GRAPA

Certification & Training Programs

2025

Contents

What is GRAPA?

The **Global Revenue Assurance Professionals Association (GRAPA)**, founded in 2007, is a professional organization dedicated to developing standards and advancing the professional practice of **Revenue Assurance**, **Business Assurance**, **Fraud Management**, and **Cybersecurity** across industries such as **Telecoms**, **ICT**, **Digital Finance**, and **Cloud Services**. GRAPA serves a role similar to organizations like **AICPA** for auditors or **ISACA** for IT and cybersecurity professionals.

Our Mission and Impact

- **Professional Standards and Growth**: GRAPA is committed to setting industry-wide standards and equipping professionals with the skills and knowledge to excel in their roles.

- **Global Reach**:

    o Certified over **2,000 professionals** from hundreds of service providers worldwide.

    o Represents diverse industry categories such as **Cable and Fiber**, **Satellite Communications**, **GSM Networks**, **5G**, and **IoT Ecosystems**.

- **Empowering Individuals and Organizations**: GRAPA certifications equip professionals with actionable knowledge that delivers measurable value to their organizations.

Trusted by Professionals and Organizations

GRAPA certifications are widely recognized for their practicality and effectiveness, with endorsements from executives, managers, and professionals who attest to their transformative impact. By prioritizing excellence in education, global standards, and practical application, GRAPA continues to serve as a trusted authority in innovation, risk management, and operational success.

Levels of Certification

GRAPA offers a flexible certification structure designed to cater to professionals at varying levels of expertise and specialization.

1. Individual Certificates

- **Purpose**: Targeted courses for professionals seeking specialized knowledge in narrow subject areas.

- **Structure**:

    o **Duration**: Each course includes 3 to 5 hours of lecture, testing, and proof of mastery.

    o **Recognition**: Earn one certificate for each successfully completed course.

- **Applicability**: Ideal for targeted skill enhancement without committing to a full certification program.

2. Full Certifications

- **Purpose**: Comprehensive programs for achieving mastery across interconnected areas.

- **Structure**:

    o **Requirement**: Completion of 10 individual certificates in a structured sequence.

    o **Depth**: Covers multiple domains for a holistic understanding of the practice area.

- **Recognition**: Full certifications demonstrate a significant commitment to professional development and mastery in fields such as:

    o **Revenue Assurance**

    o **Business Assurance**

    o **Fraud Management**

    o **Cybersecurity**

    o **Risk and Compliance Management**

GRAPA ensures flexibility by allowing professionals to pursue training and recognition aligned with their career goals.

Methods of Delivery

The GRAPA program provides practical, in-depth knowledge through **modular mini-certification courses**, referred to as **UNITs**. Each UNIT focuses on a specific domain, equipping participants with validated best practices.

UNIT-Based Approach

- **Domain-Specific Focus**: Each UNIT addresses distinct challenges and methodologies.

- **Comprehensive Learning**:

    - **Lectures**: Expert-led sessions to explain core concepts.

    - **Examples**: Real-world scenarios for context.

    - **Case Studies**: Practical problem-solving exercises.

    - **Learning Interactions**: Engaging activities to reinforce understanding.

Flexible Delivery Models

- **Online Recorded Classes**: Delivered via the **Thinkific OnDemand Classroom** for self-paced learning.

- **Supplemental Live Lectures**: Interactive sessions for deeper understanding and real-time engagement.

- **Hybrid Live Support Models**: Combines recorded material with live support for optimal flexibility and effectiveness.

Assurance of Competency

Graduates of each UNIT demonstrate:

- **Comprehensive Knowledge** of the subject.

- **Enhanced Decision-Making** capabilities.

- **Alignment with Organizational Goals**, contributing meaningfully to operational success.

GRAPA's UNIT-based approach ensures measurable outcomes for professionals and organizations through tailored, flexible learning paths.

Certifications Available

GRAPA's certifications cover a wide spectrum of **technologies**, **business models**, **problem domains**, **disciplines**, and **methodologies** to meet the diverse needs of professionals across industries.

Focus Areas

1. **Technologies**:

   o   GSM, Fiber, 5G, IoT, and Satellite Communications.

2. **Business Models**:

   o   Mobile Networks, MVNO, Digital Finance, and Cloud Businesses.

3. **Business Problem Focus**:

   o   Fraud Management, Operational Efficiency, and Revenue Leakage.

4. **Disciplines**:

   o   Revenue Assurance, Risk Management, and Internal Audit.

5. **Methodologies**:

   o   **RA Lifecycle Methodology (FCCC)**: Revenue risk management framework.

   o   **Fraud Mitigation (MOD, MOC, MOI)**: Fraud detection and control strategies.

   o   **Cyber Risk Containment (PNH, LNH, SCC)**: Cybersecurity risk strategies.

6. **Fraud and Risk Categories**:

   o   A2P Fraud, Simbox Fraud, and Cyber Risks.

Certification Pathways

- **Certificate Units**: Focus on specific domains and can be completed individually.

- **Full Certifications**:

   o   Require completion of 10 logically related units.

- o Examples:
  - ▪ **CPRA**: Certified Practitioner in Revenue Assurance.
  - ▪ **CTFA**: Certified Telecoms Fraud Analyst.
  - ▪ **CTBA**: Certified Telecoms Business Assurance Practitioner.

GRAPA provides guidance to help professionals and organizations select certifications aligned with their goals.

Typical Pricing Options

GRAPA provides **transparent and competitive pricing** to ensure accessibility for professionals and organizations.

1. Individual Certificate Courses

- **Pricing**: Approximately **$250 per Unit**.

2. Full Certification Programs

- **Cost per Student**: Approximately **$1,000 for 10 certificates** (equivalent to 40 hours of training).
  - o **Cost Per Hour**: Less than **$25 per hour**.
  - o Includes 1 year to complete the program, with re-registration options available.

3. Quick Cost Estimator

- **For Teams (3-10 people)**:
  - o **Estimated Total Cost**: $3,000–$10,000.
  - o Flexible options for unit-based or full certification training.

4. Customized Corporate Training

- Tailored solutions to meet specific organizational needs.
- Pricing varies based on scope and customization.

GRAPA's certifications, flexible delivery models, and competitive pricing ensure that professionals and organizations have the tools they need to excel in a rapidly evolving industry. For more details, visit GRAPA's official website or contact their team directly.