CompTIA®

Battle
Cards

✚ means
opportunities

CompTIA

CompTIA Overview

The Computing Technology Industry Association (CompTIA) is the tech-forward community of the $5 trillion IT ecosystem, and the global hub for the more than 35 million professionals who design, deploy, manage and secure the technology that powers the modern economy. Through collaboration, education, certifications, advocacy and market research, CompTIA advances the industries and careers that rely on tech.

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.*****

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

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.

Benefits

Learners/Professionals	Enterprise/Employer	Government
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.	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.	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.

Learners/Professionals

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

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.

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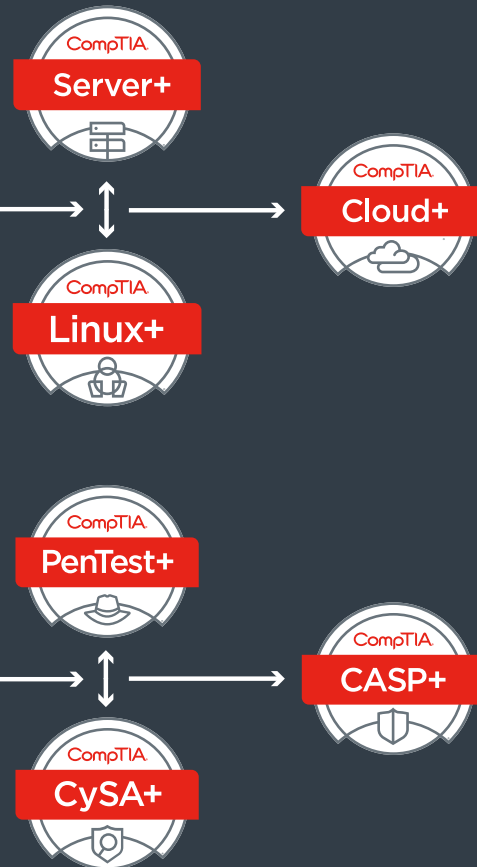- CompTIA Advanced Security Practitioner (CASP+)

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

CompTIA Pathways

INFRASTRUCTURE PATHWAY

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

CORE SKILLS CERTIFICATIONS

ITF+ → A+ → Network+ → Security+

Server+

Cloud+

Linux+

PenTest+

CASP+

CySA+

PROFESSIONAL SKILLS

Project+

Cloud Essentials+

CTT+

CYBERSECURITY PATHWAY

• Specialized professional skills
• CompTIA's professional certifications cover versatile skillsets that help take careers to the next level
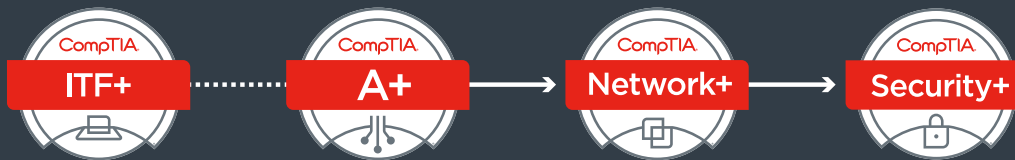
• Mid-career to advanced level certifications
• For candidates who have at least 3 years of hands-on information security or related experience

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.

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
• Posts:
  https://bit.ly/2JgDuAj

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

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.

Competitors	Talking Points / ITF+ Advantages
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

CompTIA **IT Fundamentals (ITF+)** (FC0-U61)

How Does CompTIA Compare?

	ITF+	Microsoft Technology Associate	IC3 Digital Literacy Certification	ICDL International Computer Driving Licence
Certification	ITF+	Microsoft Technology Associate	IC3 Digital Literacy Certification	European Computer Driving License/ International Computer Driving License
Number of Exams	Single, multiple choice exam	8 exams	3 multiple choice exams	Modular set of 17 exams
Exam Focus	Pre-career assessment of competency for IT	Microsoft-specific content	End users who lack IT training	End user skills
Experience Level	Pre-IT career & Non-IT pros	Students interested in an on-ramp to a career requiring technical expertise in Microsoft products and services	Non-IT pros	Non-IT pros
Vendor Neutral	Yes	No	Yes	Yes

CompTIA A+ (220-1001 & 220-1002 Core Series)

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.

