

The SANS Network

Meet the people and organizations who make the SANS community work.

Experienced cybersecurity professionals rely on SANS for one-of-a-kind training and networking.

Seasoned security pro Kim Hansen is proof that any cybersecurity professional, at any experience level, can expand their knowledge, skill set, and industry connections with SANS training. Learn how Kim has gotten the most from his coursework and his time as a SANS facilitator, and why he recommends that you make use of both, too.



Kim Hansen

Solutions Specialist Security - Instructor
DATA EQUIPMENT AS, a Norway-based company delivering a complete security platform of IT-security and infrastructure solutions and associated services

An established technical career

Kim Hansen likes to joke that his technical career started back in the days of Wordperfect for DOS. In the years since then, he's come a long way—moving from IT management to more advanced system engineering and security architecture positions, and taking on more responsibility with every step.

Now a Solutions Specialist Security Instructor for Data Equipment AS in Oslo, Norway, Kim executes security solutions and training in a role that also requires him to validate IT infrastructure and deliver business applications as safely as possible. He protects applications with firewall and threat-rules, hardens OS and applications, and, most importantly, trains customers to keep security top-of-mind as they develop their own infrastructure, networks, and applications.

Kim currently specializes in the design, configuration, and troubleshooting of network infrastructure with Palo Alto firewalls, and integration with on-premise and cloud solutions like VMware NSX, Amazon AWS, Microsoft Azure, and Google Cloud mobile solutions. He explores these from a security perspective, with a next-generation endpoint in mind.

Gaining new perspective through SANS training

With more than 20 years of technical experience already under his belt, Kim first came to SANS training in 2015, attending SANS Security West with some of his closest clients. He asked his colleagues for advice about which course to take, and they all recommended SEC504: Hacker Tools, Techniques, Exploits, and Incident Handling. He took the course, and left feeling much more knowledgeable about the hacker space – and excited to see security from a different perspective.

"My first SANS instructor was John Strand, and it was really amazing—not just the training, but how all the histories and practical ways of doing things really forced me to think of security in another way."

Kim realized that taking additional SANS courses would expand his capabilities more quickly and comprehensively than on-the-job experience could. He registered for SEC560: Network Penetration Testing and Ethical Hacking with SANS Fellow Ed Skoudis, and then SEC511: Continuous Monitoring and Security Operations with Seth Misenar. In each course he found practical, meaningful instruction, with takeaways he could apply immediately to his own work.

In SEC545: Cloud Security Architecture and Operations, for example, he learned how to better manage customer expectations of security in cloud applications.

“Many of our customers have established something in the cloud, and being able to talk to them not just about security, but about how that security can have a huge impact on their business, has brought our company more projects and customer loyalty. Our customers appreciate that we’re delivering more than just units—we’re delivering the whole infrastructure, with security in mind.”

To validate his new skills, Kim has earned the GIAC certifications associated with all of his SANS courses, and now holds the GCIH, GPEN, and GMON. He plans to pursue the GCCC soon to help him with several current CSC projects, and is eager to get his GCWN, too.

Digging deeper with SANS Work Study

In 2017, Kim placed in the top 5 of a Core NetWars event and was invited to Washington, DC, for the annual NetWars Tournament of Champions. While there he applied for the SANS Work Study program, and was elected to facilitate both SEC545, with instructor Dave Shackelford, and MGT433: Building, Maintaining and Measuring a Mature Awareness Program, with Lance Spitzner. The facilitating experience made a huge impact on Kim, instilling a real sense of connection with his colleagues and instructors, and making him feel like a true part of the SANS community.

“The Work Study experience was something completely new – I really felt like a part of the SANS family, and the way I was taken care of by the event team was highly appreciated. It really warmed my heart.”

The Work Study program reinforced what Kim already knew: the SANS community is more than just individuals learning about security—it’s also dedicated professionals committed to helping others achieve success. Through facilitating, Kim has connected with SANS staff and instructors in a completely new way, and though it’s been hard work with high expectations, it’s also been rewarding and fun.

“As an instructor of IT concepts myself, the SANS Work Study program has been an example for me in how to take care of the people around you—instructors, students, fellow facilitators. I have taken the memories and the expectations with me, and hope I can live up to the great standard that SANS has set.”

Kim's advice to get the most from SANS training

Kim highly recommends Work Study for any professional looking to get more out of their SANS training. More than just a tuition discount, the program is a chance to immerse yourself in the experience and connect directly with the instructors, SANS staff, and other students. Whether you’re a seasoned pro or just starting out, what you’ll learn through the program—and the relationships and memories you’ll make—will stay with you long after the event.

Completed SANS Courses

SEC504	Hacker Tools, Techniques, Exploits and Incident Handling
SEC511	Continuous Monitoring and Security Operations
SEC545	Cloud Security Architecture and Operations
SEC560	Network Penetration Testing and Ethical Hacking
MGT433	Securing The Human: How to Build, Maintain and Measure a High-Impact Awareness Program

GIAC Certifications Earned

GCIH
GMON
GPEN

Core NetWars Experience, DFIR NetWars Tournament