

November 26, 2010

Board Members
OWASP Foundation
9175 Guilford Road, Suite 300
Columbia, MD 21046

Dear Board Members:

Thank you for this opportunity to assist the OWASP Foundation Board Members define and draft the Long-term Vision for OWASP.

Your **Project Objective** is to define and draft the Long-term OWASP Vision for presentation at the February 2011 OWASP Summit in Portugal.

Project Process

Richard A. “Dick” Tesauro, TMC Founder and President, will provide, lead and facilitate a proven process for defining and drafting the Long-term OWASP Vision. The Jim Collins HBR Article (1996) will be the common frame of reference for developing and defining the OWASP Vision. The OWASP Overview, Code of Ethics and Principles as shown on the wiki are good resources for helping to define the OWASP Vision.

The two components of an effective vision are Core Ideology and Envisioned Future. Each of these components is comprised of two parts. Combined these four “parts” of an effective vision are:

1. Core Values
2. Core Purpose
3. BHAG (Big, Hairy, Audacious Goal)
4. Vivid Description.

Each of these “parts” will be a separate **Phase** of the Project Process. There are four Action Steps within each of the four Phases:

1. Individual brainstorming and submission of responses
2. Consolidation of individual responses
3. Sharing and review of consolidated responses
4. Virtual meeting(s) for evaluation, agreement and definition of the Phase content.

After completion of Phases I to IV, the fifth Phase will include virtual meetings to organize, refine and finalize the Draft Long-term OWASP Vision.

Project Deliverable

The Project Deliverable is a Draft Long-term OWASP Vision for presentation at the February 2011 OWASP Summit in Portugal.

This deliverable is dependent upon the availability, preparation and timely participation of Board Members during the ten week period prior to the February 2011 OWASP Summit.

Professional Service Fees

Professional service fees are based upon the estimated number of days required for your project times the daily rate of \$1,000.00. Based upon the project scope and process content outlined in this letter, the total professional service fees for this OWASP Project are estimated to be \$5,000.00. Should there be any significant change in the project scope and/or process content, we will discuss and agree on the amount of fee adjustment (up or down) before proceeding. Any approved out-of-pocket expenses will be invoiced separately.

There will be two professional service fee invoices for your project. The first invoice for \$2,500.00 is payable upon your acceptance and request to proceed. The second \$2,500.00 invoice is payable at the completion of this project.

I look forward to working with each of you to define and draft the OWASP Vision. Board Member review and critique of the 11-15-10 Discussion Draft helped clarify our mutual understandings for your OWASP Project. Contact me at any time during the project process to discuss any questions, desired clarifications, and/or suggestions.

Best personal regards,

Richard A. Tesauro
Founder and President
Tesauro Management Counselors (TMC)

Accepted by: _____
Jeff Williams, Chair

Date: _____

Copy for: Kate Hartmann, OWASP Operations Director