VALUE Prop 1 (Career Changer/Student)

CompTIA A+ validates fundamental IT knowledge including networking, operating systems and security, as well developing problem-solving skills needed for entry-level technical support careers.

VALUE Prop 2 (Employer)

CompTIA A+ ensures service desk and IT support staff have the skills and training required to perform entry-level job tasks including: identifying IT issues, problem-solving and securing end-points. A+ is also the building block towards meaningful career progression.

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:

• A+ is the only industry recognized credential with performance-based items to prove pros can think on their feet to perform critical IT support tasks in the moment.

• A+ is trusted by employers around the world to identify qualified job candidates in end-point IT management & technical support roles.

• A+ is regularly revised by IT experts to ensure that it validates core skills and abilities demanded in the workplace.

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:

   • Glassdoor.com (**https://bit.ly/2GjbGcC**): Field Service Technician

   • UK ITJobsWatch.co.uk (**https://bit.ly/2CYp84a**): Field Service Technician

• A+ Additional Information:
CompTIA.org/certifications/a

• Recommended Pathways:
CompTIA.org/certifications/which-certification

• Posts: **https://bit.ly/32Hmnzo**

Job Roles:

• Field Service Technician
• Help Desk Technician
• Technical Support Specialist
• Desktop Support Administrator
• Service Desk Technician
• Associate Network Engineer
• Data Support Technician

Companies that Endorse A+:

• BlueCross BlueShield
• Dell
• HP
• Intel
• Nissan
• Ricoh

Competitors	Talking Points / A+ Advantages
Microsoft (MCSA)	• MCSA focuses on Microsoft specific products, while A+ certified pros are better equipped to solve a variety of issues and support many critical teams.
Microsoft (MTA Infrastructure)	• Unlike A+, MTA has minimal presence in job ads.

Skills and Competencies Acquired:

• Support basic infrastructure
• Configure and support devices and peripherals
• Implement data backup and management best practices
• Demonstrate baseline security skills
• Troubleshoot and problem solve support challenges

Benefits:

Candidate: CompTIA A+ opens many avenues for career development. IT- certified pros can end up working in cybersecurity, network engineering, network administration, business analysis or data analytics.

Employers: Certified employees can address complex IT issues, as well as be the frontline defence for security concerns, allowing for problems to have immediate resolution rather than being escalated.

By the Numbers:

• **1 in 10** U.S. IT job postings include A+ as a qualifying credential.

• **35K** U.S. IT job ads posted annually include A+ as a job requirement.

• **Over 1.2 million** A+ certified professionals.

CompTIA A+ (220-1001 & 220-1002 Core Series)

How does CompTIA Compare?

	CompTIA A+	Microsoft	Microsoft
Certification	A+	MCSA	MTA Infrastucture
Performance-based Questions	Yes	Yes	No
Exam Length	2 exams, 90 min. each	2-3 exams	4 exams
Experience Level	Entry	Entry	Entry
Exam Focus	Vendor-neutral, technical & professional skills	Tied to specific products (e.g., MCSA Windows 8 or MCSA Server 2012)	Broad-based intro to IT. Gateway to Microsoft's product-centric certifications.
Prerequisites	None. 9-12 months experience recommended	None. Prior experience recommended.	None

CompTIA **Network+** (N10-007)

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:

• **12%** job growth expected for Network & Computer Systems Administrators, 2012 – 2022, according to the Bureau of Labor Statistics.
• **28%** of organizations say they have a shortage of network security specialists.
• Over **511k** Network+ certified professionals.

