HB>Gary

GENERAL DYNAMICS
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Proposal for Task Z

Tuesday, June 2nd, 2009

Version 1.2

Prepared by: Greg Hoglund and Keith S. Cosick

CONFIDENTIAL INFORMATION

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HBGary empowers customers to counter emerging cyber-threats and the human and organizational factors behind the threat. HBGary provides this proposal to General Dynamics, for 'Project X', which is described below.

1 Solution Summary

General Dynamics has selected HBGary Inc to provide this proposal for development of a software tool, which provides the user a command line interface, that will enable single file, or full directory exfiltration over TCP/IP. General Dynamics has requested multiple protocols to be scoped as viable options, and this quote contains options for VoIP (Skype) protocol, BitTorrent protocol, video over HTTP (port 80), and HTTPS (port 443). HBGary will research and analyze the best solution given the client's choice of protocol(s). As outlined in the Bill of Materials on page 4 of this document, cost per protocol is provided separately, and one or more of the options can be chosen by General Dynamics. HBGary will develop this user mode application with listen capabilities, trace cleanup, and ensure network sniffer testing doesn't trigger any alerts. The application will be provided for user testing, and validation at the close of the development cycle which will be scheduled jointly between HBGary, and General Dynamics.

Primary Objectives:

- Development of a user mode application that will enable file or directory exfiltration over TCP/IP utilizing one or more protocols to be selected by General Dynamics

- Application has listen (server) side, auto resume capabilities and file/read/exfil loop inclusion

- As part of final validation, HBGary will ensure SNORT/Wireshark testing returns no alerts

2 Implementation Plan

Primary Contact: Ben Wilson
Phone: (650) 966-2438
Cell:
Email: ben.wilson@gd-ais.com

Secondary Contact: Name
Phone:
Cell:
Email:

2.1 Analysis Documentation

- As part of the development of the project, HBGary will provide an architecture diagram explaining the process paths, including any architectural dependencies for the finalized solution including all technical specifications.

- In the event that HBGary identifies through its development, an issue which presents a failure point, HBGary would initiate a conference call with the client to readdress architecture issue, and initiate any needed alternative planning.

- HBGary will provide the client a project schedule with dependencies and milestones listed.

2.2 Intellectual Property rights

- The proposed software is offered to the customer with a license for unlimited and unrestricted rights to use. Customer has rights to modify the source code without restrictions. HBGary retains all software ownership and data rights.

2.3 Project Management

HBGary will provide project coordination services during the course of the project, including the following:

- Development & management of a project plan and schedule for completion of the implementation
  - o Development of the Project Implementation Timeline
  - o Development of the Project Milestone Checklist
  - o Development of the Professional Services Summary
  - o Development & communication of the Testing Plan and results
- Identification and management client communication requirements
  - o Internal status on tasks, risks, schedule impacts
  - o Weekly client updates, including preparation of material & agenda, and closure minutes
  - o Follow-up on action items, and resolve client & project issues
- Management of Performance to schedule
  - o Ongoing management of project delivery milestones with both client and HBGary resources to ensure all facets of the project scope is complete
  - o Scope changes communicated and processed with appropriate change orders

3 Client Responsibilities

General Dynamics is responsible for the following:

- Client will designate a primary contact for all project status updates, issues, and change order requests. All change order requests must be made through this contact to be considered official and valid.
- Client will coordinate with HBGary to verify the development schedule.
- Client will provide workspace and network (both internal private and public switched telephone network) connectivity for HBGary as needed to complete any onsite work for the client.
- Client will make available an employee when needed to assist HBGary and provide physical and/or remote access to Client facilities.
- Client will coordinate installation schedules with HBGary.
- If HBGary' staff is delayed in the performance of their work by client's failure to provide any of these items, the delay time will be billable at the same rate as the work scheduled to be performed.

4 Bill of Services

HARDWARE: N/A

PROFESSIONAL SERVICES ESTIMATE

Note: Rates are based on previously negotiated figures

P R O P O S A L

Prepared for:	**Ben Wilson at General Dynamics**
Prepared by:	**Greg Hoglund & Keith Cosick**
Date:	**6/2/2009**
Project:	**Task Z**

Hours	Professional Services Estimate	Resource Type	Total
160	Option 1: Analysis, and prototyping of exfil capability utilizing **VoIP (Skype)** protocol.	Sr. Developer	$44,702
160	Option 2: Analysis, and prototyping of exfil capability utilizing **BitTorrent** protocol.	Sr. Developer	$44,702
80	Option 3: Analysis, and prototyping of exfil capability utilizing **Video over HTTP (port 80)** protocol.	Sr. Developer	$22,351
80	Option 4: Analysis, and prototyping of exfil capability utilizing **HTTPS (port 443)** protocol.	Sr. Developer	$22,351
160	Required Usermode application development utilizing chosen protocol(s) including auto-resume capabilities and trace cleanup post transfer	Sr. Developer	$44,702
96	Required Testing and validation including bug fixes and product remediation. Assurance of no alerts through SNORT testing.	Sr. Developer	$26,821
32	Required Project management and coordination services during the course of the project, including: Development of the Project Implementation Plan, development of the Project Implementation Timeline, development of the Project Milestone Checklist, development of the Professional Services Summary, facilitation of the Application Design	Project Manager	$7,220
	SUBTOTAL - Required Development		$78,744
	SUBTOTAL - Optional Protocal Choices		$134,107
	Grand Total		**$212,851**

Quote valid for 30 days.

Billing Rates, Travel Expenses

Contract Bill Rates and Travel Expenses:

The following are the Hourly Bill Rates for HBGary personnel and/or subcontractors:

HBGary Job Classification	Standard Hourly Bill Rate	Emergency OR Overtime Hourly Bill Rate	Emergency AND Overtime, or HBGary Holiday Hourly Bill Rate
Subject Matter Expert	$330.58	N/A	N/A
Senior Developer	$279.39	N/A	N/A
Developer	$193.42	N/A	N/A
Project Manager	$244.47	N/A	N/A

- Travel Expenses will be billed at actual cost to General Dynamics. Time in Transit will be billed at $150.00 per round trip within a 50 mile radius of HBGary facility or $150/hr for each engineer outside the 50 mile radius.