Example SOW
Breakdown and Quote

Development Timeline

The following diagram is part of a proposal document that is typically provided when a client requests services related to Threat Analysis and Risk Assessment (TARA) from Block Harbor. These examples are specifically tailored to the **TARA Service.**

The effort outlined is based on the assumption that all required documents from the Client will be provided.

Example Estimated Project Timeline (Statement of Work)

#	MILESTONE / TASKS	RESPONSIBILITY	HOURS	DAYS
1	**DEVELOPMENT**		**HOURS**	**DAYS**
1.1	Project SOW released to Supplier	Client	0	0
1.2	SOW Q&A with Supplier	Block Harbor / Client	80	10
1.3	Supplier Proposal Response	Client	120	15
1.4	Technical review	Client	40	5
1.5	Supplier nomination	Client	120	15
1.6	Sign Proposal	Block Harbor / Client	0	0
1.7	Issue Purchase Order (PO) based on the Proposal SoW	Client	0	0
1.8	Confirm Receipt of PO	Block Harbor	0	0
1.9	Project kickoff after PO released.	Block Harbor / Client	80	10
2	**KICK OFF & SETUP**		**3**	**3**
2.1	Engagement Kick-Off Meeting	Block Harbor / Client	1	1
2.2	Request Documentation from Client	Block Harbor	1	1
2.3	Setup Environment (Tools, Document Sharing etc.)	Block Harbor / Client	1	1
3	**THREAT ANALYSIS AND RISK ASSESSMENT (TARA)**		**219**	**26**
3.1	Kickoff Meeting (if needed)	Block Harbor	1	1
3.2	Report Status Update Meeting(s) **Ongoing (weekly to bi-weekly)**	Block Harbor	7	1
3.3	Tool Setup	Block Harbor / Client	1	1

3.4	SME/Product Owner Meetings	Block Harbor / Client	32	4
3.5	WP[1]-09-01 Item Definition	Block Harbor / Client	40	5
3.6	WP-15-01 Damage Scenarios	Block Harbor	8	1
3.7	WP-15-02 Asset Properties	Block Harbor	24	3
3.18	WP-15-03 Threat Scenarios	Block Harbor	8	1
3.19	WP-15-04 Impact Rating	Block Harbor	16	2
3.10	WP-15-05 Attack Paths [2]	Block Harbor	8	1
3.11	WP-15-06 Feasibility Ratings	Block Harbor	8	1
3.12	WP-15-07 Risk Value	Block Harbor	8	1
3.13	WP-15-08 Risk Treatments	Block Harbor	8	1
3.14	Document Cybersecurity Additional Requirements (if applicable)	Block Harbor	32	4
3.15	Document Cybersecurity Recommendations	Block Harbor	16	2
3.16	Review TARA with Client	Block Harbor / Client	1	1
3.17	Confirm Completion of TARA (WP-09-02)	Block Harbor	1	1
4	**CYBERSECURITY CONCEPT**		**66**	**11**
4.1	Kickoff Meeting (if needed)	Block Harbor	1	1
4.2	Report Status Update Meeting(s) **Ongoing (weekly to bi-weekly)**	Block Harbor	7	1
4.3	WP-09-03 Cybersecurity Goals	Block Harbor	32	4
4.4	WP-09-04 Cybersecurity Claims	Block Harbor	24	3
4.5	Review Cybersecurity Concept with Client	Block Harbor	1	1
4.6	Confirm Completion of Concept (WP-09-06)	Block Harbor	1	1

---

[1] WP in this table is referring to the ISO/SAE 21434 Work Products
[2] Attack path analysis duration depends on the clients request on depth and methodology (e.g. attack tree methodology vs. analysis on the high level threat)

5	**TARA REVIEW**		**44**	**8**
5.1	Kickoff Meeting (if needed)	Block Harbor	1	1
5.2	Report Status Update Meeting(s) **Ongoing (weekly to bi-weekly)**	Block Harbor	2	1
5.3	Reviewing TARA	Block Harbor / Client	30	3
5.4	TARA Review Findings Report	Block Harbor	8	1
5.5	Final Report Debrief Meeting	Block Harbor / Client	2	1
5.6	Update Final Report (if applicable)	Block Harbor	1	1
6	**PROJECT CLOSEOUT**		**4**	**3**
6.1	Final Report Debrief Meeting	Block Harbor / Client	2	1
6.2	Update Final Report (if applicable)	Block Harbor	1	1
6.3	Final Closeout Meeting	Block Harbor	1	1
			HOURS	**DAYS**
	Estimated Effort	Totals		
		Total Billed		

Grey not included in billable hours. These hours will be included as part of Project Management.

Example Cost Breakdown (Quote)

Block Harbor Cybersecurity will provide the services of this engagement on a fixed-cost basis, created using the scope defined. Invoicing will be sent based on the invoicing schedule stated below with net-30 terms. Deliverables will match the deliverable timeline above (See Development Timeline).

If additional support is required beyond the scope of this engagement, Block Harbor can provide a consultant billed on a time-and-materials basis for **$$/hour**.

SERVICE / DELIVERABLE	HOURS	COSTS
Project Management (Status Meetings etc.)		Included
Threat Analysis and Risk Assessment		$$
Cybersecurity Concept		$$
Grand Total		$$

INVOICE SCHEDULE	AMOUNT
Engagement Kickoff	$$
Completion of Threat Analysis and Risk Assessment	$$
Completion of Cybersecurity Concept	$$
TOTAL	$$

BH employs specialized toolsets to ensure the effectiveness and efficiency of its cybersecurity assessments across different Work Packages.

TOOLS AND LICENSES	AMOUNT
TARA Tool being used	$$
TOTAL	$$