Skills and Competencies Acquired:

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

Resources:

• Average Salary
  • U.S. Network Field Engineer: Glassdoor.com **(https://bit.ly/2RrR3BH)**
  • UK Network Field Engineer: ITJobsWatch.co.uk **(https://bit.ly/355KfO2)**

• Network+ Additional Information: **CompTIA.org/certifications/network**

• Recommended Pathways: **CompTIA.org/certifications/which-certification**

• Posts: **https://bit.ly/2pdQAaH**

Competitors	Talking Points / Network+ Advantages
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

Job Roles:

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

CompTIA **Network+** (N10-007)

How does CompTIA Compare?

	Network+	CCNA Vendor-specific	MTA/Networking Fundamentals
Certification	Network+	CCNA Vendor-specific	MTA/Networking Fundamentals
Performance-based Questions	Yes	Yes	No
Exam Length	1 exam with a maximum of 90 questions, 90 min.	1 exam, 90 min.	1 exam, 50 min.
Experience Level	Entry	Early career	Student
Exam Focus	Job role-based; covers networking technologies across all vendors & solutions.	Networking for Cisco products & solutions.	Not job role based. Minimal introduction to networking.
Prerequisites	CompTIA A+ & a minumum of 9 months networking experience recommended	1-3 years experience	None

CompTIA **Security+** (SY0-501)

CompTIA Security+ Intro

CompTIA Security+ is an international, vendor-neutral certification that validates the baseline skills necessary to perform core security functions and pursue an IT security career.

Key Differentiators:

- No other certification that assesses baseline cybersecurity skills has performance-based questions on the exam. Security+ emphasizes hands-on practical skills, ensuring the security professional is better prepared to problem solve a wider variety of issues.
- More choose Security+ for DoD 8570 compliance than any other certification.
- Focuses on the latest trends and techniques in risk management, risk mitigation, threat management and intrusion detection.
- The Security+ certification covers the Junior IT Auditor/Penetration Tester job role, in addition to the previous job roles for Systems Administrator, Network Administrator, and Security Administrator.

Resources:

- Average Salary:
  - U.S. Security Administrator: Glassdoor.com **(https://bit.ly/2NXjo0u)**
  - UK Security Administrator: ITJobsWatch.co.uk **(https://bit.ly/35nZP7Z)**
- Security+ Additional Information: **CompTIA.org/certifications/security**
- Recommended Pathways: **CompTIA.org/certifications/which-certification**
- Posts: **https://bit.ly/33YY5kB**

VALUE Prop 1 (Career Changer/Student)

Security+ establishes core knowledge and incorporates best practices in hands-on trouble-shooting and problem-solving. IT professionals with Security+ know how to address security incidents – not just identify them.

VALUE Prop 2 (Employer)

CompTIA Security+ validates core knowledge required of any cybersecurity role, and emphasizes hands-on practical skills required by organizations. It better prepares staff to not only identify security risks but address them as well.

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:

- Understand network security
- Identify and mitigate security threats
- Understand application, data and host security issues
- Implement access control and identity management

Job Roles:

- Systems Administrator
- Security Administrator
- Security Specialist
- Security Engineer

Competitors	Talking Points / Security+ Advantages
CISCO (CCNA Security)	• CCNA Security and Security+ are both certifications that are ideal for IT pros who are in entry-level security roles; however, Security+ is vendor neutral and covers a broader security focus. • Security+ has **38%** more job ads than CCNA.
EC-Council Certified Ethical Hacker (CEH)	• 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 to focus on threats, attacks and vulnerabilities, risk management, cloud security and penetration testing basics. • Security+ has **11x** more job ads than CEH.
GIAC Security Essentials (GSEC)	• CompTIA Security+ and GSEC are both foundational-level, vendor-neutral certifications, but only Security+ includes performance-based questions to test hands-on skills. • Security+ is listed in **12%** of all U.S. cybersecurity job ads, while GSEC is listed in fewer than **3%**, according to Burning Glass. • GSEC costs nearly **5x** more.

Companies that Endorse Security+:

- Northrop Grumman
- Brotherhood Mutual
- The Joint Commission
- Nationwide
- Agile Defense
- Modern Technology Solutions, Inc.

By the Numbers:

- Over **500,000** Security+ certified professionals.
- **62%** of IT professionals who hold at least one CompTIA certification are Security+ certified, according to Global Knowledge.

