means opportunities
**Mission**
To deliver IT talent to the global workforce.

**Vendor-Neutral Certifications**
CompTIA certifications are mapped to skills and competencies needed for job roles versus vendor specific technology. Vendor neutrality helps IT professionals develop learning agility. By having mastered baseline skills, CompTIA-certified IT professionals are equipped to learn and apply new information quickly.

**Value of Certification**
Gaining industry-recognized certifications can help learners differentiate themselves in a challenging job market. It’s essential to validate skills and add valuable credentials to a resume or advance in an IT career. CompTIA certifications can assist with:
- A competitive edge in a highly technical job market
- Heightened career advancement opportunities

**High-stakes Exam**
- An extraordinarily high level of rigor is employed in developing CompTIA certifications.
- Each question created undergoes multiple layers of quality assurance and thorough psychometric statistical validation.
- CompTIA certifications are ISO/ANSI accredited.

**For the Candidate:**
- Competitive Edge: 91% of employers believe IT certifications play a key role in the hiring process and are a reliable predictor of a successful employee.*
- Job Satisfaction: 76% of CompTIA certified IT pros are satisfied with their job.**

**For Corporate/Government:**
- Valuable Employees: 82% of employers recognize that certified employees are valuable to their organizations.****
- Solid Foundation: 92% of military supervisors regard certification as important in setting a baseline of expertise among staff *****

**Benefits**

**Learners/Professionals**
CompTIA certifications are the best way to future-proof a career in the IT industry. Certifications validate knowledge and skills required by employers to ensure their staff can get the job done.

*By the numbers:*
- 97% of employers value certifications enough to provide support for IT employees obtaining IT certification.
- 76% of CompTIA-certified IT pros are satisfied with their job
- Three of the “Top 10 Certifications That Help IT Workers Get Jobs” are CompTIA certifications, according to The Dice Report.

**Enterprise/Employer**
IT pros need to keep their skills current in a constantly evolving industry. CompTIA certifications ensure skills meet the needs of the industry and organization. Save time and resources by using certifications to evaluate candidates. Feel confident that your staff has the competencies to get the job done.

*By the numbers:*
- Loyal workforce: 84% of IT professionals stay with their employer after getting CompTIA certified.

**Certified staff benefit**
- 85% more confidence: Certifications create trust and a can-do attitude.
- 58% more knowledge: Certifications improve expertise.
- 53% more ability: Certified staff outperform non-certified staff in job-critical tasks.

**Sources:**
* CompTIA Employer Perceptions of IT Training and Certification
** CompTIA 2nd Annual IT Career Insights
***CompTIA 2nd Annual IT Career Insights Study
****CompTIA IT Training and Certification: Insights and Opportunities Study
*****CompTIA Military Career Path

**Job Role Focused Certifications**
CompTIA certifications, which are developed by IT professionals, validate skills and competencies needed for identified job roles.

**Resources:**
- Website: CompTIA.org
- Partner Portal: Partners.CompTIA.org
- CompTIA Blog: CompTIA.org/blog
- Trends and Analysis (Industry): CompTIA.org/resources

**Government**
Certifications below are updated regularly and aligned to NICE Workforce Framework.

Government employees can verify their cyber knowledge and skills and fulfill government directives like FISMA and DoD 8570/8140.

- CompTIA A+
- CompTIA Network+
- CompTIA Security+
- CompTIA Cybersecurity Analyst (CySA+)
- CompTIA Advanced Security Practitioner (CASP+)
CompTIA Pathways

- **INFRASTRUCTURE PATHWAY**
  - Early to mid-career level certifications
  - For candidates who have at least 18 months of general IT experience, and at least 9 months in their field of expertise

- **CORE SKILLS CERTIFICATIONS**
  - Entry-level certifications for foundational IT knowledge
  - For candidates with 0–3 years of education and/or experience

- **PROFESSIONAL SKILLS**
  - Specialized professional skills
  - CompTIA’s professional certifications cover versatile skillsets that help take careers to the next level

- **CYBERSECURITY PATHWAY**
  - Mid-career to advanced level certifications
  - For candidates who have at least 3 years of hands-on information security or related experience

- **CompTIA Pathways**
  - ITF+
  - A+
  - Network+
  - Security+
  - Server+
  - Cloud+
  - Linux+
  - PenTest+
  - CASP+
  - Project+
  - Cloud Essentials+
  - CTT+
  - CySA+
CompTIA IT Fundamentals (ITF+) (FC0-U61)

CompTIA ITF+ Intro
ITF+ is an introduction to basic IT knowledge and skills that helps professionals decide if a career in IT is right for them. It also helps organizations prepare non-technical teams for digital transformation.

VALUE Prop 1 (Career Changer/Student)
ITF+ provides an opportunity to explore all aspects of IT job roles. Learners gain digital literacy skills and are inspired to pursue a career in IT.

VALUE Prop 2 (Employer)
ITF+ is a certification that establishes an IT foundation necessary in preparation for digital transformation, and on-the-job success. It is appropriate for both non-technical and technical staff.

Key Differentiators:
- ITF+ establishes an IT education framework for students in middle school and high school.
- It’s the only pre-career certification for students or career changers that validates a competency in information technology to help determine if IT is the right career path.
- It’s the only certification that covers all areas of IT foundations, making it ideal for non-technical professionals.

Who would benefit from ITF+?
- Students considering a career in IT
- Professionals working a career in IT
- Marketing, sales and operations staff in IT-based organizations

Resources:
- ITF+ additional information: CompTIA.org/certifications/it-fundamentals
- Recommended Pathways: CompTIA.org/certifications/which-certification
- Posts: https://bit.ly/2JgDuAj

Competitors
| Microsoft Technology Associate (MTA) | • ITF+ has a broad focus that allows entry to multiple IT-related paths. 
• ITF+ is 1 single exam with multiple choice; however, the knowledge, skills and abilities (KSAs) in MTA are spread out over 8 exams. |
| IC3 Digital Literacy Certification (IC3) | • IC3 prepares for digital skills only, while ITF+ prepares for digital skills as well as IT-readiness. 
• One ITF+ exam represents concepts covered in two IC3 certifications requiring a total of 4 IC3 exams. |
| European Computer Driving License (ECDL) | • ECDL requires an extensive time commitment - 12 exams to earn the credential. 
• One ITF+ exam represents concepts covered in five or more ECDL exams. |

Skills and Competencies Acquired:
- Install software
- Establish basic network connectivity
- Identify/prevent basic security risks
- Explain troubleshooting theory and preventative maintenance of devices

Renewal:
The CompTIA IT Fundamentals+ certification is considered good for life and does not need to be renewed.

BATTLE CARD
Who would benefit from ITF+?
- Students considering a career in IT
- Professionals working in fields that require a broad understanding of IT
- Marketing, sales and operations staff in IT-based organizations

Resources:
• ITF+ additional information: CompTIA.org/certifications/it-fundamentals
• Recommended Pathways: CompTIA.org/certifications/which-certification
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Skills and Competencies Acquired:
- Install software
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- Identify/prevent basic security risks
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Renewal:
The CompTIA IT Fundamentals+ certification is considered good for life and does not need to be renewed.
## How Does CompTIA Compare?

