



Ali Pabrai Delivers Compelling Presentations Worldwide



Testimonials for Ali Pabrai

"Engaging"

"Best speaker"

"Fired up performance"

"Knowledge powerhouse"

"Phenomenal speaker"

"Audience raved about the presentation"

"Dynamic speaking style"

"Energy and passion"

"Hands-on experience"

"Security master"

"Immense knowledge"

"Comprehensive and fast paced"

"Remarkably thought provoking"

Pabrai Testimonials

"Ali Pabrai explains differing information security standards in a clear and concise manner. Pabrai cares greatly about education and goes the extra mile to ensure updated and timely content for his delivery."

"His presentation style is engaging, and he encourages questions and discussions. I would recommend him for future presentations and trainings."



Josh More
Cyber Sector Chief
Iowa FBI Infragard

"Mr. Pabrai delivered an outstanding presentation on Cyber Security Strategies at our January 2010 event. His presentation was very well received for being remarkably thought provoking. *He certainly got the audience "fired up" about Information Security and his knowledge and passion for the subject became apparent when he presented.* His energy and enthusiasm actually generated tremendous interest in the subject. Based on the official member feedback we received, his presentation was rated very highly and our members appreciated it a lot."

"Mr. Pabrai is not only a knowledge powerhouse of information Security but a refined speaker who is able to engage the audience with his unique presentation style. We would love to have Mr. Pabrai as a speaker in one of our future events."

"As Director of Programs for the ISACA Orange County Chapter, I would recommend other ISACA chapters or any other organization looking to get a "phenomenal" speaker on information security to consider engaging Mr. Pabrai."

Chetan Trivedi, CISA, CISM
ISACA Orange County, California
Program Director

Pabrai Testimonials



Member of ISSA Honor Roll 2005

“As President of the Colorado Springs chapter of the Information Systems Security Association, I wish to thank you for opening our fall conference on September 30. As we all know, security, in particular governance and standards, is not the most exciting subject on which to speak. You, sir, were phenomenal in your presentation. *You captivated the audience and earned their admiration with your excitement and knowledgeable presentation.* At one point in your presentation you asked, “Are you all excited or is it just me?” Talking with members afterward a couple of attendees remarked that, upon your question, they were surprised to notice that they were indeed excited. Quite the achievement - first thing in the morning.”

“Your keynote set the tone of the conference and we had one of the best we can remember. We have been holding these conferences twice a year for about nine years, so to be that memorable is an achievement in itself. I extend an invitation for you to attend any of the events that our chapter holds during the year, whether you speak or not. Our chapter considers you one of our friends.”

“As President of the ISSA-COS chapter, I recommend Ali Pabrai as a speaker to any and all ISSA chapters, world-wide, or any other organizations who wish to be gifted with an outstanding presentation.”

**Mark L. Spencer, CISSP IAM IEM
President, ISSA-COS**

"When you talk with Uday Ali Pabrai about security, his energy and passion fill the room. With two decades of hands-on experience with Who's Who clients across many verticals, *he is the security master.*"

**Pradeep Kar, Founder,
Microland Group, Chairman and Managing Director
PlanetAsia, Founder and Chairman**

“In his practice and in his writing, Mr. Pabrai demonstrates not only a deft understanding of information security but also the ability to clearly communicate it.”

Joel M. Fulton, CISSP, CISA, CISM, CHSS, CHP

Pabrai Testimonials

“Pabrai's engaging manner keeps strong audience interest. His hands-on experience allows us to delve into the subject in further detail.”

Joe Granneman, CISSP, CHSS
Chief Security Officer and Chief Technology Officer



“Ali Participated as a keynote speaker at the 4th Annual of Middle East Healthcare Expansion Congress hosted on 26th -27th May at Al Raha Beach Hotel in Abu Dhabi and shared the platform with the likes of CEO – Health Authority Abu Dhabi, CEO –IMC Jeddah amongst other highly respected speakers. His dynamism, great presentation skills and industry know how touched the pulse of the audience that was comprised of senior level decision makers.”

“Ali’s presentation was ranked one of the best by the attending delegates and was extremely fruitful for the overall content of the congress. I on behalf of naseba congratulate him for this astounding success and look forward to working with efirst for our future healthcare editions including Saudi Healthcare.”

Sanjeev Singh
Project Manager – naseba
Dubai, United Arab Emirates

“Pabrai is an extremely knowledgeable and a skilled presenter of information security and compliance methodologies across multiple industries and frameworks. He keeps you engaged and wanting to learn more.”

Michael W. DeGraff, CISSP, CHP, CSCS
Information Security Officer

“Pabrai is well versed in a multitude of laws, regulations and standards. If your organization must comply with information security requirements, you will do well to take the CSCS course.”