CompTIA **Security+** (SY0-501)

How does CompTIA Compare?

Certification	Security+	CCNA Security	EC-Council Certified Ethical Hacker (CEH)	GIAC Security Essentials (GSEC)
Performance-based Questions	Yes	No	No A second exam, CEH (Practical) offers performance-based questions	No
Exam Length	1 exam, 90 min	1 exam, 90 min	1 exam, 4 hrs	1 exam, 5 hrs
Experience Level	Entry	Entry	Intermediate	Entry
Prerequisites	CompTIA A+ and Network+ recommended	CCENT, CCNA Routing and Switching, OR CCIE certification	CEH Training, 2 years information security experience, Endorsement	None

CompTIA **Linux+** (XK0-004)

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.

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:
  - U.S. Systems Administrator: Glassdoor.com (**https://bit.ly/30PwBxD**)
  - UK Systems Administrator: UK ITJobsWatch.co.uk (**https://bit.ly/37pFykb**)
- Linux+ Additional Information:
  CompTIA.org/certifications/linux
- Recommended Pathways:
  CompTIA.org/certifications/which-certification
- Posts: **https://bit.ly/2MXbuEb**

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.

Competitors	Talking Points / Linux+ Advantages

Red Hat Certified Systems Administrator (RHCSA)	• RHCSA targets a higher experience level, validates only one way to troubleshoot Linux systems and is performance-based ONLY.
	• RHCSA is NOT ANSI accredited.
	• **CompTIA Linux+**
	  • Targets mid-level professionals
	  • Covers a wide scope of skills and knowledge
	  • Is ANSI accredited
	  • Should be used as a foundation to vendor specific certs like RHCSA.

Linux Professional Institute (LPIC-1 from LPI)	• LPIC-1 is a two-exam certification still containing certain outdated topics with no performance-based questions creating greater risk for unqualified candidates. • CompTIA Linux+ is a single exam with refined objectives and performance-based questions designed to stay current with today's technology.

Job Roles:
- Linux Administrator
- Systems Administrator
- Network Administrator
- Web Administrator
- Technical Support Specialist

Companies that Endorse Linux+:
- Aetna
- Booz Allen Hamilton
- Dell
- General Dynamics Information Technology
- U.S. Department of Defense
- U.S. Navy

CompTIA **Linux+** (XK0-004)

How does CompTIA Compare?

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

CompTIA **Server+** (SK0-004)

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 admistrator. Server+ includes coverage of virtualization, storage, cloud environments, disaster recovery,and cyber-security, 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 tecnologies 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:
  - U.S. Server Administrator: Glassdoor.com **(https://bit.ly/2RBmdoR)**
  - UK Server Administrator: ITJobsWatch.co.uk **(https://bit.ly/2rcnOI7)**
- Server+ Additional Information: **CompTIA.org/certifications/server**
- Recommended Pathways: **CompTIA.org/certifications/which-certification**
- Posts: **https://bit.ly/2JzdQqJ**

Competitors	Talking Points / Server+ Advantages
Amazon Web Services (AWS) IT Operations Pathway	• AWS covers only Amazon products and solutions. • 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. • CompTIA Server+ provides the foundation for future vendor-specific certs like AWS.
Microsoft (MCSA Server Administrator)	• MCSA Focuses solely on Microsoft Windows Server products and implementations and is a 3-exam certification. • MCSA is considered a "beginner's cert" with lower pre-requisites validating entry-level candidates. • CompTIA Server+ validates appropriate experience beyond entry-level for IT pros that manage servers. • Unlike MCSA, entry server skills are covered in CompTIA's A+ exam. • Server+ single exam is time and cost-efficient.

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

CompTIA **Server+** (SK0-004)

How does CompTIA Compare?