<table>
<thead>
<tr>
<th>Certification</th>
<th>Microsoft Technology Associate</th>
<th>IC³ Digital Literacy Certification</th>
<th>European Computer Driving License/International Computer Driving License</th>
</tr>
</thead>
<tbody>
<tr>
<td>Number of Exams</td>
<td>Single, multiple choice exam</td>
<td>8 exams</td>
<td>Modular set of 17 exams</td>
</tr>
<tr>
<td>Exam Focus</td>
<td>Pre-career assessment of competency for IT</td>
<td>Microsoft-specific content</td>
<td>End users who lack IT training</td>
</tr>
<tr>
<td>Experience Level</td>
<td>Pre-IT career &amp; Non-IT pros</td>
<td>Students interested in an on-ramp to a career requiring technical expertise in Microsoft products and services</td>
<td>Non-IT pros</td>
</tr>
<tr>
<td>Vendor Neutral</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
</tr>
</tbody>
</table>
CompTIA A+ Intro

CompTIA A+ certified professionals are proven problem solvers. They support today's core technologies from security to cloud to data management and more. CompTIA A+ is the industry standard for launching IT careers into today's digital world and is the preferred qualifying credential for technical support and IT operational roles.
### How does CompTIA Compare?

<table>
<thead>
<tr>
<th></th>
<th>A+</th>
<th>MCSA</th>
<th>MTA Infrastructure</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Certification</strong></td>
<td>A+</td>
<td>MCSA</td>
<td>MTA Infrastructure</td>
</tr>
<tr>
<td><strong>Performance-based Questions</strong></td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td><strong>Exam Length</strong></td>
<td>2 exams, 90 min. each</td>
<td>2-3 exams</td>
<td>4 exams</td>
</tr>
<tr>
<td><strong>Experience Level</strong></td>
<td>Entry</td>
<td>Entry</td>
<td>Entry</td>
</tr>
<tr>
<td><strong>Exam Focus</strong></td>
<td>Vendor-neutral, technical &amp; professional skills</td>
<td>Tied to specific products (e.g., MCSA Windows 8 or MCSA Server 2012)</td>
<td>Broad-based intro to IT. Gateway to Microsoft’s product-centric certifications.</td>
</tr>
<tr>
<td><strong>Prerequisites</strong></td>
<td>None. 9-12 months experience recommended</td>
<td>None. Prior experience recommended</td>
<td>None</td>
</tr>
</tbody>
</table>
**CompTIA Network+ Intro**

CompTIA Network+ validates the knowledge and skills to troubleshoot, configure and manage common wired and wireless networks. Network+ certifies a basic understanding of emerging technologies including unified communications, mobile, cloud and virtualization technologies.

**VALUE Prop 1 (Career Changer/Student)**

- CompTIA Network+ certifies a professional-level understanding of emerging technologies, including cloud and virtualization technologies, developing a career in IT Infrastructure.

**VALUE Prop 2 (Employer)**

- CompTIA Network+ validates candidates have the solid base of networking skills needed to build and support the connectivity needed for your IT infrastructure in order to achieve business objectives.

**Accredited** by ANSI to show compliance with the ISO 17024 Standard. It is also approved by the DoD for Directive 8140/8570.01-M

**Key Differentiators:**

- Network+ prepares candidates to support the network regardless of the platform.
- It forms the foundation professionals need before specializing in a vendor solution.
- It is the only industry certification that covers both wired and wireless networks.

**Additional Selling Points:**

- CompTIA certifications mean proven competency on the job.
- CompTIA performance certifications validate the skills associated with a particular job or responsibility.

**By the Numbers:**

- 28% of organizations say they have a shortage of network security specialists.
- Over 811k Network+ certified professionals.

**Skills and Competencies Acquired:**

- Understand networking services and applications
- Use appropriate network monitoring tools
- Understand network security vulnerabilities and remedies

**Resources:**

<table>
<thead>
<tr>
<th>CompTIA Network+ (N10-007)</th>
</tr>
</thead>
</table>

**COMPETITORS**

**Talking Points / Network+ Advantages**

<table>
<thead>
<tr>
<th>Competitors</th>
<th>Talking Points / Network+ Advantages</th>
</tr>
</thead>
</table>
| Cisco CCNA Vendor-specific | • Unlike CCNA, CompTIA Network+ prepares IT pros to support the network regardless of the platform rather than just maintaining a single vendor’s products.  
  • CompTIA Network+, unlike Cisco, covers essential skills at the depth needed for early networking jobs. CCNA is so broad that it doesn't cover the depth of knowledge needed to set a firm foundation for networking expertise. |
| MTA/Networking Fundamentals | • Unlike Network+, MTA Networking Fundamentals is not aligned to job roles and has minimal introduction to networking. |

**COMPANIES THAT ENDORSE NETWORK+**

- Apple
- BlueCross BlueShield
- Canon
- Dell
- HP
- Intel
- Ricoh
- U.S. Department of Defense
- Verizon

**COMPANY JOBS:**

- Network Administrator
- IS Consultant
- Network Field Engineer
- Network Support Specialist
- Network Analyst

**COMPANIES THAT ENDORSE NETWORK+**

- Apple
- BlueCross BlueShield
- Canon
- Dell
- HP

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# How does CompTIA Compare?

<table>
<thead>
<tr>
<th>Certification</th>
<th>Network+</th>
<th>CCNA Vendor-specific</th>
<th>MTA/Networking Fundamentals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Performance-based Questions</td>
<td>Yes</td>
<td>Yes</td>
<td>No</td>
</tr>
<tr>
<td>Exam Length</td>
<td>1 exam with a maximum of 90 questions, 90 min.</td>
<td>1 exam, 90 min.</td>
<td>1 exam, 50 min.</td>
</tr>
<tr>
<td>Experience Level</td>
<td>Entry</td>
<td>Early career</td>
<td>Student</td>
</tr>
<tr>
<td>Prerequisites</td>
<td>CompTIA A+ &amp; a minimum of 9 months networking experience recommended</td>
<td>1-3 years experience</td>
<td>None</td>
</tr>
</tbody>
</table>
CompTIA Security+ Intro
CompTIA Security+ is a global certification that validates the baseline skills necessary to improve baseline security readiness and incident response by applying current best practices for preventing and addressing today’s threats.

VALUE Prop 1 (Career Changer/Student)
Security+ validates core knowledge required of cybersecurity professionals, and those in related job roles, ensuring organizations have the talent needed to improve baseline security readiness and incident response by applying best practices for preventing and addressing the latest attacks, threats, and vulnerabilities.

VALUE Prop 2 (Employer)
CompTIA Security+ validates core knowledge required of any cybersecurity role, and emphasizing vendor-neutral, hands-on practical skills, ensuring the security professional is better prepared to problem solve a wider variety of today’s complex issues.

Accredited by ANSI to show compliance with the ISO 17024 Standard. It is also approved by the DoD for Directive 8140/8570.01-M

Skills and Competencies Acquired:
- Assess security posture and implement security solutions
- Monitor and secure hybrid environments, including cloud, mobile and IoT
- Operate with an awareness of applicable laws and policies
- Identify, analyze, and respond to security events and incidents

Job Roles:
- Systems Administrator
- Security Administrator
- Security Analyst
- Security Engineer

Key Differentiators:
- Chosen by more corporations and defense organizations than any certification to validate core security skills and for fulfilling DoD 8570 compliance.
- More job roles turn to Security+ to supplement baseline cybersecurity skills, enabling organizations to improve baseline security readiness and incident response.
- Aligned to the latest trends and techniques including: core technical skills in risk assessment and management, incident response, forensics, enterprise networks, hybrid/cloud operations, and security controls, ensuring high-performance on the job. 80% of the exam includes updated technology and 20% newer concepts and techniques.
- Increased coverage of skills for managing enterprise environments’ architecture, hybrid-networks and reliance on cloud.
- Expanded coverage of incident response, governance, risk and compliance as IT professionals are having to perform tasks earlier in their career.