Tony Lewis
Intuit, Inc.

Pabrai Testimonials

“Pabrai delivered a fast-paced and a highly engaging session that addressed the state of information security and emerging best practices. He stepped through scenarios and detailed critical recommendations for businesses to be resilient as dependence increases on the digital information infrastructure.”

“The audience raved about a presentation that resonated with the challenges they face in enabling reasonable and appropriate security.”

Nur Rajwany

NCSBN, Director of Information Technology



“On behalf of the Austin-HIMSS board of directors, I wanted to thank Mr. Pabrai for giving such a great presentation to our chapter members!”

“Evaluations that we received following Ali Pabrai's presentation to the Austin-HIMSS chapter were extremely positive! The audience, which consisted of CIOs, directors, analysts and other healthcare professionals, appreciated Mr. Pabrai's humorous, yet incisive and professional, discussion of information security and its role in healthcare. We recommend Mr. Pabrai to others as a very knowledgeable and professional speaker.”

Lillian C. Prince, MBA, MA, PMP
Program Chair: Austin-HIMSS
Austin, TX Chapter of HIMSS



“Ali Pabrai, CEO, ecfirst delivered a great presentation. His command of the topic and dynamic speaking style made for a very successful morning. Definitely recommend Mr. Pabrai to others as a knowledgeable and engaging speaker.”

Diane Capaldo, MHA
President, Iowa Chapter of HIMSS

Pabrai Testimonials



“As Program Director of the Phoenix Arizona chapter of the Information Systems Security Association (ISSA), I wish to acknowledge the value of the presentation given by Ali Pabrai at our October 2009 event. In presenting on a subject that to many people seems dry and uninteresting, he took on a subject that is important to all of us in the Information Security arena. The presentation given was one of the best I have seen in all ways. The audience was captivated and their admiration was earnest with Ali’s excitement and presentation style.”

“To say that people were on the edge of their seats is not an understatement - *everyone was riveted to the presentation.*”

“The coverage of the topic at hand was remarkable in several ways. It demonstrated considerable understanding of the topic, it entertained an audience that is typically critical in their appreciation of topics related to control in Information Security and above all, it was informational and easy to understand. Our chapter holds events such as this every quarter, and it is hard to remember a better reception to a presentation on this topic. Your support of learning and education for the security profession is second to none, please feel free to join us again, either as a speaker or attendee.”

“As the Program Director for the chapter I recommend that any organization wishing to have a dynamic speaker present on topics of current interest to the Security Community consider engaging Mr. Pabrai’s considerable talents,”

Mark Williams, CISSP CISA CCNA
Program Director, ISSA-Phoenix

Pabrai Testimonials

“Ali Pabrai the security master has does it again... He has created an all-encompassing international security guidebook for all people - at any level who have interest in our most prevalent Information Technology (IT) issues to date- those focusing around security. Ali and his organization ecfirst.com received the national exclusive endorsement from the American Hospital Association (AHA) for its HIPAA compliance training solutions.”

Brian G. Lane

**Previously, Vice President- Technology
AHA Solutions - American Hospital Association**

“The Illinois Association of Public Health Administrators wish to convey our appreciation to you for your presentation. The training was comprehensive, fast paced and covered issues in detail that local public health departments need to address as to the HIPAA rules.”

“We appreciate your professional approach to topics and your clear, to-the-point delivery which was easy to follow and understand. Your pleasant manner made a difficult topic easier to follow and grasp.”

Jan Forbes, Chairman

**HIPAA Security Training Committee
Illinois Association of Public Health Administrators (IAPHA)**

Additional Past Testimonials

“In his practice and in his writing, Mr. Pabrai demonstrates not only a deft understanding of information security but also the ability to clearly communicate it. "The Art of Information Security" succinctly ties together principles, strategy, and tactics - the necessary components for a clear understanding of information security.”

Joel M. Fulton, CISSP, CISA, CISM, CHSS, CHP

“The Art of Information Security – The Seven Steps to Enterprise Security is an invaluable resource and an excellent tool for security professionals in any industry. This easy-to-follow road map outlines essential components that every company should have in their security plans and policies.”

Tara Manzow

**Skills Development Product Manager
CompTIA**

“Information has become the key asset of organizations and internet the nerve-wire of business. In an era where success depends on securing and managing information, The Art of Information Security - The Seven Steps to Enterprise Security offers a complete overview with practical approach to implementation of security. This work very well articulates the various facets of information security and helps both novice and experienced professionals identify and implement robust security policies. If you are thinking of information security - this is a Must read!!”