	Server+	Microsoft	amazon web services
Certification	**Server+**	**Microsoft** **MCSA Server Administrator**	**Amazon Web Services** **(AWS) IT Operations Pathway**
Exam Length	1 exam, 90 min.	3 exams	1 exam, 80 min.
Experience Level	Early career	Early career	High level
Exam Focus	Focuses on multivendor products and implementations, based on industry standards	Focuses on Microsoft Windows Server products and implementations	Covers only Amazon products & solutions
Prerequisites	Recommended CompTIA A+ and at least 18 months of IT experience	At least 1 year of experience implementing and administering Windows Server	None

CompTIA **Cloud+** (CV0-002)

CompTIA Cloud+ Intro

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.

Resources:

- Average Salary:
  - U.S. Cloud Developer: Glassdoor.com **(https://bit.ly/2TTZDdP)**
  - UK Cloud Developer: ITJobsWatch.co.uk **(https://bit.ly/2XyFk5O)**
- Cloud+ Additional Information: **CompTIA.org/certifications/cloud**
- Recommended Pathways: **CompTIA.org/certifications/which-certification**
- Posts: **https://bit.ly/2MVb6Gj**

Competitors	Talking Points / Cloud+ Advantages
Microsoft Certified Azure Administrator	• Azure Administrator covers only Microsoft products and solutions, while Cloud+ covers a variety of vendor solutions.
Amazon Web Services (AWS) IT Operations Pathway	• 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+	Job Roles:
• BAE Systems	• Cloud Developer
• General Dynamics Information Technology	• Project Manager, Cloud
• MacAulay-Brown, Inc.	• Cloud Engineer
• SAFRAN MorphoTrust USA	• Cloud Specialist
• NTT Communications Corp.	• Computing Services
• Oracle	• Manager, Data Center SANs
• U.S. Department of Defense	• Business Analyst, Cloud Computing
	• Network Administrator

CompTIA **Cloud+** (CV0-002)

How does CompTIA Compare?

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

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: https://bit.ly/2WvfkaJ

Competitors	Talking Points / PenTest+ Advantages
EC-Council Certified Ethical Hacker (CEH)	• CEH assesses vulnerability tools, such as scanners, but NOT vulnerability management like PenTest+. • CEH does NOT cover soft skills, such as business processes, project flow, best practices and professionalism in penetration testing. PenTest+ cover both technical and soft skills. • CEH only covers penetration testing job roles, while PenTest+ covers two job roles, both pen testing and vulnerability assessment and management.
GIAC Penetration Tester (GPEN)	• Unlike GPEN, PenTest+ is based upon cybersecurity industry survey results, providing a heightened real-word applicability compared to other certs.
Offensive Security Certified Professional (OSCP)	• OSCP tests at an advanced level of experience and costs **3X** as much. • OSCP is a 24 hour "capture the flag" exam making PenTest+ both cost and time efficient.

Companies that Endorse PenTest+:
• Asics
• Brotherhood Mutal
• 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

CompTIA **PenTest+** (PTO-001)

How does CompTIA Compare?

	PenTest+	CEH	GPEN	OSCP
Certification	PenTest+	EC-Council Certified Ethical Hacker (CEH)	GIAC Penetration Tester (GPEN)	Offensive Security Certified Professional (OSCP)
Performance-based Questions	Yes	No A second exam, CEH (Practical) offers performance-based questions	Yes	Yes
Exam Length	1 exam, 90 questions, 165 minutes	1 exam, 4 hours	1 exam, 3 hours	1 exam, 24 hours
Experience Level	Intermediate	Intermediate	Intermediate	Intermediate / Advanced
Exam Focus	Penetration testing and vulnerability assessment	Penetration testing	Penetration testing from a business-value	Real World-based with a lab and submitted report
Prerequisites	Network+, Security+ or equivalent knowledge. Minimum of 3-4 years of hands-on information security or related experience.	CEH Training, 2 years information security experience, Endorsement	None	Must first complete the Penetration Testing with Kali Linux training course (self-paced)

CompTIA **CySA+** (CS0-002)

CompTIA CySA+ Intro

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

Resources:

