

OpenID Foundation Board of Directors

Meeting Minutes

Date: 4/15/2024

Attendees

- Nat Sakimura (Chair)
- Dima Postnikov (Vice-Chair)
- Marie Jordan (Secretary)
- Nancy Cam-Winget (Treasurer)
- George Fletcher
- Mike Jones
- Elcio Pedro Calefi Junior
- John Bradley
- Atul Tulshibagwale
- Dirk Balfanz
- Kosuke Koiwai
- Ian Glazer
- Mark Verstege
- Wes Dunnington
- Karl McGuinness
- Osamu Oshima
- Takao Kojima
- Adam Sommer
- Mark Andrus
- Tim Capelli
- Pam Dingle
- Megan Monroe

Staff:

- Gail Hodges
- Mike Leszcz
- Joseph Heenan
- Elizabeth Garber
- Tom Smedinghoff

Nat called the meeting to order at 4:13pm PT.

Agenda

- Resolution – Shared Signals White Paper
- Budget Update
- Resolutions on Staffing to Support Growth

- Operations Director
 - Membership Director
- Resolution ConnectID Pilot Extension + Pricing
- Resolution Certification Pricing
- Resolution to Form SIDI Hub Subgroup
- Board Approved Initiatives
 - Strategic Relationships: Ecosystems + Governments
 - W3C + OIDF
 - Process Doc/IPR Review
- Open discussion and feedback
- Adjournment

Summary of Key Points

Welcome to Adam Sommer and Mark Andrus from Mastercard to the Board and to Elizabeth Garber as the new Marketing Director for OIDF

Shared Signals White Paper

- Board has already agreed to fund paper in 2024 (\$12K + editorial fee) with lead editor (Sean O'Dell (SS WG Cochair, Disney)
- EC and Strategic Taskforce have heard from Sean and provided feedback and subgroup has been created to provide support.
- The beginning of the process has started (the new whitepaper process from last year) and it is on track from a procedural perspective, focusing on the value add for the membership (mentioned by Elizabeth). Next steps are to conduct interviews with stakeholders. Atul mentioned that end-users across the globe will be considered, and Sean has very solid content. Nancy stated that this a needed paper for SS to address privacy, security concerns, etc. to the community and to the users. Carl mentioned that the story is not being told well for SaaS organizations (business case). The use-cases need to be fleshed out to be on the ecosystem's roadmap. Gail mentioned that this is the case for the federal governments as well.
- Elcio mentioned that the direct payment with PIX in Brazil can also provide feedback.
- Nat opened a resolution to move forward with the format of the white paper. The Board agreed to move forward with the Shared Signals whitepaper proposal with Sean O'dell as Lead Editor. The Board affirms the formation of the Shared Signals Whitepaper Subgroup. The Shared Signals Whitepaper Subgroup will report back to the Board as per the whitepaper due process Motion to approved by Marie. Seconded by Nancy. No objections or abstentions.

Budget Summary (Mike L.)

- Renewals have no concerns to date, nor new memberships. Certifications are well above the projections and should balance out over the course of the year. Total income is up over 137.01%. The Expenses are below projection, although there has been a significant amount of legal work during this quarter with the IPR policy and New Antitrust Policy. The net income is also below budget.
- The cash balance available for investment is based upon the Jan – Nov 2023 actuals and Dec 2023 projected. The amount was over \$226K. Things are progressing positively with the projected amount for end of 2024 to be +\$490K to be considered for investment.

