overall rating of instructor: 10.”

“Very enthusiastic teacher! Overall rating of course: 10. Overall rating of instructor: 10. The outline and structure of the materials delivered was very helpful in making it understandable. Ali Pabrai is a great instructor. He makes the topic of cybersecurity very exciting and interesting. Thank you!”

“Comprehensive coverage needed for a strong cybersecurity program development – is the strength of the course. Overall rating of course: 10. Overall rating of instructor: 10. It’s a pleasure to listen to Ali Pabrai describe the formation of a comprehensive cybersecurity program. Every CISO must attend the CCSA<sup>SM</sup> program.”

“Understood HITRUST a lot better. I am clear on the application of HITRUST. Overall rating of course: 10. Overall rating of instructor: 10.”

“Great information. Practical examples. Overall rating of course: 10. Overall rating of instructor: 10. Great class with lots of content and information.”

“I have a better understanding of the need to implement a security framework. Overall rating of course: 10. Overall rating of instructor: 10. Great instruction and delivery of content. Funny! Informative, and very enjoyable!”

“Concise, easy to consume. Did a great job staying focused. Ali is an excellent instructor. I learned about Cybersecurity & you can too! Overall Rating of Course: 8. Overall Rating of Instructor: 10.”

“Thorough real world examples and relatable for non-technical staff. Overall Rating of Course: 8. Overall Rating of Instructor: 9.”

“It was a good presentation. Very fast paced and covered the material at a high level. Overall Rating of Course: 9. Overall Rating of Instructor: 8.”

“NIST Cybersecurity Framework overview & explanations are the strength of the course. Overall Rating of Course: 8. Overall Rating of Instructor: 8.”

“Great information. The material could have benefitted from a 2 day course. Very well-informed instructor. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”

“Excellent. Overall Rating of Course: 8. Overall Rating of Instructor: 9.”

“CCSA<sup>SM</sup> program was concise. Good presentation. A very passionate instructor. Great information. Overall rating of instructor: 10.”

“Have a much better understanding of HIPAA, NIST, and HITRUST. Instructor was a fountain of knowledge and expertise. Ali's passion, knowledge and experience facilitates the attendee to learn concepts that can be so overwhelming without his guidance. He makes a difficult topic interesting and quite digestible. Over rating of CCSA<sup>SM</sup> program: 10. Over rating of instructor: 10”

“Very knowledgeable instructor, provided timely and relevant examples and resources. Overall rating of instructor: 10.”

“Instructor has breadth of knowledge on cybersecurity. Overall rating of CCSA<sup>SM</sup> program: 10. Overall rating of instructor: 10.”

“Checklists + methodology for NIST based Cybersecurity Framework was explained well. Overall rating of course: 10. Overall rating of instructor: 10. Great overview of the NIST Cybersecurity Framework and how it applies to a cybersecurity program.”

“Energetic instructor and made the training material easier to understand. Overall rating of course: 9. Overall rating of instructor: 9.”

“Frameworks and risk analysis, risk management, encryption were strengths of the course. Overall rating of course: 10. Overall rating of instructor: 10.”

“Knowledgeable speaker. Presented in a very informative way. Overall rating of course: 10. Overall rating of instructor: 10. The speaker was knowledgeable on the subject matter. Expertise came through in his presentation. I highly recommend him!”

“Long-time expertise of the instructor and a very logical layout of the course material were strengths of the CCSA<sup>SM</sup> Program. Overall rating of course: 10. Overall rating of instructor: 10. For a non-IT HIPAA professional like myself, this course gave a comprehensive, but easy-to-understand structure for integrating privacy and security requirements.”

“Information provided was in-depth and easy to understand. Overall rating of course: 10. Overall rating of instructor: 10. Great class! Instructor was knowledgeable on topic. He answered all my questions and explained things in a way you can easily understand.”

“Focused, interactive, real-life examples. Overall rating of course: 10. Overall rating of instructor: 10. Excellent prep course led by knowledgeable, entertaining cyber professional, who brought dry security concepts to life.”

“Instructor was very prepared for the course. Overall rating of instructor: 9. Good material and relevant examples provided by trainer.”

“Overall rating of instructor: 9. The cybersecurity framework and HIPAA incident and risk management were the strengths of the course.”

“Overall rating of instructor: 10. Overall rating of course: 10. Excellent program.”

“Overall rating of instructor: 10. Overall rating of course: 10. The content was the strength of the program.”