Resources:
- Average Salary:
- Security+ Additional Information: CompTIA.org/certifications/security
- Recommended Pathways: CompTIA.org/certifications/which-certification
- Posts: https://bit.ly/33YY5kB

<table>
<thead>
<tr>
<th>Competitors</th>
<th>Talking Points / Security+ Advantages</th>
</tr>
</thead>
<tbody>
<tr>
<td>(ISC)² Systems Security Certified Practitioner (SSCP)</td>
<td>• Both SSCP and Security+ cover baseline security skills and are vendor-neutral; however, Security+ includes performance-based questions to validate hands-on skills. • SSCP requires working experience before taking the exam while Security+ does not. • Security+ is listed in 10% of cybersecurity job ads while SSCP is only listed in 3%.</td>
</tr>
<tr>
<td>EC-Council Certified Ethical Hacker (CEH)</td>
<td>• CEH focuses only on penetration testing, the questions are multiple choice, with no performance requirement, and it costs nearly 3x more. • Security+ includes performance-based questions focusing on the latest threat, attacks, and vulnerabilities, as well as risk management, incident response, and GRC. • Security+ is listed in 10% of cybersecurity job ads while CEH is only listed in 1%.</td>
</tr>
<tr>
<td>GIAC Security Essentials (GSEC)</td>
<td>• Both GSEC and Security+ cover baseline security skills and are vendor-neutral; however, Security+ includes performance-based questions to validate hands-on skills. • Security+ is listed in 10% of cybersecurity job ads while GSEC is only listed in 3%. • GSEC costs nearly 5x more.</td>
</tr>
</tbody>
</table>

Competitors
- (ISC)² Systems Security Certified Practitioner (SSCP)
- EC-Council Certified Ethical Hacker (CEH)
- GIAC Security Essentials (GSEC)

Talking Points / Security+ Advantages
- Both SSCP and Security+ cover baseline security skills and are vendor-neutral; however, Security+ includes performance-based questions to validate hands-on skills.
- SSCP requires working experience before taking the exam while Security+ does not.
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- CEH focuses only on penetration testing, the questions are multiple choice, with no performance requirement, and it costs nearly 3x more.
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- Both GSEC and Security+ cover baseline security skills and are vendor-neutral; however, Security+ includes performance-based questions to validate hands-on skills.
- Security+ is listed in 10% of cybersecurity job ads while GSEC is only listed in 3%.
- GSEC costs nearly 5x more.

Companies that Endorse Security+:
- General Dynamics IT (GDIT)
- Johns Hopkins University Applied Physics Laboratory
- Netflix
- Ricoh
- SecureWorks
- U.S. Navy Center for Information Dominance

By the Numbers:
- Over 500,000 Security+ certified professionals.
- In North America, 62% of IT Professionals have their Security+, the most of any region.
### How does CompTIA Compare?

<table>
<thead>
<tr>
<th>Certification</th>
<th>Security+</th>
<th>(ISC)² Systems Security Certified Practitioner (SSCP)</th>
<th>EC-Council Certified Ethical Hacker (CEH)</th>
<th>GIAC Security Essentials (GSEC)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Performance-based Questions</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Exam Length</td>
<td>1 exam, 90 minutes</td>
<td>1 exam, 180 minutes</td>
<td>1 exam, 4 hours</td>
<td>1 exam, 5 hours</td>
</tr>
<tr>
<td>Experience Level</td>
<td>Entry-level</td>
<td>Entry-level</td>
<td>Entry-level</td>
<td>Entry-level</td>
</tr>
<tr>
<td>Prerequisites</td>
<td>CompTIA A+ and Network+ recommended</td>
<td>Minimum of one year work experience in one or more domains</td>
<td>CEH Training, 2 years information security experience, Endorsement</td>
<td>None</td>
</tr>
</tbody>
</table>
CompTIA Linux+ Intro

CompTIA Linux+ is for the IT pro who will use Linux to manage everything from cars and smartphones to servers and supercomputers, as a vast number of enterprises use Linux in cloud, cybersecurity, mobile and web administration applications.

Value Prop 1 (Career Changer/Student)

Linux+ certification validates the competencies required of an entry-level system administrator supporting Linux systems and provides the latest foundational skills demanded by hiring managers.

Value Prop 2 (Employer)

CompTIA Linux+ identifies qualified IT pros to support enterprises using Linux in cloud, cybersecurity, mobile and web administration applications.

Accredited by ANSI to show compliance with the ISO 17024 Standard.

The U.S. Military approves CompTIA Linux+ to meet the Computing Environment (CE) certification requirement of the DoD 8570.01-M directive.

Key Differentiators:

- CompTIA Linux+ is the only job-focused Linux certification covering the latest foundational skills demanded by hiring managers.
- Unlike other certifications, the new exam includes performance-based and multiple-choice questions to identify the employees who can do the job.
- The exam covers tasks associated with all major distributions of Linux, setting the foundation for advanced vendor/distro-specific knowledge.

Skills and Competencies Acquired:

- Configure modules, network parameters and virtualization technologies
- Manage software and services
- Understand best practices for permissions and authentication
- Analyze system properties and processes
- Troubleshoot user, application and hardware issues
- Execute basic BASH scripts

Resources:

- Average Salary:

- Linux+ Additional Information:
  - CompTIA.org/certifications/linux
  - Recommended Pathways: CompTIA.org/certifications/which-certification
  - Posts: https://bit.ly/2MXbuEb

Competitors

<table>
<thead>
<tr>
<th>Red Hat Certified Systems Administrator (RHCSA)</th>
<th>Talking Points / Linux+ Advantages</th>
</tr>
</thead>
<tbody>
<tr>
<td>• RHCSA targets a higher experience level, validates only one way to troubleshoot Linux systems and is performance-based ONLY.</td>
<td>• RHCSA is NOT ANSI accredited.</td>
</tr>
<tr>
<td>• CompTIA Linux+</td>
<td>• CompTIA Linux+ is a single exam with refined objectives and performance-based questions designed to stay current with today's technology.</td>
</tr>
<tr>
<td>• Targets mid-level professionals</td>
<td>• LPIC-1 is a two-exam certification still containing certain outdated topics with no performance-based questions creating greater risk for unqualified candidates.</td>
</tr>
<tr>
<td>• Covers a wide scope of skills and knowledge</td>
<td></td>
</tr>
<tr>
<td>• Is ANSI accredited</td>
<td></td>
</tr>
<tr>
<td>• Should be used as a foundation to vendor specific certs like RHCSA.</td>
<td></td>
</tr>
</tbody>
</table>

Linux Professional Institute (LPIC-1 from LPI)

<table>
<thead>
<tr>
<th>Job Roles:</th>
<th>Companies that Endorse Linux+:</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Linux Administrator</td>
<td>• Aetna</td>
</tr>
<tr>
<td>• Systems Administrator</td>
<td>• Booz Allen Hamilton</td>
</tr>
<tr>
<td>• Network Administrator</td>
<td>• Dell</td>
</tr>
<tr>
<td>• Web Administrator</td>
<td>• General Dynamics Information Technology</td>
</tr>
<tr>
<td>• Technical Support Specialist</td>
<td>• U.S. Department of Defense</td>
</tr>
<tr>
<td></td>
<td>• U.S. Navy</td>
</tr>
</tbody>
</table>

JAN 2020
# How does CompTIA Compare?