- Average Salary:
  - U.S. Security Engineer: Glassdoor.com **(https://bit.ly/2yMydOF)**
  - UK Security Engineer: ITJobsWatch.co.uk **(https://bit.ly/3f1iEDi)**
- CySA+ Additional iInformation: **CompTIA.org/ certifications/cybersecurity-analyst**
- Recommended Pathways: **CompTIA.org/certifications/which-certification**
- Posts: **https://bit.ly/2N1JO12**

Competitors	Talking Points / CySA+ Advantages
EC-Council Certified Security Analyst (ECSA)	• 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.
GIAC Continuous Monitoring Certification (GMON)	• 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
ISACA Certified Information Systems Auditor (CISA)	• 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+:

- BlacKnight 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

CompTIA **CySA+** (CS0-002)

How does CySA+ Compare to Alternatives?

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

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, perfomance-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 **5X** the national average through 2022, according to the U.S. Bureau of Labor Statistics.

Resources:
- Average Salary:
  - U.S. Information Security Analyst: Glassdoor.com **(https://bit.ly/2TVe4yk)**
  - UK Information Security Analyst: ITJobsWatch.co.uk **(https://bit.ly/2s2AOkd)**
- CASP+ Additional Information: **CompTIA.org/certifications/comptia-advanced-security-practitioner**
- Recommended Pathways: **CompTIA.org/certifications/which-certification**
- Posts: **https://bit.ly/2WwydtQ**

Competitors	Talking Points / CASP+ Advantages

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

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

CompTIA **CASP+** (CAS-003)

How does CompTIA Compare?

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

CompTIA **Project+** (PKO-004)

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 **68K** and growing Project+ certified professionals.

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

Resources:

- Average Salary:
  - U.S. Project Manager: Glassdoor.com **(https://bit.ly/2DoE55V)**
  - UK Project Manager: ITJobsWatch.co.uk **(https://bit.ly/2quUPiM)**
- Project+ Additional Information: **CompTIA.org/certifications/project**
- Recommended Pathways: **CompTIA.org/certifications/which-certification**
- Posts: **https://bit.ly/2C5Cjjc**

Competitors	Talking Points / Project+ Advantages
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:

- Project Coordinator/Manager
- Project Team Member
- Business Analyst
- Manager
- Director
- Team Leader

Companies that Endorse Project+:

- Accenture
- Canon
- Dell
- EY
- Fuji Xerox
- General Dynamics Information Technology
- HP
- U.S. Army
- U.S. Navy

CompTIA **Project+** (PKO-004)

How does CompTIA Compare?

	Project+	PMI CAPM	Axelos PRINCE2 Foundation
Certification	Project+	PMI CAPM	Axelos PRINCE2 Foundation
Exam Length	1 exam, 90 questions, 90 min	1 exam, 150 questions, 3 hrs	1 exam, 75 questions, 60 min
Experience Level	Entry	Entry, Intermediate	Entry
Exam Focus	Small- to medium-sized projects	Medium- to large projects following PMI methodology	Medium- to large projects following PRINCE2 framework
Prerequisites	No prerequisite, but at least 12 months of cumulative project management experience or equivalent education is recommended	Application plus 1,500 hours of experience across 3 years OR high school diploma and 23 hours of project management education	No pre-requisite

CompTIA **Cloud Essentials+** (CL0-002)

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 Essential+ 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

Resources:

- Average Salary:
    - U.S. Business Analyst: Glassdoor.com **(https://bit.ly/342bNUf)**
    - UK Business Analyst: ITJobsWatch.co.uk **(https://bit.ly/2pwq7W3)**
- Cloud Essentials+ Additional Information: **CompTIA.org/certifications/cloud-essentials**
- Recommended Pathways: **CompTIA.org/certifications/which-certification**
- Posts: **https://bit.ly/2JLnd6M**

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	Response
Candidate: I don't think I want to be in management.	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.
Candidate: It isn't listed in the job role.	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.
Employer: I think my people already make good business decisions.	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.

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

CompTIA **CTT+** (TK0-201, TK0-202, TK0-203)

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.

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

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

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.

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.