“Overall rating of instructor: 9. Overall rating of course: 9. A well structured course.”

“Overall rating of instructor: 9. Overall rating of course: 9. The cybersecurity framework that was covered was the strength of the program.”

“A well organized and highly illustrated program with industry expertise delivered. The multiple frameworks discussed was a strength of the program. Overall rating of instructor: 10. Overall rating of course: 10.”

“The course was very beneficial and with in-depth cybersecurity information. This helped enhance the security knowledge of the attendees. Mr. Pabrai highlighted and covered most areas starting from the history of security and included relevant examples. Overall rating of instructor: 10. Overall rating of course: 10.”

“Instructor was prepared for delivery of the program. Overall rating of instructor: 10. Overall rating of course: 10.”

“Expert level instructor. Complex topics explained in an easy to understand manner. Overall rating of instructor: 10. Overall rating of course: 9.”

“Great knowledge of the instructor around the topics. Overall rating of instructor: 10. Overall rating of course: 9.”

Organized, explained things well. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”

“Instructor were very informative, detailed & had plenty of knowledge regarding the course. Overall Rating of Course: 9. Overall Rating of Instructor: 10.”

“The instructor was able to hold my attention & engaged with the class. I really enjoyed this course. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”

“I enjoyed the class very much. It was very informative. Overall Rating of Course: 9. Overall Rating of Instructor: 9.”

“Depth of data and comprehensive coverage. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”

“All of the information is valid and useful. I thoroughly enjoyed this class. Ali & Lorna made the topic interesting.”

“Overall Rating of Course: 10. Overall Rating of Instructor: 10.”

“Great course on cybersecurity. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”

“General information of cybersecurity & steps to make a plan. Overall Rating of Instructor: 10.”

“A lot of information covered in one day. Overall Rating of Course: 9. Overall Rating of Instructor: 9.”

“Lots of material covered. Good study media and well organized. Good class overall. Good instructors. Overall Rating of Instructor: 9.”



“Class gave strong framework for cybersecurity planning. Instructors had solid grasp of material. Added more real-life examples.”

“Detailed, well presented, structured & done in a logical sequence. Instructors understand the importance of the material. Loved the course, a pleasure to be able to participate. Certainly, appropriate for today’s continuously cyber intensive world. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”

“Overall Rating of Course: 10. Overall Rating of Instructor: 10.”

“Overall Rating of Course: 10. Overall Rating of Instructor: 10.”

“Like the checklists in the CCSA<sup>SM</sup> class.”

“Great view of how all the different components of a security program relate to each other. The CCSA<sup>SM</sup> class did a good job of pulling the pieces together.”

“Wide range of topics covered. Overall rating of course: 10. Overall rating of instructor: 10.”

“Have a much better understanding if cybersecurity topics covered. Overall rating of course: 10. Overall rating of instructor: 10.”

“Instructor was able to relate the sometimes-dry material to real life scenarios.”

“Instructor was energetic. Kept us engaged. Course book and reference materials provided were great.”

“Strong instructor. Knowledgeable, and covered topics well. Overall rating of course: 9. Overall rating of instructor: 10.”

“Ali did a great job presenting the material. Great compliance information.”

“Great overview. Fit my needs perfectly! Overall rating of course: 10. Overall rating of instructor: 10. Ali’s passion for cybersecurity comes out during his delivery. The passion encourages participation and learning. Ali is very open to questions and dialog that makes the subject material yours.”

“The CCSA<sup>SM</sup> Program was organized and concise. Overall rating of course: 10. Overall rating of instructor: 10.”

“Good high level overview. Ali is very engaging and knowledgeable. I have no doubt about his mastery of the topics and it shows. Overall rating of course: 9. Overall rating of instructor: 10.”

“Very good and informative. I enjoyed the course and presentation.”

“Strength of the course included instructor knowledge and the reference book. Overall rating of course: 10. Overall rating of instructor: 10.”

“Much better course than others I have taken. Overall rating of course: 10. Overall rating of instructor: 10.”

Private, On-Site CCSA<sup>SM</sup> Class Evaluation, June 2017

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“The CCSA<sup>SM</sup> Program provided a great governance strategy review of the cybersecurity framework. Within my executive role and planning with our Board of Directors, the information delivered was invaluable! This will enable us to move forward with our cybersecurity plan. The strength of the course included: checklists and the NIST Cybersecurity Framework review.”