<table>
<thead>
<tr>
<th>Certification</th>
<th>Linux+</th>
<th>Red Hat Certified Systems Administrator (RHCSA)</th>
<th>LPIC-1 from LPI</th>
</tr>
</thead>
<tbody>
<tr>
<td>Performance-based Questions</td>
<td>Yes, as well as multiple choice (single and multiple response) and drag and drop. Many of the questions are scenario-based.</td>
<td>Only performance-based questions</td>
<td>No</td>
</tr>
<tr>
<td>Exam Length</td>
<td>1 exam, 90 min</td>
<td>10-15 hands-on assignments; 2 ½ hours</td>
<td>2 exams</td>
</tr>
<tr>
<td>Experience Level</td>
<td>9-12 months of Linux experience, with 18 months of prior general IT experience</td>
<td>High-level Red Hat sys admin experience. Very hard to pass without significant hands-on experience and is recommended for advanced Linux professionals.</td>
<td>Early career</td>
</tr>
<tr>
<td>Exam Focus</td>
<td>Focuses on the latest technology and trends for IT professionals in an enterprise environment. Covers all major distributions of Linux. Recognized in job ads.</td>
<td>Covers only Red Hat systems. As a 100% performance-based exam, it is difficult to study for.</td>
<td>Does not focus on working in an enterprise environment, therefore not all items are relevant or up-to-date for IT professionals.</td>
</tr>
<tr>
<td>Prerequisites</td>
<td>Recommended CompTIA A+, CompTIA Network+ and 12 months of Linux admin experience.</td>
<td>Recommended Red Hat sys admin experience. Though not a prerequisite, Linux+ makes an excellent “ramp-up” to this certification.</td>
<td></td>
</tr>
</tbody>
</table>
CompTIA Server+ Intro

CompTIA Server+ ensures IT professionals have the necessary skills to work in today’s data centers, server rooms or cloud environments. The certification is focused on IT professionals working in a corporate, networked environment.

VALUE Prop 1 (Career Changer/Student)

CompTIA Server+ validates the skills necessary to be a server administrator. Server+ includes coverage of virtualization, storage, cloud environments, disaster recovery, and cybersecurity, providing a pathway for greater career growth in infrastructure and cybersecurity.

VALUE Prop 2 (Employer)

CompTIA Server+ ensures your technicians have the necessary skills to work in today’s data centers, regardless of environment or platform, giving you peace of mind that a critical part of your business is managed and maintained by certified professionals.

Skills and Competencies Acquired:

• Understand, configure and support server components
• Support storage devices technologies
• Understand server technologies including virtualization, software-defined networking and cloud
• Understand disaster recovery and implement backup techniques
• Diagnose and resolve system security issues

Renewal:

The CompTIA Server+ certification is considered good for life and does not need to be renewed.

Key Differentiators:

• CompTIA Server+ certified candidates can work in any environment.
• It is the only vendor-neutral certification covering the major server platforms.
• It is the only industry certification that covers the latest server technologies including virtualization, software-defined networking, security and network-attached storage.

Additional Selling Points:

• CompTIA certifications mean proven competency on the job.
• CompTIA performance certifications validate the skills associated with a particular job or responsibility.

Resources:

• Average Salary:
  • UK Server Administrator: ITJobsWatch.co.uk (https://bit.ly/2rcnOl7)
• Server+ Additional Information: CompTIA.org/certifications/server
• Recommended Pathways: CompTIA.org/certifications/which-certification
• Posts: https://bit.ly/2JzdQqJ

Competitors

<table>
<thead>
<tr>
<th>Talking Points / Server+ Advantages</th>
</tr>
</thead>
<tbody>
<tr>
<td>Amazon Web Services (AWS) IT Operations Pathway</td>
</tr>
<tr>
<td>• AWS covers only Amazon products and solutions.</td>
</tr>
<tr>
<td>• AWS tests at a very high experience level- late systems admins, analyst, and engineer-level roles. Server+ tests a wide range from early-mid career.</td>
</tr>
<tr>
<td>• CompTIA Server+ provides the foundation for future vendor-specific certs like AWS.</td>
</tr>
<tr>
<td>Microsoft (MCSA Server Administrator)</td>
</tr>
<tr>
<td>• MCSA Focuses solely on Microsoft Windows Server products and implementations and is a 3-exam certification.</td>
</tr>
<tr>
<td>• MCSA is considered a “beginner’s cert” with lower pre-requisites validating entry-level candidates.</td>
</tr>
<tr>
<td>• CompTIA Server+ validates appropriate experience beyond entry-level for IT pros that manage servers.</td>
</tr>
<tr>
<td>• Unlike MCSA, entry server skills are covered in CompTIA’s A+ exam.</td>
</tr>
<tr>
<td>• Server+ single exam is time and cost-efficient.</td>
</tr>
</tbody>
</table>

Job Roles:

• Server Support Technician
• Server Administrator
• IT/Server Technician
• Storage Administrator

Companies that Endorse Server+:

• Dell
• Lenovo
• HP
• Microsoft
• IBM
• U.S. Department of Defense
• Intel
• Xerox
### How does CompTIA Compare?

<table>
<thead>
<tr>
<th>Certification</th>
<th>CompTIA Server+ (SK0-004)</th>
<th>Microsoft MCSA Server Administrator</th>
<th>Amazon Web Services (AWS) IT Operations Pathway</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exam Length</td>
<td>1 exam, 90 min.</td>
<td>3 exams</td>
<td>1 exam, 80 min.</td>
</tr>
<tr>
<td>Experience Level</td>
<td>Early career</td>
<td>Early career</td>
<td>High level</td>
</tr>
<tr>
<td>Exam Focus</td>
<td>Focuses on multivendor products and implementations, based on industry standards</td>
<td>Focuses on Microsoft Windows Server products and implementations</td>
<td>Covers only Amazon products &amp; solutions</td>
</tr>
<tr>
<td>Prerequisites</td>
<td>Recommended CompTIA A+ and at least 18 months of IT experience</td>
<td>At least 1 year of experience implementing and administering Windows Server</td>
<td>None</td>
</tr>
</tbody>
</table>
CompTIA Cloud+ certification addresses the increased diversity of knowledge, skills and abilities required of today’s system administrators/systems engineers and validates what is currently necessary to perform effectively on the job.

**VALUE Prop 1 (Career Changer/Student)**
CompTIA Cloud+ ensures IT infrastructure professionals have validated skills in the areas of security, virtualization, migration, and systems management providing a wide range of job opportunities.

**VALUE Prop 2 (Employer)**
IT professionals certified in Cloud+ can better realize the return on investment of cloud infrastructure services. Unlike other certifications, which may focus on a specific vendor or a single function like security or networking, Cloud+ reflects the breadth of skills needed for data center job roles.

**Accredited** by ANSI to show compliance with the ISO 17024 Standard. It is also approved by the DoD for Directive 8140/8570.01-M.

**Key Differentiators:**
- IT professionals certified in Cloud+ demonstrate a high level of skill in cloud computing and infrastructure management in either a hybrid or cloud only environment.
- Cloud+ covers the broadest base of required skills in a vendor-neutral exam and is complementary with vendor-specific certifications.

