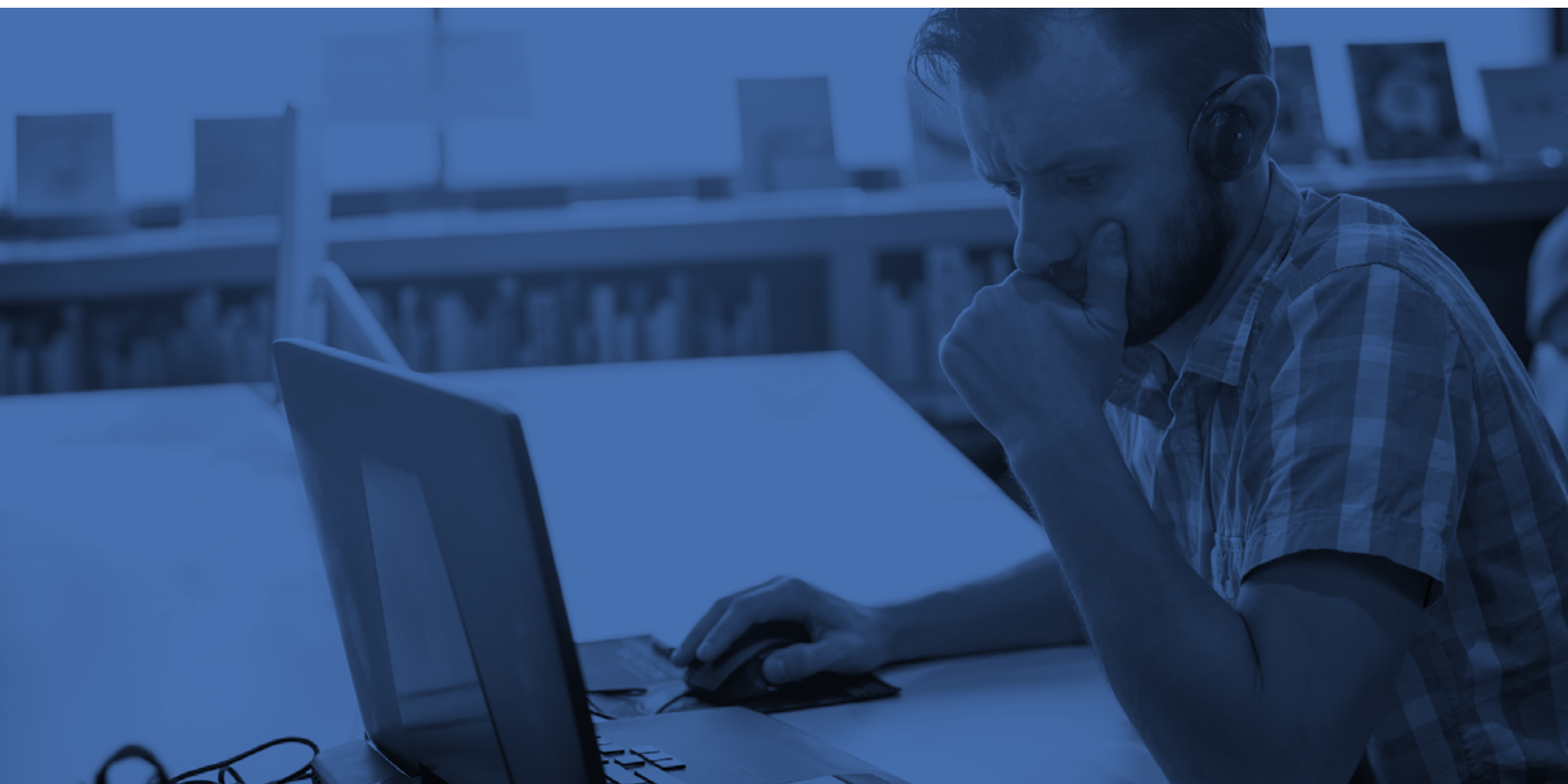




# Security Fundamentals for Practitioners



An Online Cybersecurity Course, Exclusively for Integrators Actively Engaged in the Discipline of Offering Holistic Security



# Security Fundamentals for Practitioners

**Security Fundamentals for Practitioners** is an online course that explores the fundamentals of securing operational technologies (OT) including access control, video and intrusion systems from cyber-attack. This course has been designed exclusively for Johnson Controls integrators who sell JCI's access control, video or intrusion solutions.