“The CCSA<sup>SM</sup> Program content was clear and concise. Overall rating of course: 10. Overall rating of instructor: 10. I would highly recommend this class for anyone involved in cybersecurity program development and maintenance.”

“Good overall coverage of security planning and thought process.”

“Great detailed information.”

“Clear communication, knowledge and explanation of slide-to-test ratio. Overall rating of course: 9.5. Overall rating of instructor: 9.5. Enjoying class. Good information. Very relevant to current role.”

“Interactive and informative course. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”

“The course definitely helps me prepare for my tasks in the near future. The instructor was very clear in his explanation. Overall Rating of Course: 9. Overall Rating of Instructor: 10. I definitely will take similar courses with ecfirst. Instructor was knowledgeable and friendly.”

“Instructor was very prepared for the course. Overall Rating of Course: 10. Overall Rating of Instructor: 10.”

“Very easy to understand. Well organized with real world intelligence. Overall Rating of Course: 10. Overall Rating of Instructor: 10. While the material is complicated, the course book, and instructor’s passionate presentation not only made it easy to understand, but an enjoyable and fun experience.”

“Course brings the concepts and terminology together. Overall Rating of Course: 9. Overall Rating of Instructor: 9. Great to meet a practicing instructor who is an industry recognized SME.”

“The CCSA<sup>SM</sup> Program was outstanding on every level. Overall rating of Course: 10; Overall rating of Instructor: 10. Strength of the Course: All of it.”

“The strength of the CCSA<sup>SM</sup> course was the outline and explanation of the NIST framework, as well as implementation of a cybersecurity program. Small class size with great dialogue. Overall Rating of Course: 9. Overall Rating of Instructor: 9. The CCSA<sup>SM</sup> course opened my eyes to different cybersecurity frameworks, as well as talk track I should be having with clients on how our services are helping customers get from their current profile to the target cyber profile.”

“The CCSA<sup>SM</sup> course provides a blend of overview with appropriate drill downs. Overall rating of Course: 10; Overall rating of Instructor: 10.”

“Very informative course. Overall rating of Course: 10; Overall rating of Instructor: 10.”

“Excellent course. Overall rating of Course: 10; Overall rating of Instructor: 10.”

“Great course! Lots of useful information presented in a concise and relevant manner. Overall rating of Course: 10; Overall rating of Instructor: 10. Strength of the Course: Engaging presentation style. Real world examples, not just reading from slides. Lots packed into session.”

“Ali does a great job covering all the topics. Excellent course! Overall rating of Course: 10; Overall rating of Instructor: 10. Strength of the Course: All around great course.”

“Excellent teacher and speaker. Overall rating of course: 10. Overall rating of instructor: 10. I was apprehensive taking the course expecting it to be too technical. The information was presented so well and so easy to absorb.”

“Pabrai covered a lot of information. Effectively and concisely. Overall rating of course: 10. Overall rating of instructor: 10. Wonderful course. Excellent instructor!”

“Very detailed and well delivered. Overall rating of course: 10. Overall rating of instructor: 10.”

“Nicely laid out program. Overall rating of course: 10. Overall rating of instructor: 10. I did not know what to expect coming here. I learned a lot of valuable information to use in my own practice. So glad I came!”

“Checklists are useful. Overall rating of course: 10. Overall rating of instructor: 10.”

“Excellent instructor and slide deck. Clearly expert on topic. Overall rating of course: 10. Overall rating of instructor: 10.”

“Practical and functional. Topical and quick. Overall rating of course: 10. Overall rating of instructor: 10.”

“Instructor is educated in all areas of security.”

“Great information. Very thorough. The amount of information provided is amazing!  
Overall rating of course: 10. Overall rating of instructor: 10. I feel more confident when I speak to my clients because of my experience with ecfirst.”

“Topics were explained carefully/methodically.”

“Review, redundancy, emphasis on key topics were strengths of the course. Overall rating of course: 10. Overall rating of instructor: 10.”

“Referenced materials, regulatory guidance provided, instructor’s vast knowledge of subject matter were strengths of the CCSA<sup>SM</sup> Program. Overall rating of course: 10. Overall rating of instructor: 10. I am so glad that I decided to sign up for this course.”

“Very knowledgeable instructor. Easy to understand slides. Excellent speaker. Overall rating of course: 9. Overall rating of instructor: 10. Very informative and great interaction with group.”