**Skills and Competencies Acquired:**
- Analyze system requirements to execute workload migrations
- Determine proper allocation of cloud resources based on performance data
- Apply appropriate technologies and processes, including automation and orchestration
- Implement appropriate security controls, given requirements
- Troubleshoot issues related to cloud implementations

**Research:**
**Challenge:** Businesses report that a lack of expertise is among their top challenges.
**Solution:** Cloud+ ensures IT pros can fill the cloud technical skills gap.

**Competitors**
- Microsoft Certified Azure Administrator
- Amazon Web Services (AWS) IT Operations Pathway

**Talking Points / Cloud+ Advantages**
- Azure Administrator covers only Microsoft products and solutions, while Cloud+ covers a variety of vendor solutions.
- AWS covers only Amazon products and solutions.
- AWS tests at a very high experience level- late systems admins, analyst, and engineer-level roles. Cloud+ tests a wide range from early-mid career.
- CompTIA Cloud+ provides the foundation for future vendor specific certs like AWS.

**Companies that Endorse Cloud+**
- BAE Systems
- General Dynamics Information Technology
- MacAulay-Brown, Inc.
- SAFRAN MorphoTrust USA
- NTT Communications Corp.
- Oracle
- U.S. Department of Defense

**Job Roles:**
- Cloud Developer
- Project Manager, Cloud
- Cloud Engineer
- Cloud Specialist
- Computing Services
- Manager, Data Center SANs
- Business Analyst, Cloud Computing
- Network Administrator
### How does CompTIA Compare?

<table>
<thead>
<tr>
<th>Certification</th>
<th>Performance-based Questions</th>
<th>Exam Length</th>
<th>Experience Level</th>
<th>Exam Focus</th>
<th>Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>ComptIA Cloud+ (CV0-002)</td>
<td>Yes</td>
<td>No more than 100 questions, 90 min.</td>
<td>2-3 years in system administration</td>
<td>Job role-based; covers cloud technologies across all vendors and solutions</td>
<td>No prerequisites, but 24 to 36 months of data center experience recommended</td>
</tr>
<tr>
<td>ISC2 Certified Cloud Security Professional (CCSSP)</td>
<td>No</td>
<td>125 questions, 4 hours</td>
<td>5 years (3 in InfoSec &amp; 1 in an exam domain)</td>
<td>Not based on job roles; covers cloud security across job roles</td>
<td>Experience required</td>
</tr>
<tr>
<td>Amazon Web Services (AWS) IT Operations Pathway</td>
<td>No</td>
<td>80 minutes</td>
<td>High level</td>
<td>Covers only Amazon products &amp; solutions</td>
<td>None</td>
</tr>
</tbody>
</table>
**CompTIA PenTest+ (PTO-001)**

**CompTIA PenTest+ Intro**
CompTIA PenTest+ is the only cybersecurity certification that demonstrates hands-on red team skills and proves that candidates can customize ethical hacking assessments to effectively collaborate on and report pen test findings.

**VALUE Prop 1 (Student)**
PenTest+ requires the hands-on ability and knowledge to test the vulnerability of devices in new environments such as the cloud and mobile, in addition to traditional desktops and servers which are sought after by employers to improve the overall state of IT security.

**VALUE Prop 2 (Employer)**
PenTest+ assesses the most up-to-date penetration testing, and vulnerability assessment and management skills necessary to determine the resiliency of any company network against attacks.

PenTest+ is the most ideal ethical hacking certification for your company’s red team employees as it includes management skills that are used to plan, scope, and manage weaknesses/vulnerabilities, not just exploit them.

**Accredited** by ANSI to show compliance with the ISO 17024 Standard.

**Key Differentiators:**
- CompTIA PenTest+ is the only exam with both hands-on, performance-based and multiple-choice questions, to ensure each candidate possesses the skills, knowledge, and ability to perform tasks on systems.
- PenTest+ exam not only covers hands-on penetration testing and vulnerability assessment, but includes management skills used to plan, scope, and manage weaknesses, not just exploit them.
- PenTest+ is unique because our certification requires a candidate to demonstrate the hands-on ability and knowledge to test devices in new environments such as the cloud and mobile, in addition to traditional desktops and servers.

**Skills and Competencies Acquired:**
- Plan and scope an assessment
- Understand legal and compliance requirements
- Perform vulnerability scanning and penetration testing
- Analyze data and effectively report and communicate results

**By the Numbers:**
- The U.S. Bureau of Labor Statistics predicts that the number of roles requiring penetration testing is expected to grow by more than 32% by 2028.
- The overall penetration testing market is estimated to grow 23.7% by 2021.

**Resources:**
- Average Salary:
  - U.S. Penetration Tester: indeed.com (https://indeedhi.re/2KN2Zdv)
  - UK Penetration Tester: ITJobsWatch.co.uk (https://bit.ly/2XyFh9K)
- PenTest+ Additional Information:
  - CompTIA.org/certifications/pentest
- Recommended Pathways:
  - CompTIA.org/certifications/which-certification
- Posts:

**Competitors**

<table>
<thead>
<tr>
<th>Competitors</th>
<th>Talking Points / PenTest+ Advantages</th>
</tr>
</thead>
<tbody>
<tr>
<td>EC-Council Certified Ethical Hacker (CEH)</td>
<td>• CEH assesses vulnerability tools, such as scanners, but NOT vulnerability management like PenTest+.</td>
</tr>
<tr>
<td>GIAC Penetration Tester (GPEN)</td>
<td>• Unlike GPEN, PenTest+ is based upon cybersecurity industry survey results, providing a heightened real-world applicability compared to other certs.</td>
</tr>
<tr>
<td>Offensive Security Certified Professional (OSCP)</td>
<td>• OSCP tests at an advanced level of experience and costs 3X as much.</td>
</tr>
<tr>
<td></td>
<td>• OSCP is a 24 hour “capture the flag” exam making PenTest+ both cost and time efficient.</td>
</tr>
</tbody>
</table>

**Talking Points / PenTest+ Advantages**

**Companies that Endorse PenTest+:**
- Asics
- Brotherhood Mutual
- Integra LifeSciences
- Johns Hopkins University
- Sands
- TransUnion

**Job Roles:**
- Penetration Tester
- Vulnerability Tester
- Security Analyst (II)
- Vulnerability Assessment Analyst
- Network Security Operations
- Application Security Vulnerability

**Jan 2020**
### CompTIA PenTest+ (PTO-001)

#### How does CompTIA Compare?

<table>
<thead>
<tr>
<th>Certification</th>
<th>PenTest+</th>
<th>EC-Council Certified Ethical Hacker (CEH)</th>
<th>GIAC Penetration Tester (GPEN)</th>
<th>Offensive Security Certified Professional (OSCP)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Performance-based Questions</td>
<td>Yes</td>
<td>No</td>
<td>Yes</td>
<td>Yes</td>
</tr>
<tr>
<td>Exam Length</td>
<td>1 exam, 90 questions, 165 minutes</td>
<td>1 exam, 4 hours</td>
<td>1 exam, 3 hours</td>
<td>1 exam, 24 hours</td>
</tr>
<tr>
<td>Experience Level</td>
<td>Intermediate</td>
<td>Intermediate</td>
<td>Intermediate</td>
<td>Intermediate / Advanced</td>
</tr>
<tr>
<td>Exam Focus</td>
<td>Penetration testing and vulnerability assessment</td>
<td>Penetration testing</td>
<td>Penetration testing from a business-value</td>
<td>Real World-based with a lab and submitted report</td>
</tr>
<tr>
<td>Prerequisites</td>
<td>Network+, Security+ or equivalent knowledge. Minimum of 3-4 years of hands-on information security or related experience.</td>
<td>CEH Training, 2 years information security experience, Endorsement</td>
<td>None</td>
<td>Must first complete the Penetration Testing with Kali Linux training course (self-paced)</td>
</tr>
</tbody>
</table>
CompTIA Cybersecurity Analyst (CySA+) is an IT workforce certification that applies behavioral analytics to networks and devices to prevent, detect and combat cybersecurity threats.

