

# Barter In Trade Supporters

## Background

- In support of its mission OWASP Has allowed certain organizations to achieve Supporter status without paying the typical required annual fee of \$5000
- To date these deals have been ad hoc and there is not a central location for transparent access to information about these relationships
- This document is a DRAFT proposal for how to handle these relationships going forward as well as how to handle the relationships that currently exist...

## Barter Supporter Publicity

- Barter Supporters are presented on the main Membership page (<https://www.owasp.org/index.php/Membership>) alongside Organization Supporters
- We create a new wiki page (<https://www.owasp.org/index.php/BarterMembership>) that will list the Barter Supporters and associated info. This will look something like:

Organization	Member Since	Current Term Expires	Consideration to OWASP	OWASP Requirements
XYZ Security Media	2010	May 1st, 2012	1: Booths at 2011 XYZ Media Conferences in San Francisco, New York and Paris 2: Full-page OWASP advertisement in XYZ Media conference programs  Valued at: \$7500	1: OWASP provides ¼ page ads in the quarterly OWASP Newsletter  Valued at: \$2500  <a href="#">View Contract Here</a>

Acme Office Supplies	2009	September 15th, 2012	1: 10,000 staples 2: 14 reams of paper  Valued at: \$5000	
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## Guidance

- Membership is a significant source of OWASP revenue, so Barter Supporters must be carefully considered and only accepted if the relationship with the Barter Supporter will both support (or not negatively impact) OWASP's mission and if the consideration being offered justifies a \$5000 opportunity cost.
- Review considerations: Would OWASP use \$5000 or more of cash on hand to pay for the consideration being offered?
  - If an office supply vendor offers to give OWASP \$1M worth of paperclips they are probably not a great candidate to be a Barter Supporter because OWASP does not need \$1M worth of paperclips and OWASP would not pay \$5000 for \$1M worth of paperclips.

## Process

1. A possible candidate to be a Barter Supporter either approaches OWASP or is identified by an OWASP Committee or Board Member. Organizations that approach OWASP should be assigned to a Committee or Board Member and this Committee or Board Member is responsible for being the main point of contact for OWASP ("Main Contact") as the Barter Supporter is brought through the process.
2. The Main Contact works with the proposed Barter Supporter to gather required information: what is the supporter going to contribute, what (if anything) is OWASP required to contribute, what are the agreed-upon values of the contributions, what will the term of the membership be (typically one year), and what (if any) contract will be required. This will be compiled into a proposal.
3. Once the information has been collected and the proposal created, it is passed to the Membership Committee for review.
4. If approved by a majority vote of the Membership Committee then the proposal is passed to the Board for review.

5. If approved by a majority vote of the Board then the organization can be considered a Barter Supporter per the terms of the proposal.

## Historical Clean-Up

- There are a number of organizations that are currently treated as Barter Supporters - they need to have the terms of their support compiled into the wiki page mentioned above along with “end dates” so that their Supporter status is subject to review and renewal at an appropriate time.
- A Board or Committee Member should be assigned to each Barter Supporter to help craft the historical record of the relationship. There is no need for approval because these deals have essentially already been de-facto approved. However we do need to compile a historical record.
- This should be done before any new Barter Supporters are accepted.