“Comprehensive. Solid information. Excellent material to take away. Overall rating of course: 9. Overall rating of instructor: 9. The courses moves at a dynamic pace, but was very comprehensive. Gave a solid base on which to define and create a cyber security framework.”

“The strength of the course was the quality of instruction and information. Overall rating of course: 10. Overall rating of instructor: 10. I was a bit apprehensive concerning the technical aspects of the subject matter. However, Ali made it easy to understand and apply to my organization. Super job!”

“The CCSA<sup>SM</sup> Program was exceptional. Overall rating of course: 10. Overall rating of instructor: 10. The course content is exceptional. Ali is an extraordinary presenter. I was motivated, empowered and equipped to develop and enhance a comprehensive cybersecurity program.”

“The breakdown of the cybersecurity framework was the strength of the CCSA<sup>SM</sup> course. Overall rating of course: 10. Overall rating of instructor: 10. Thank you for a great class.”

“Topics were relevant, tangible, to my responsibilities. Further enhance my understanding.”

“The strength of the course was that information provided was coupled with examples of how to implement the program. The CCSA<sup>SM</sup> Program was very informative.”

“It was really good overall. Great job. Able to understand concepts clearly. Overall rating of course: 9. Overall rating of instructor: 10.”

“The strength of the course was the instructor’s knowledge. Overall rating of course: 10. Overall rating of instructor: 10.”

“Very informative. Simplified information. Nice checklists and examples. The class was informative and provided real world examples. It was presented in a fun and simplified manner.”

“The strength of the CCSA<sup>SM</sup> Program is that it made a very large and complex area into an understandable format. Overall rating of course: 10. Overall rating of instructor: 10. Thank you so much. This was a wonderful course. The instructor was very prepared for the course.”

“The strength of the CCSA<sup>SM</sup> Program was it provided a clear picture of what is required in a cybersecurity plan and associated requirements. Overall rating of the course: 10. Overall rating of instructor: 10. Instructor was very prepared for the CCSA<sup>SM</sup> Program. This was a very complete overview of the elements of a cybersecurity framework, creating a plan, and the associated requirements.”

“Great content, and checklists. The instructor lives and breathes this! Overall rating of instructor: 10.”

“Course Rating: 10, Instructor Rating: 10”

“Strength of the course was walking thru a framework to establish a cybersecurity program. Overall rating of the course: 10. Overall rating of instructor: 10. Course provided a fantastic foundation to engage an enterprise environment, regarding establishing their cybersecurity program.”

“Strong content. Great communication. Overall rating of the course: 10. Overall rating of instructor: 10.”

“I enjoyed increasing my technical knowledge in this important area. I cannot wait to apply what I have learned. I will continue to build on my knowledge based on a careful review of the course content. Overall rating of the course: 10. Overall rating of instructor: 10. CCSA<sup>SM</sup> Program has a structured communication and content.”

“Very detailed explanation about building and managing a cybersecurity program. Overall rating of the course: 10. Overall rating of instructor: 10. Excellent program.”

“Material was well organized and presented in a methodical manner. Overall rating of the course: 10. Overall rating of instructor: 10.”

“Best class I have ever taken at Konica Minolta! Instructor was very prepared for the CCSA<sup>SM</sup> Program. Overall rating of the course: 10. Overall rating of instructor: 10. The strength of the program is that it beautifully covers the area of cybersecurity. The course made a complex area logical and simple. Provides me with ability to qualify questions to assess my clients. I am now able to articulate to all stakeholders in the corporate office why this program will be important to them – CEO, Legal, Compliance, BioEngineering, CIO, CISO, CTO, Privacy Officer, even HR.”

“Course Strengths: Presentation Material of the CCSA<sup>SM</sup> course.”

“Comprehensive yet moved quickly Course Rating: 10, Instructor Rating: 10”

“Checklist, documents, and resources provided, knowledgeable instructor. Course Rating: 10, Instructor Rating: 10”

“Well organized, practical study very useful.”