**VALUE Prop 1 (Student)**
CySA+ proves candidates can perform security analysis to identify vulnerabilities, threats, and risks to an organization of all sizes. It is essential for IT professionals looking to gain the behavioral security analyst skills that are required of experienced blue team members around intrusion detection and response.

**VALUE Prop 2 (Employer)**
CySA+ qualifies employees to analyze, monitor and protect cybersecurity resources. It is an internationally targeted validation of behavioral security analyst skills, making it ideal for any organization's blue team employees tasked with ensuring the protection of all applications and systems within the organization.

**Accredited by ANSI** to show compliance with the ISO 17024 Standard. It is also approved by the DoD for Directive 8140/8570.01-M.

**Skills and Competencies Acquired:**
- Leverage intelligence and threat detection techniques
- Analyze and interpret data
- Identify and address vulnerabilities
- Suggest preventative measures
- Effectively respond to and recover from incidents

**Job Roles:**
- Security Analyst
- Threat Intelligence Analyst
- Security Engineer
- Application Security Analyst
- Incident Response or Handler
- Compliance Analyst
- Threat Hunter

**Key Differentiators:**
- CompTIA CySA+ is the only intermediate, high-stakes cybersecurity analyst certification exam with both hands-on, performance-based and multiple-choice questions, to ensure each candidate possesses the skills, knowledge, and ability to address security analytics, intrusion detection and response.
- CySA+ is the most up-to-date security analyst certification that covers advanced persistent threats in a post-2014 (Target attack) cybersecurity environment.

**By the Numbers:**
The number of jobs of Information Security Analysts is expected to grow by more than 32% by 2028, according to the Bureau of Labor Statistics.

**Competitors**
- EC-Council Certified Security Analyst (ECSA)
- GIAC Continuous Monitoring Certification (GMON)
- ISACA Certified Information Systems Auditor (CISA)

**Talking Points / CySA+ Advantages**
- ECSA is a continuation of CEH and goes beyond the foundational ethical hacking skill set. CySA+ is not as advanced as ECSA because CySA+ is also focused heavily on vulnerability management, unlike ECSA.
- CySA+ includes hands-on, performance-based assessments as well as multiple-choice questions, while ECSA is multiple choice only.
- CySA+ costs only 1/3 of the price of ECSA and has more job roles associated with the exam.

- CySA+ includes hands-on, performance-based assessments as well as multiple-choice questions, while GMON is multiple choice only.
- CySA+ and GMON both cover the core security analyst job role. CySA+ is hands-on, nearly 5x less expensive and covers additional job roles, such as application security analyst and incident response.

- CISA is for IT auditors and audit managers to validate their ability to assess vulnerabilities and institute IT controls for an organization. CySA+ covers more domains and is for security analysts who will audit as a part of their role.
- CySA+ is available year-round. CISA is only available three times a year through ISACA.
- CySA+ has performance-based questions and is half the cost of CISA.
- CySA+ maps to seven job roles in the U.S. DoD 8570.01-M approved job categories, including Auditor. CISA only maps to two categories.

**Companies that Endorse CySA+**
- BlackKnight Cyber Security International
- Dell SecureWorks
- Integra
- Japan Business Systems (JBS)
- Kirkpatrick Price
- Linux Professional Institute
- Netflix
- Northrop Grumman
- Ricoh USA
- Splunk
- Target
- U.S. Department of Defense (DoD)
- U.S. Department of Veterans Affairs
- U.S. Navy

**Resources:**
- Average Salary:
- CySA+ Additional Information: CompTIA.org/certifications/cybersecurity-analyst
- Recommended Pathways: CompTIA.org/certifications/which-certification

**APR 2020**
# How does CySA+ Compare to Alternatives?

<table>
<thead>
<tr>
<th>Certification</th>
<th>CySA+</th>
<th>EC-Council Certified Security Analyst (ECSA)</th>
<th>GIAC Continuous Monitoring Certification (GMON)</th>
<th>ISACA Certified Information Systems Auditor (CISA)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Performance-based Questions</td>
<td>Yes</td>
<td>No</td>
<td>No</td>
<td>No</td>
</tr>
<tr>
<td>Exam Length</td>
<td>1 exam, 165 minutes</td>
<td>1 exam, 4 hours</td>
<td>1 exam, 3 hours</td>
<td>1 exam, 4 hours</td>
</tr>
<tr>
<td>Experience Level</td>
<td>Intermediate</td>
<td>Intermediate</td>
<td>Intermediate</td>
<td>Advanced</td>
</tr>
<tr>
<td>Exam Focus</td>
<td>Security analytics, intrusion detection and response</td>
<td>Pen testing Methodology</td>
<td>Defensible security and continuous security monitoring</td>
<td>Auditing and vulnerability assessment</td>
</tr>
<tr>
<td>Prerequisites</td>
<td>Recommended Network+, Security+ or equivalent knowledge plus a minimum of 4 years of hands-on experience in a technical cybersecurity job role</td>
<td>Attend approved training or 2 years of working experience in a related InfoSec domain</td>
<td>Must have a basic understanding of network protocols and devices and experience with Linux</td>
<td>5 years of professional information systems auditing, control or security work experience</td>
</tr>
</tbody>
</table>
CompTIA CASP+ (CAS-003)

CompTIA CASP+ Intro
CompTIA CASP+ is intended for those technical professionals who wish to remain immersed in technology, owning risk management; enterprise security and architecture, as opposed to strictly managing.

VALUE Prop 1 (Student)
CASP+ provides hands-on technical mastery and is the ideal certification for advanced practitioners of cybersecurity who require the necessary skills to lead, design and implement technical solutions.

VALUE Prop 2 (Employer)
CASP+ validates advanced-level competency in risk management; enterprise security operations and architecture; research and collaboration; and integration of enterprise security.

It was born out of an industry need for a hands-on, advanced-level cybersecurity assessment for organizations that require mastery-level skills to work directly with cybersecurity technologies and tools.

Accredited by ANSI to show compliance with the ISO 17024 Standard. It is also approved by the DoD for Directive 8140/8570.01-M.

Key Differentiators:
• CASP+ is the only hands-on, performance-based certification for practitioners - not managers - at the advanced skill level of cybersecurity.
• While cybersecurity managers help identify what cybersecurity policies and frameworks could be implemented, CASP+ certified professionals figure out how to implement solutions within those policies and frameworks.

By The Numbers:
• 1.3 million and growing CompTIA ISO/ANSI-accredited exams have been delivered since January 1, 2011. Regulators and government rely on ANSI accreditation because it provides confidence and trust in the outputs of an accredited program.
• Cybersecurity jobs are predicted to grow more than 8X the national average through 2022, according to the U.S. Bureau of Labor Statistics.