**Susheel Kumar Ladwa
Wipro**

“This work is an elegant summary of the real world experience that Mr. Pabrai "Ali" has gained in countless encounters on the war that is waged every time an organization commits to a security/compliance effort. Every page or two I found myself thinking yes! That was a cruise missile hit right on the target - simple, direct, correct, and effective.”

**Rod Jackson, InfoSec Consultant, CISSP, CHSS
Independent InfoSec Architect, Consultant, and Trainer**

“Over the past several years, it has been my experience that the curriculum, methodology, and work product of ecfirst.com/The HIPAA Academy is by far the ‘gold standard’ for thorough and complete address of HIPAA’s various and sometimes complex rules. Mr. Pabrai and his team have taken the maze of HIPAA regulation and paved a process oriented path that makes understanding and application of the requirements of the law as simple as it can be.”

**Alan E. Yue, PMP, CISSP, CHSS
President
PreNetSys, Inc.**

Pabrai Testimonials

“It has been a pleasure to work with such a talented and knowledgeable person. Thanks to Ali's excellent methodology, technical expertise and attention to detail, my organization is on the way toward meeting the HIPAA Security Rule requirements. Keep up the good work.”

William J. Kelty

**Manager, Technical Services & Telecommunications
Sherman Health Systems**

“Mr. Pabrai's knowledge of security issues and regulations is immense, yet he possesses that unique quality - the ability to break things down to a level that any one can understand. Our organization has benefited greatly from his writings and analysis as we prepare to become compliant with the HIPAA Security Rule. His suggestions and tactics have been easy to follow and implement.”

Donald Smith

**Programmer/Analyst
Advocat & Diversicare Management Services**

“I have had the pleasure of working with Mr. Pabrai as he assisted HCR Manor Care in preparing for HIPAA Security Rule compliance. This report encapsulates the thorough process he follows in his consulting and training engagements. I believe that security professionals and business managers who faithfully apply the principles in this report will certainly practice the principles of due diligence and due care in their efforts to protect the information assets that are so important to the welfare of their organizations.”

Tom Olzak, CISSP

**Director, Technical Operations
HCR Manor Care**

“Be careful -- you might actually learn something! Beyond his engaging style that transforms you from know-nothing into a security warrior, Mr. Pabrai covers a huge amount of practical matters that is often left as 'exercise for the reader'.”

Farhad A. Abar, Ph.D.

**Chief Executive Officer
Monet Technologies**

“The Art of Information Security is a comprehensive outline defining the process for securing business continuity. It transcends compliance, promoting security competence. With the process formulated, resources can be devoted to implementation.”

Paul Batt

**Senior Director
Illinois Hospital Association (IHA)**

Pabrai Testimonials

“This guide exemplifies the unified approach to information security that is necessary to truly protect an organization’s information resources. Technology doesn’t adequately secure unless it is used within a context of process and policy. Ali does a great job in describing what a security program needs, without getting lost in the “how” of implementation.”

John Baldwin, CISSP
Manger of Information Security
Pella Corporation

"An invaluable report that is a must read for CIOs and Information Security Officers (ISOs)."

Vijay K. Gurbani, Ph.D.
Distinguished Member of Technical Staff,
Lucent Technologies, Inc./Bell Laboratories

“*The Art of Information Security* is an extremely well-researched and exhaustive work covering the vast expanse of considerations that affect organizations in the security arena. The overall effort in compiling this piece is commendable.”

Ganesh Natarajan, Chief Executive
Zensar Technologies
Charter Member, TiE and Member of NASSCOM

“Without security planning, information infrastructure is like a king in center during middle game of chess; open to threats from all directions. *The Art of Information Security* empowers with the knowledge to critically analyze weaknesses of an enterprise and provides strategies like Bizshield™ to protect information from possible attacks.”

Jasvinder Kakar, CHP, CHSS
Software Architect

“*The Art of Information Security: The Seven Steps to Enterprise Security*, raises the awareness of Information security issues and helps you develop strategies, procedures and skills to defend against them. Mr. Pabrai provides a methodological and systematic approach to dealing with threats. His approach to the information security changes mind-sets and better equips organizations with tools to prevent and confront the new realities of digital business.”

Sonia Soni, MBA
President
SaiFirst, Inc.

Pabrai Testimonials

"*The Art of Information Security* is an excellent reference for IT and security professionals. It details an essential framework for organizational security. The task of securing an enterprise is never complete. The process and documentation is dynamic in our environment today. The key is ensuring updates that are current with the latest available information (such as resources and tools). This document is a valuable resource for enterprise security."