“A+ Course. Rating: 10 Instructor Rating: 10”

“Good overall review of NIST Cybersecurity Framework. Instructor Rating: 10”

“Subjects covered were very well presented. Course Strengths: Outline in all areas and checklists. Course Rating: 10, Instructor Rating: 10”

“I believe the information was clearly presented. Course Strengths: Updated information and knowledge of teacher. Course Rating: 10, Instructor Rating: 10”

“Well-rounded program covering more than one security standard. Course Rating: 10, Instructor Rating: 10”

“Instructor has a high knowledge of subject and passes that info with enthusiasm Course Rating: 10, Instructor Rating: 10”

“Course Rating: 10, Instructor Rating: 10”

“Solid Introduction to Cyber Security. Course Rating: 10, Instructor Rating: 10”

“Interactive program with examples. Course Rating: 10, Instructor Rating: 10”

“Great pace, good information that is relevant. Course Rating: 10, Instructor Rating: 10”



"Being a former Sales Educator, I know first hand how challenging it can be to hold the attention of an audience when teaching. This is especially true when the information is technical and possibly arcane to some in your class. Ali Pabrai performs this very difficult task with great ease, command, and enthusiasm. It makes the learning experience not just fun but effective. Great Job Ali!"

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 "Great presentation. I very much enjoyed the day. Now if only I can pass the exam!  
 Over rating of course: 10. Overall rating of instructor: 10. Instructor hit all topics well.  
 Strength of course was the great exchange."

"Foundation information to prepare an effective cybersecurity program was a strength of the CCSA<sup>SM</sup> course. Over rating of course: 10. Overall rating of instructor: 10."

"Strength of the course was its comprehensive and general application across industries. Over rating of course: 10. Overall rating of instructor: 10."

"Strength of the course was the higher level of knowledge of cyber security."

"Very clear! Detailed! Pulled the CHP and CSCS<sup>TM</sup> courses together. Over rating of course: 10. Overall rating of instructor: 10."

"I have taken ecfirst courses before, and I returned due to the thorough and lively information. Over rating of course: 10. Overall rating of instructor: 10. The checklists and discussions were the strengths of the course."

"Ali Pabrai was masterful. He allowed us to bring up most topical recent events in the media. Over rating of course: 10. Overall rating of instructor: 10. ecfirst is a top-notch training organization. The materials and the CCSA<sup>SM</sup> program are fantastic."

"The application of cyber security practices in the real world were a strength of the CCSA<sup>SM</sup> program. Over rating of course: 10. Overall rating of instructor: 10. Ali Pabrai is a wealth of information. He is adept at explaining complex issues in a simplistic manner."

"The cyber security checklists and workflows that were outlined seem like they will be very helpful. Over rating of course: 10. Overall rating of instructor: 10. Ali Pabrai is a very engaging instructor who brought life to a rather mundane topic. I appreciate the knowledge and experience that he brought to the class. I look forward to working with him in the future."

"Great overview of NIST Cybersecurity Framework and related information. Spirited discussion with classmates. Overall rating of instructor: 10. The CCSA<sup>SM</sup> Program instructor-led class is a very informative introductory class to cyber security. Would recommend for anyone involved in or concerned with their cyber security posture would take the certification training."

“Applicable knowledge and detailed information that is usable and well organized were the strengths of the CCSA<sup>SM</sup> program. Overall rating of instructor: 10.”

“We have been heavily involved in HIPAA Security for several years. The CCSA<sup>SM</sup> program is a terrific course to understand HIPAA Security and the cyber security framework. We learned how to expand the framework into what we are already doing. Overall rating of course: 10. Overall rating of instructor: 10. Very good high-level coverage!”

“Enjoyed all of the discussions with Ali and his input. Overall rating of course: 10. Overall rating of instructor: 10. Great course. Amazing instructor. One of the best training classes I have attended.”

“Loved the real life examples in the course. Overall rating of course: 10. Overall rating of instructor: 10. Very informative. I understand a lot more than I did before.”

“The strength of the course was the format of the instruction given and the style of the presentation. Encouragement of class participation was great. I really enjoyed the class. I learned a lot about cyber security. Overall rating of instructor: 10. I walked away with some practical applications.”

“Tied all the information on cyber security together! Overall rating of course: 10. Overall rating of instructor: 10. Great enthusiasm. Terrific way to learn about IT and cyber security.”

“Tied everything together for me from CHP and CSCS<sup>TM</sup> classes. Overall rating of course: 9. Overall rating of instructor: 10.”

“Good overview from a high-level perspective. Overall rating of course: 10. Overall rating of instructor: 10.”

“The CCSA<sup>SM</sup> book and the powerpoint presentation were the strengths of the program. Overall rating of course: 10. Overall rating of instructor: 10.”