Resources:
• Average Salary:
• CASP+ Additional Information: CompTIA.org/certifications/comptia-advanced-security-practitioner
• Recommended Pathways: CompTIA.org/certifications/which-certification
• Posts: https://bit.ly/2WwydtQ

Competitors
<table>
<thead>
<tr>
<th>(ISC)2 Certified Information Systems Security Professional (CISSP)</th>
<th>Talking Points / CASP+ Advantages</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Both CASP+ and CISSP assess advanced-level cybersecurity skills and are vendor-neutral, however:</td>
<td></td>
</tr>
<tr>
<td>• CISSP does NOT use simulations to test hands-on skills to build cybersecurity systems and programs. CASP+ has both simulations and performance-based questions.</td>
<td></td>
</tr>
<tr>
<td>• CISSP requires five years experience in two or more of its eight exam domains.</td>
<td></td>
</tr>
<tr>
<td>• CASP+ is time and cost efficient given its exam length.</td>
<td></td>
</tr>
<tr>
<td>• CASP+ is mandated by organizations like the U.S. Navy to assess cybersecurity roles of personnel not in management positions.</td>
<td></td>
</tr>
</tbody>
</table>

| GIAC Certified Enterprise Defender (GCED) | • GCED costs almost 4x as much and requires a training bundle. CASP+ allows you to choose your preferred training methods. |
| ISACA Certified Information Security Manager (CISM) | • CISM focuses on management skills, while CASP+ assesses the skills of professionals who are actively engaged as individual contributors not only management roles. |

Skills and Competencies Acquired:  Job Roles:  Companies that Endorse CASP+

| • Conceptualize, engineer, integrate and implement secure solutions across complex environments |
| • Translate business needs into security requirements |
| • Analyze risk impact and respond to security incidents |
| • Security Architect |
| • Application Security Engineer |
| • Technical Lead Analyst |
| • Security Engineer |
| • Verizon |
| • U.S. Navy |
| • U.S. Army |
| • Network Solutions, LLC |
| • Dell |
| • Booz Allen Hamilton |

By Numbers:
• 1.3 million and growing CompTIA ISO/ANSI-accredited exams have been delivered since January 1, 2011. Regulators and government rely on ANSI accreditation because it provides confidence and trust in the outputs of an accredited program.
• Cybersecurity jobs are predicted to grow more than 8X the national average through 2022, according to the U.S. Bureau of Labor Statistics.

Resources:
• Average Salary:
• CASP+ Additional Information: CompTIA.org/certifications/comptia-advanced-security-practitioner
• Recommended Pathways: CompTIA.org/certifications/which-certification
• Posts: https://bit.ly/2WwydtQ
## How does CompTIA Compare?

<table>
<thead>
<tr>
<th>Certification</th>
<th>Performance-based Questions</th>
<th>Exam Length</th>
<th>Experience Level</th>
<th>Exam Focus</th>
<th>Prerequisites</th>
</tr>
</thead>
<tbody>
<tr>
<td>CASP+</td>
<td>Yes</td>
<td>90 questions, 165 minutes</td>
<td>Advanced</td>
<td>Cybersecurity Practitioner Skills</td>
<td>Recommend 10 years of IT administration, including 5 years hands-on, technical security experience.</td>
</tr>
<tr>
<td>(ISC)2 Certified Information Systems Security Professional (CISSP)</td>
<td>No</td>
<td>250 questions, 6 hours</td>
<td>Advanced</td>
<td>Cybersecurity Management Skills</td>
<td>Documented proof of minimum 5 years full-time IT work experience.</td>
</tr>
<tr>
<td>GIAC Certified Enterprise Defender (GCED)</td>
<td>No</td>
<td>115 questions, 3 hours</td>
<td>Advanced</td>
<td>Cybersecurity Practitioner Skills</td>
<td>None. However, students should be aware of the technical level required for the certification.</td>
</tr>
<tr>
<td>ISACA Certified Information Security Manager (CISM)</td>
<td>No</td>
<td>150 questions, 4 hours</td>
<td>Advanced</td>
<td>Cybersecurity Management Skills</td>
<td>Documented proof of minimum 5 years IS work experience in three or more of the job practice analysis areas.</td>
</tr>
</tbody>
</table>
CompTIA Project+ Intro

CompTIA Project+ gives business professionals the basic concepts to successfully manage small-to medium-sized projects. It is appropriate for both technical and non-technical staff.

### VALUE Prop 1 (Career Changers/Student)

Project+ is ideal for professionals who need to manage smaller, less complex projects.

### VALUE Prop 2 (Employers)

Project+ certifies the business, interpersonal and technical project management skills required to successfully manage projects and business initiatives.

### Skills and Competencies Acquired:

- Summarize the properties of project, phases, schedules, roles and responsibilities, and cost controls, as well as identifying the basic aspects of Agile methodology.
- Predict the impact of various constraint variables and influences throughout the project and explain the importance of risk strategies and activities.
- Understand appropriate communication methods of influence and use change control process within the context of a project.
- Compare and contrast various project management tools and analyze project and partner-centric documentation.

### Key Differentiators:

- Project+ is ideal for professionals who need to manage smaller, less complex projects as part of their other job duties but still need foundational project management skills.
- Project+ is more versatile than other certifications because it covers essential project management concepts beyond the scope of just one methodology or framework.

### Renewal:

The CompTIA Project+ certification is considered good for life and does not need to be renewed.

---

### By the Numbers:

- **15.7** million new project management roles will be added globally across seven project-intensive industries by 2020, according to PMI's Industry Growth Forecast.
- **97%** of organizations believe project management is critical to business performance and organizational success.
- Over **58K** and growing Project+ certified professionals.

### Project Management is one of the most in-demand skill sets.

### Competitors

<table>
<thead>
<tr>
<th>Competitors</th>
<th>Talking Points / Project+ Advantages</th>
</tr>
</thead>
</table>
| PMI CAPM    | • CAPM is intended for entry-level project managers or those starting a project management career.  
• Follows specific PMI management methodology.  
• Leads into the more rigorous PMP exam. |
| PMI PMP     | • PMP follows one specific methodology.  
• PMP is designed for full-time project managers managing medium to large scale projects, whereas Project+ is for business professionals (in IT and other functions) who manage small to medium sized projects.  
• Unlike Project+, PMP has extensive requirements, including:  
  • 4,500 hours leading and directing projects,  
  • a post-secondary degree and  
  • 35 hours of project management education |
| Axelos PRINCE2 Foundation | • PRINCE2 confirms understanding of only PRINCE2 specific framework. |

### Compared to Other Certifications:

1. Project+ covers a high-level introduction to Agile as part of one of the objectives. If a candidate would like to focus on Scrum, he/she would take Scrum Alliance's Certified Scrum Master certification.
2. Project+ is cost and time-efficient given its exam length.

### Job Roles:

<table>
<thead>
<tr>
<th>Job Roles</th>
<th>Companies that Endorse Project+</th>
</tr>
</thead>
</table>
| Project Coordinator/Manager      | • Accenture  
• Canon  
• Dell  
• EY  
• Fuji Xerox  
• General Dynamics Information Technology  
• HP  
• U.S. Army  
• U.S. Navy |
| Project Team Member              | • Manager  
• Director  
• Team Leader |
| Business Analyst                 |                                  |
## How does CompTIA Compare?