Ruth Brown

**VP, Information Systems Department
Heartland Information Services**

"*The Art of Information Security: The Seven Steps to Enterprise Security* addresses the basic threat of the information age. This is a profound work on ensuring business security and continuity. The text provides an in depth look into what should be the essential security policy for organizations today. Mr. Pabrai has created a comprehensive manual that is a must-read for security professionals and business executives across all industries."

Prakash Gurbaxani, CEO

TransWorks Information Services

"*The Art of Information Security - Seven Steps to Enterprise Security* presents a customizable framework that organizations can use to secure their digital infrastructure and vital information assets. It is a practical approach and recognizes that security is not a one time thing but an ongoing matter that should be revisited (with revised business objectives) annually. I highly recommend those that are interested in securing electronic information in their business to read and apply this framework."

Kanth Miriyala

**Head Intellectual Property and Key Initiatives
iGate Global Solutions**

"*The Art of Information Security* is a great read because it takes a very complex process, securing the enterprise, and breaks it down into a simple seven step process. I found each step was clearly defined and offered the appropriate amount of detail necessary to better secure the enterprise. Yet the document was flexible because it didn't get into or recommend a specific technology. It is truly a valuable guide."

Tim Kruse

**IT Supervisor of Development
St. Anthony's Health Center**

Pabrai Testimonials

"This work is an excellent structured approach to security compliance for any organization. *The Art of Information Security* has been put together very lucidly and the steps to achieving comprehensive security have been articulated very well. The work references "The Art of War" very appropriately as Information Security is an art as much as it is a science."

Arindam Chatterjee
Technology Manager
Wells Fargo Services

"As always, Ali's approach to security is clear and founded in solid business-driven methodology. His logic is concise with a meaningful emphasis on real world applications such as HIPAA and SOX."

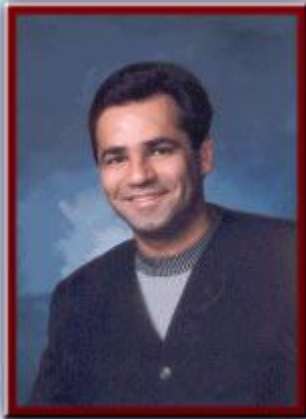
Steve Bergman
Chief Information Officer
Goodwill Industries International

Uday Ali Pabrai

Cyber Security & Compliance Expert



Uday Ali Pabrai, MSEE, CISSP (ISSAP, ISSMP), Security+, is the chief executive of ecfirst, an Inc. 500 business. A highly sought after information security and regulatory compliance expert, he developed a signature security methodology called, *BizShield: The Seven Steps to Enterprise Security*. BizShield today provides the framework for many security and compliance initiatives at client organizations worldwide.



Mr. Pabrai was the creator of the world's most successful Internet skills certification, CIW. Mr. Pabrai also established the industry's first certification program on HIPAA - Certified HIPAA Professional (CHP) and Certified HIPAA Security Specialist (CHSS™). He also launched the Certified Security Compliance Specialist (CSCS™) program.

Mr. Pabrai is the co-creator of the Security Certified Program (SCP) – a program approved by the U.S. Department of Defense Directive 8570.1M and one of the industry's most comprehensive hands-on information security certification programs.

Mr. Pabrai has presented opening keynote and other sessions at several conferences, including ISACA, ISSA, FBI InfraGard, HCFA, HIPAA Summit, Microsoft Tech Forum (HIMSS), NASEBA Healthcare Congress (Middle East), Kingdom Healthcare (Saudi Arabia), Internet World, DCI Expo, Comdex, Net Secure, Nurse Practitioners Conference, National Council for Prescription Drug Programs (NCPDP), HIMSS Midwest Conference, National Council for State Board of Nursing IT Conference, and many others.

He has delivered fast paced, high energy briefings in many cities worldwide including Jeddah, (Saudi Arabia), New Delhi, Bangalore and Mumbai (India), Tsukuba City (Japan), Dubai, Abu Dhabi (UAE), Karachi and Lahore (Pakistan), London (UK), and across the United States.

Mr. Pabrai's clients have included hundreds of hospitals, long term care facilities, Microsoft, Kemin, Ernst&Young, Elkay, Intuit, Pella, Principal Financial, U.S. Naval Surface Warfare Center, U.S. Defense Intelligence Agency, U.S. Department of Veteran Affairs, as well as numerous federal, state and county governments.

Pabrai Testimonials

His career was launched with the U.S. Department of Energy's nuclear research facility, Fermi National Accelerator Laboratory in Chicago. During his career, he has served as Vice Chairman and in several senior Officer Positions with NASDAQ-based firms.

Mr. Pabrai is a proud member of the U.S. FBI InfraGard.

He can be reached at Pabrai@ecfirst.com or at +1.949.260.2030.