“Strength of the CCSA<sup>SM</sup> course were the examples presented by the instructor. Ali is an excellent instructor with good personality and examples shared. Overall rating of course: 10. Overall rating of instructor: 10.”

“Was great to see all the cyber security information presented, pulled together at the end! Overall rating of course: 10. Overall rating of instructor: 10.”

“The many side stories shared on cyber security that relate to ways to converse with security with clients – were a strength of the CCSA<sup>SM</sup> Program. Overall rating of course: 10. Overall rating of instructor: 10.”

“Very effective presentation delivered in the CCSA<sup>SM</sup> Program. Overall rating of course: 10. Overall rating of instructor: 10.”

“The manual, powerpoint, and the instructor were the strength of the CCSA<sup>SM</sup> Program. Overall rating of course: 10. Overall rating of instructor: 10.”

“Wow! Great instructor/presenter! CCSA<sup>SM</sup> is a terrific course.”

“Very informative. Kept it fun and interesting.”

“Helps us to build and validate the security program for the enterprise. Overall rating of course and instructor: 10.”

“Good materials and checklist for cyber security.”

“Ali Pabrai is a great instructor! Did a phenomenal job in presenting material for the CCSA<sup>SM</sup> program in such a short amount of time. Overall rating of course and instructor: 10. Great instructor. Great resources.”

“Very informative and kept it fun and interesting. Overall rating of course and instructor: 10. The organization of slides and data within the slides were strength of the course.”

“Informed instructor. Overall rating of course and instructor: 10.”

“Good overview with detail backup for future reference.”

“The strengths of the course were content, checklists, and comprehensive review of policy standards. Overall rating of course and instructor: 10.”

“Clear to follow. Thoroughly outlined. Overall rating of course and instructor: 10. Thank you for a very clear explanation of a complicated area.”

“The strengths of the course included content, materials, presenter/instructor, and the participants’ background and expertise. Mr. Pabrai provided an excellent environment for participants to contribute experiences and input to the topics covered. Mr. Pabrai demonstrated complete knowledge of subject matter. I will recommend participation in future courses.”

“The instructor was very prepared for the course. The strengths of the course included details, full of information and easy to follow along. Being new to the field Ali Pabrai made it fun, interesting and easy to understand the content. Overall rating of course and instructor: 10. I am very satisfied with the overall presentation and the information provided.”

“The strength of the course was the wide coverage of topics.”

“Dynamic speaker and able to deliver technical content in an easy to understand manner. Overall rating of course and instructor: 10. Instructor Ali Pabrai was extremely knowledgeable and effective at teaching the CCSA<sup>SM</sup> material. I thoroughly enjoyed this course.”

“The checklists and content that can be easily implemented into processes – were the strengths of the course.”

“Course was thorough and included good materials. Very good course. Very thorough information provided. Class interaction was very important.”

“Instructor was able to explore any topic in greater detail. Overall rating of course and instructor: 10.”

“Instructor was absolutely prepared for the CCSA<sup>SM</sup> course. Given time available everything was great. Overall rating of course and instructor: 10. Ali Pabrai’s passion and energy about security is infectious. No matter how many times I attend a class or presentation with Ali, I learn something new.”

“Very useful. Extremely informative! Enhanced my insights on overall security and compliance. Overall course rating: 10. Overall instructor rating: 10.”

“Great course layout to very complicated material. Tons of checklists and extra materials that can be leveraged by my organization. Thank you so much for sharing all this information with us in the CCSA<sup>SM</sup> program. Ali Pabrai taught the material in a very clear and concise way. Much appreciated.”

“Informative and easy to understand program. Now I can plan our cyber security plan with my team to minimize/eliminate threats such as ransomware. Ali Pabrai is a great speaker and instructor. Overall course rating: 10. Overall instructor rating: 10.”

“The instructor Ali Pabrai was superb! The entire CCSA<sup>SM</sup> Program was extremely helpful. Full of valuable information. Overall rating of course and instructor: 10. Ali Pabrai is extremely knowledgeable in cyber security. He made the class and information come across in a very comprehensive manner. Superb course & trainer! Recommended!”

“Great instructor with patience in teaching and guiding the course in an understandable manner.”

“Enjoyed the CCSA<sup>SM</sup> class. Learned a lot. Instructor was very engaging. Overall rating of course and instructor: 10. Instructor kept the course interesting. Instructor engaged class with lots of questions and responses to keep students involved.”