<table>
<thead>
<tr>
<th>Certification</th>
<th>Project+</th>
<th>PMI CAPM</th>
<th>Axelos PRINCE2 Foundation</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Exam Length</strong></td>
<td>1 exam, 90 questions, 90 min</td>
<td>1 exam, 150 questions, 3 hrs</td>
<td>1 exam, 75 questions, 60 min</td>
</tr>
<tr>
<td><strong>Experience Level</strong></td>
<td>Entry</td>
<td>Entry, Intermediate</td>
<td>Entry</td>
</tr>
<tr>
<td><strong>Exam Focus</strong></td>
<td>Small- to medium-sized projects</td>
<td>Medium- to large projects following PMI methodology</td>
<td>Medium- to large projects following PRINCE2 framework</td>
</tr>
<tr>
<td><strong>Prerequisites</strong></td>
<td>No prerequisite, but at least 12 months of cumulative project management experience or equivalent education is recommended</td>
<td>Application plus 1,500 hours of experience across 3 years OR high school diploma and 23 hours of project management education</td>
<td>No pre-requisite</td>
</tr>
</tbody>
</table>
CompTIA Cloud Essentials+ Intro
CompTIA Cloud Essentials+ ensures that IT Professionals and other business decision makers who either work for cloud service providers - or who may need to guide their organization in the utilization of cloud services – have the skills they need.

VALUE Prop 1 (Career Changer/Student)
Cloud Essentials+ demonstrates learners ability to function within any company, regardless of what cloud platform they are using, in order to participate in creating assessments and make business decisions regarding cloud products and services.

VALUE Prop 2 (Employer)
Cloud Essentials+ certification validates that both technical and none technical staff are prepared to evaluate and make decisions related to the cloud that will ultimately increase efficiency, manage costs, and reduce security risks.

Cloud Essentials+ Advantages:
- Cloud Essentials+ is the ONLY vendor-neutral cloud business certification.
- It’s job-focused and aligned with employers needs.
- It’s current with today’s cloud environment- the technology and how it works.
- Cloud Essentials+ should be viewed as a foundation to vendor specific certifications such as:
  - AWS Certified Cloud Practitioner
  - MTA Cloud Fundamentals
  - Azure Fundamentals

Cloud Essentials+ ensures the fundamental principles of business decisions are well understood within any cloud platform.

Skills and Competencies Acquired:
- Explain cloud principles, identify cloud networking concepts and storage techniques, and understand cloud design aspects
- Comprehend the financial aspects of engaging a cloud provider, as well as the business aspects of managing vendor relationships in cloud adoptions
- Explain aspects of operating within the cloud, such as data management, availability, and monitoring
- Understand how DevOps plays a role in cloud environments, such as with provisioning or API integration
- Understand risk management concepts related to cloud services and identify the importance and impacts of compliance in the cloud

Key Differentiators:
- It ensures an ability to analyze information using business principles to make cloud product and service decisions.
- It has strong coverage of business principles including creating cloud assessments based on financial and business aspects.
- Covers a broad range of technology options, setting a solid foundation for vendor-specific certifications.

By the Numbers:
- #1 concern of today’s organizations regarding their IT Pros is a lack of business acumen, according to Quartz.
  - Solution: Cloud Essentials+ helps fill this unmet need in the market.
- 90% of all companies have moved at least some work to the cloud and need decision makers, analysts, and process owners who understand cloud principles from a business and operations perspective.

Objection

<table>
<thead>
<tr>
<th>Candidate</th>
<th>Response</th>
</tr>
</thead>
<tbody>
<tr>
<td>Candidate: I don’t think I want to be in management.</td>
<td>Whether or not you choose to manage people, understanding how cloud business decisions are made gives you perspective, a potential “voice at the table” on the decisions that impact your job, and makes you more valuable to employers.</td>
</tr>
<tr>
<td>Candidate: It isn’t listed in the job role.</td>
<td>Business skills are a benefit in any job and certifying in those skills demonstrates a pro-active desire and competency for professional growth and upward-moving positions.</td>
</tr>
<tr>
<td>Employer: I think my people already make good business decisions.</td>
<td>The benefit to Cloud Essentials is that it ensures your staff is solid in their cloud-specific business decisions, as opposed to having general business acumen. It is also ideal for employees who may have a very strong technical background, but do not have a business degree.</td>
</tr>
</tbody>
</table>

Renewal:
The CompTIA Cloud Essentials+ certification is considered good for life and does not need to be renewed.
CompTIA CTT+ Intro
CompTIA CTT+ certification provides comprehensive training standards to validate instructor skills in a traditional or virtual classroom environment and ensures that the instructor can teach effectively and step up to the front of the class with confidence. CTT+ Certified professionals can demonstrate that they have the necessary skills and knowledge to prepare, present, facilitate and evaluate a training session.

VALUE Prop 1 (Career Changer/Student)
Certified Technical Trainer (CTT+) confirms the skills required to be an affective IT instructor, providing an avenue to advance toward a rewarding career as an IT instructor in face-to-face and virtual learning environments.

VALUE Prop 2 (Employer)
CTT+ equips instructors with technical skills and best-practices necessary for an engaging and successful IT learning environment including face-to-face and virtual learning.

Key Differentiators:
• CompTIA CTT+ is the only industry-recognized credential that requires a performance-based video submission that is reviewed and scored by unbiased scorers.
• CTT+ is included as a requirement to prove instruction skills by many of the vendor specific programs like MCT.

Companies that Endorse CTT+:
• Booz Allen Hamilton
• Dell
• Microsoft
• Network Solutions
• U.S. Army
• Verizon

Renewal:
The CompTIA CTT+ certification is considered good for life and does not need to be renewed.

Earning the CompTIA CTT+ Designation:
Candidates must pass both a computer-based test (CTT+ Essentials TK0-201) that assesses knowledge and a performance-based exam (TK0-202 or TK0-203) in which the candidate is required to submit a video recording, demonstrating the prescribed skills.

Job Roles:
• Training Consultant
• Training Developer/Instructor
• Career Technical Training Instructor
• Academic Instructor

CTT+ Advantages:
For the candidate:
• Labor estimates predict technology fields will grow 12% from 2018-2028, according to the Bureau of Labor Statistics. Your future of instructing IT professionals starts with CTT+ certification.
• Dell, Microsoft, Novell and Ricoh accept CompTIA CTT+ as proof that instructors are qualified to teach their programs.
• More than 20,000 trainers are CompTIA CTT+ certified.

For Corporate/Government:
• CompTIA CTT+ is a prerequisite for the Microsoft Certified Trainer credential.
• Over 20,000 trainers worldwide have become CompTIA CTT+ certified.
• Certified Technical Trainers personify excellence in preparation, presentation, communication and facilitation, and are sought after by organizations.
• The Training Associates also look for the CompTIA CTT+ certification when hiring trainers.

Objections | Responses
--- | ---
I already have experience as an instructor, why do I need CTT+? | Employers look to CTT+ during the screening process to verify that instructors have the skills and knowledge required to instruct in a classroom or virtual learning environment. It’s an ideal way to confirm mastery of core skills.

Why do I have to submit a video? | Requiring a video provides candidates with the opportunity to showcase their teaching and facilitation skills. Scored by unbiased judges, video submissions validate the use of tools and techniques necessary to successfully teach in any learning environment.

Resources:
• Average Salary:
  • U.S. Training Consultant: Indeed.com (https://indeedhi.20cZbnQ)
  • UK Training Consultant: ITJobsWatch.co.uk (https://bit.ly/2DdgW0d)
• CTT+ Additional Information:
  CompTIA.org/certifications/ctt
• Recommended Pathways:
  CompTIA.org/certifications/which-certification
• Posts: https://bit.ly/2PSUREQ

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