

The diagrams below are part of a **Proposal** document that is typically provided when a customer is requesting services related work from Block Harbor. The examples below are strictly for the **Vehicle Cybersecurity Labs (VCL) Penetration Assessment** service.

1 Example Assessment Costs (Quote)

MANUFACTURER	SYSTEM / DEVICE	TESTING SERVICE	HOURS	COSTS	
CLIENT NAME	IVI	Application	7	\$\$	
		Bluetooth Low Energy	4	\$\$	
		Hardware	13	\$\$	
		Operating System	15	\$\$	
		Radio Frequency (RF)	10	\$\$	
		Reporting	6	\$\$	
	VHU Total		55		
	CGW	Controller Area Network (CAN)	6	\$\$	
		Hardware	15	\$\$	
		Reporting	4	\$\$	
	CGW Total		25		
	BCM	Controller Area Network (CAN)	6	\$\$	
		Hardware	15	\$\$	
		Reporting	4	\$\$	
	BCM Total		25		
	Testing Total			105	
	Travel (if applicable)	Accommodations		\$\$	
		Flights		\$\$	
		Miscellaneous (ie. meals, tools, equip.)		\$\$	
	Travel Total			\$\$	
				HOURS	COSTS
Grand Total			105	\$\$	

2 Example Estimated Project Timeline (Statement of Work)

#	MILESTONE	RESPONSIBILITY	HOURS	DAYS
1	TEST PLAN DEVELOPMENT		16	2
1.1	Sign Proposal / SOW	Block Harbor / Client	0	0
1.2	Issue PO based on the Proposal / SOW	Client	0	0
1.3	Confirm Receipt of Purchase Order (PO)	Block Harbor	0	0
1.4	Start Development of a Detailed Test Plan	Block Harbor	16	2
2	TEST PLAN SETUP		40	5
2.1	Review Assessment Kick-off Checklist	Block Harbor	16	2
2.2	Setup & Verify Test Environment	Block Harbor / Client	24	3
2.3	Provide Final Detailed Test Plan to client	Block Harbor	0	0
3	ASSESSMENT EXECUTION		91	11
3.1	Assessment Kick-off Meeting	Block Harbor / Client	0	0
3.2	Client IVI	Block Harbor	49	6
3.3	Client CGW	Block Harbor	21	3
3.4	Client BCM	Block Harbor	21	2
4	REPORTING		14	2
4.1	Report Status Update Meeting(s)	Block Harbor / Client	7	1
4.2	Generate Report with Technical Details	Block Harbor	7	1
4.3	Confirm Completion of Final Report	Block Harbor	0	0
5	REPORT DELIVERY		8	1
5.1	Final Report Delivery to client	Block Harbor	0	0
5.2	Send Invoice to client	Block Harbor	0	0
5.3	Submit Change Requests on Final Report	Client	0	0
5.4	Final Report Debrief Meeting	Block Harbor / Client	8	1
5.5	Update Final Report (if applicable)	Block Harbor	0	0
			HOURS	DAYS
Totals			169	22
Total Billed			105	hours