“Interactive presentation. Instructor was prepared for the program.”

“Strength of course was the vast knowledge delivered. Overall course and instructor rating: 10. I really learned a lot on how to go back and evaluate our systems. How secure are we? How can we better protect ourselves? Was covered well in the program.”

“Ali Pabrai is an excellent instructor. Very knowledgeable in all areas of security. Overall rating course and instructor: 10. Very good information covered.”

“Great instructor. Overall rating of course and instructor: 10.”

“Hit on all important cyber security topics. Covered a lot of information in a short time. Very thorough and efficiently delivered. Rating of instructor: 10.”

“Ali Pabrai was very knowledgeable and delivered information in a great way. Good materials. Instructor was very prepared.”

“The energy that Ali Pabrai maintained helped me stay engaged in the material covered. Much appreciated! Overall rating of course and instructor: 10. Structure of presentation made content easier to learn.”

“Ali Pabrai is a wealth of knowledge and full of energy and passion for security. Enjoyed Ali’s CCSA<sup>SM</sup> class. Overall rating of course and instructor: 10. Very concise and informative program.”

“Excellent course book and materials. Overall rating of course and instructor: 10. Excellent program! A very knowledgeable instructor!! Provided a roadmap to develop a Cyber Security Plan. Thank you!”

“Overall rating of course and instructor: 10. Very informative. Look forward to another class. Strength of the course was the powerpoint presentation. Pabrai the instructor was very active in delivering.”

“Ali was extremely knowledgeable. Overall rating of course and instructor: 10. Ali Pabrai was not only knowledgeable but also entertaining. He gave practical examples of complex areas.”

“I enjoyed the course and would recommend to all that need cyber security training. Overall rating of course and instructor: 10. Ali Pabrai was an excellent speaker.”

“Overall rating of course and instructor: 10. Instructor was prepared for the course.”

“Instructor was prepared for the course. Rating: 10.”

“Organized course. Appropriate. On-target for information that a HIPAA and Security Officer needs day-today.”

“I found the CCSA<sup>SM</sup> course to be very unique. During the course the instructor Ali Pabrai challenges the students to think about applying the concepts taught to the current issues and challenges of the organization; including addressing day-to-day operations. The course discusses how to develop our cyber strategy. Very detailed and to the point program. Lots of good information covered in a day! Rating of course: 10. Rating of instructor: 10.”

“Generated awareness that the threats out there are real and need immediate attention. Rating of course: 10. Rating of instructor: 10. Style in which content was delivered made course content interesting and captivating. Instructor was very prepared.”

“Ali knows how to engage and keep students entertained. Rating of course: 9. Rating of instructor: 9. Good presenter makes information relevant to our environment. Love his jokes.”

“Templates and checklists were strengths of the course. Rating of course: 9. Rating of instructor: 9. Instructor was very prepared for the course.”

“Good understanding of and enforcement of the cyber security framework as well as structure and tools. Rating of course: 9. Rating of instructor: 9. The cyber security framework was well stressed.”

“Ali was an excellent teacher. Very clear and precise. Rating of course: 10. Rating of instructor: 10.”

“The CCSA<sup>SM</sup> Program was very informative. Rating of course: 10. Rating of instructor: 10. The CCSA<sup>SM</sup> course increased my knowledge of cyber security. It is very informative to help implement what was discussed in my facility.”

“The content was very informative. The framework provides a blueprint which an organization can customize and use and benefit from. The CCSA<sup>SM</sup> Program covers really important points including encryption. Rating of course: 10. Rating of instructor: 10.”

“Course was very informative and a good overview of cyber security. It will help Prime Healthcare protect its critical systems. Rating of course: 9. Rating of instructor: 9. Good flow of information and topics in the course.”

“Ali Pabrai is a real expert in cyber security. He gave us the important information we needed. Rating of course: 10. Rating of instructor: 10.”

“Overall understanding and cyber security were the strengths of the program. Rating of course: 9. Rating of instructor: 10.”

“Strengths of the course: fun, exciting. Rating of course: 9. Rating of instructor: 9.”

“Very informative. In-depth overview. Rating of course: 10. Rating of instructor: 10.”

“Instructor was very knowledgeable and reviewed key concepts as necessary.”

“In-depth and detailed information. Rating of course: 10. Rating of instructor: 10.”



## Consulting Practice



## Certification Training



AI Defense, *Beyond Cyber*



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