The online courses offered by the Cyber Protection Learning Center are designed to enhance your knowledge of cybersecurity, so you may better support JCI's security products throughout their lifecycle - reducing the risk of a successful cyber-attack being associated with those products.

## What does the course cover?

This 90-minute online course begins with core cybersecurity concepts, then addresses "how-to" topics in five comprehensive modules. In addition to straightforward definitions and illustrations, each module presents important questions to ask your customers and useful lessons-learned from previous cyber incidents.

## Who is the course for?

This will be an incredibly well-spent 90 minutes for anyone seeking fundamental knowledge on cybersecurity, including:

- **Business owners** – get inspired about ways cybersecurity can expand your business
- **Sales leaders** – include cybersecurity in your discussions by asking the right questions and involving the right people
- **Solution architects** – design systems with cybersecurity in mind
- **Installers / Technicians** – see how hardened configurations can impact cyber-risk
- **Support / Service** – learn the importance of continuing cybersecurity practices with maintenance checklists

For those looking to become true cybersecurity practitioners, we recommend studying each section in detail, extracting the additional content available in the free Companion Guide and reviewing the additional external resources referenced in each module.

## Course Sections

### ASSESS & CONSULT

- Engage Stakeholders
- Identify Cyber Risk
- Cyber Hygiene

### DESIGN

- Weigh Business Needs
- Recommend Architecture

### DEPLOY

- Deploy Products Securely
- Document Product Deployment

### MAINTAIN

- Secure Products Over Time
- Incident Response
- Reassess Risk
- Decommission Products

### RESOURCES

- Cybersecurity Insurance
- Glossary
- External Resources
- References

## Our Promise:

You will enter a student and leave a practitioner of cybersecurity – an actively engaged participant in the discipline of offering holistic security throughout the lifecycle of the JCI systems you manage.



"Our customers are facing unprecedented threats against their data and systems, and it is no longer optional to be educated on how cybersecurity affects physical security. Protecting the entire customer enterprise is the expectation today, so courses like this are incredibly valuable."



**Wayne Smith**  
Tech Systems

JCI integrator  
for 23 years

## The Education Driver: Cybersecurity's Evolution to a Business Advantage

Cybersecurity has transformed from a cost that customers resist to a business enabler. For those with strong cybersecurity knowledge – it's a market differentiator. Combined with your experience of JCI's cyber-hardened products, this training will help prepare and position you to capture the mounting business opportunities



- Cybersecurity proficiency is now an integrator selection factor with many customers
- The knowledge you will gain will be a competitive differentiator for your organization
- You will be more effective at identifying and solving your customers' cybersecurity requirements
- You will be regarded as a trusted cybersecurity partner and get more jobs
- You can establish new service-based revenue streams, providing vulnerability assessments



## Building Trust

You've spent your career building your cache as a security expert and cultivating the relationships that have become solid customer partnerships – your business' most valuable asset.

## Keeping Trust

Your customers are connecting many devices and transmitting sensitive information across networks. Helping to secure their business against sophisticated cyber-attacks and maintaining their confidence in you as trusted security provider requires a new kind of security savviness.



## What will you achieve?

By the end of the course, you will be able to:

- Display a deep understanding of fundamental cybersecurity principles for physical security OT devices
- Engage the right set of stakeholders to assess cyber requirements from the beginning of a project
- Identify and address customer cybersecurity needs
- Follow the correct steps at each phase of the product lifecycle to address best practices for cybersecurity
- Capture business opportunities that emerge through product OT cybersecurity

To learn more about or register for this important content packed online cybersecurity course, visit:  
[https://tycosecurityproducts.com/CyberProtection/Learning\\_Center.aspx](https://tycosecurityproducts.com/CyberProtection/Learning_Center.aspx)