- There are three months of the marketing director position that are still available since Elizabeth has just been hired. Those remaining funds are available for reallocation.
- Ongoing budget analysis for investment is month to month.
- There are three task force asks: Ensure quality of OI DF work; Grow OI DF capacity; Enrich Membership Value
 - There have been many new demands for OI DF (Gov't requests for support, SIDI Hub, G7 and G20 include Digital Identity in DPI Scope, UNHCRF ask to support Workshop and UNDP ask to support workshop at ID4Africa)
- Gail mentioned that we want to improve liaisons and progress reports, support strategic relationships, polls to ask for ecosystem needs. We also want to consider more "chapter" in different countries or regions. We want to ensure efficiency of certification program. We need specification bundling strategy to support ecosystems + global interoperability. We need to support WGs/CGs in lifecycle of specification development. We need to evaluate transition of some roles to employees. We need to focus on member retention, sales, and onboarding.
- The EC and Task Force discussed the \$26K to fund the additional hours for the additional time for the Operations Director. In hiring for the Marketing Director there is a lot to consider about membership, which could create a 50%-time commitment.
- The ask for the Board is to pilot a Membership Director as a new role and to reallocate the \$26K not utilized in Q1 for Operations Director. (Mike L. left room).
- Mike J. mentioned that there is plenty of work to do and there is value here.
- Atul mentioned government grants as potential funding. Nancy stated that the overhead of managing grants can be very rigorous. John stated that we need to be careful. Nancy stated that we need to be aware that we are non-profit and open.
- Ian stated that we may need to have someone look at a government affairs and/or policy may be a useful addition to the staff. Nancy stated this is broader than what we are proposing but we may need to grow and scale to that level.
- Pam asked that this focus is on implementation support. The resolution is to increase the Operations Director salary and if the OD is supporting certification.
- Carl asked which role is necessary for driving levels around performance testing. Gail stated that it may not be within a specific role. Dima mentioned that we have 2 products: membership and certification tools and we need someone responsible for each role. Carl stated that we may need a higher priority for a product role. Joseph stated that there are limits to what we can do about talking with governments about other topics than certification. The team needs to reflect on what we need to do to engage members and provide support. Certification has now outpaced revenue than membership. Mark mentioned that performance testing can be bundled with other non-profit organizations. Pam would like to see a metric on how many individuals are running the business to track the work of each is doing to see if we are staffed enough.
- Nat proposed a resolution for the reallocation of funds for the remainder of 2024. Mike J. made a motion to approve. Dima seconded the motion. No dissents or abstains. The resolution was approved.
- Gail mentioned that for membership, questions were raised about the thought leaders who are not members that we should be approaching. Dima mentioned that we should be conscious and come up with a strategy with the new Membership Director about the goals is reporting to the task force on the success of the KPIs. Tim mentioned that he'd be interested in seeing how many members are members just to "vote". Pam stated that we should ask this new role to present to the Board to help guide them on the strategy. Mike L. stated that the strong candidate clearly knows how to sell the product but not sure if he knows how to sell the organization.

- Nat proposed a resolution to approve the position of a Membership (Sales) Director through the end of January 2025, with a 2024 investment of \$78K in 2024 (\$104K annual). A Board vote will be required to continue this role in February 2025. George made a motion to approve with Wes seconding the motion. No dissensions or abstentions. The resolution was approved.

Recommendation to Extend ConnectID Pilot/Prices (Gail)

- Since the pilot kicked off last year, they have launched 20 FAPI 2.0 RP certs & 6 FAPI 2.0 OP certifications. Gail stated that since they are working on bundling specs in line with plans under our strategic relationship/directed funding agreement but no bundled specs yet due to ConnectID 6-month delay.
- The recommendation is to extend the pilot with the clarity on the pricing (for members and non-members).
- Dima stated that we are trying to build the model with ConnectID in a non-regulated environment and encourage multiple specifications. Each participant in the ecosystem might need multiple certifications so a bundled pricing makes sense. Proper bundling and pricing will encourage the usage of other specs.
- Gail mentioned that ConnectID can create a great play book for future entities. This is around 30 entities, and a full year will give us some good data.
- The pricing should include FAPI Security Profile and FAPI Message Signing together provided they are submitted together. If not, each fee would apply.
- Nat made a resolution to extend the ConnectID FAPI pilot until June 30, 2025. The Board also affirms standard pricing for each of the FAPI 2.0 family specifications. The Board will revisit pricing for other specifications at the June Board meeting. Mike J. made a motion approve. John seconded the motion. There were no dissensions nor abstentions.

SIDI Hub Update (Gail)

- The SIDI Hub strategy has been discussed, along with draft objectives. A subgroup has been formed. There will be a cooperative agreement between the 17 non-profit organizations underway.
- The headlines from the summit were discussed in the larger meeting. Two of the five meetings have been scheduled will be supported by governments (Japan and Germany). The G20 event has not been solidified.
- The charters for the workstreams are being written and are in various stages. There are 14 co-chairs for the workstreams with some seats still available. These are non-profit organizations.
- The non-profit organizations will sign a cooperative agreement.
- The draft KPIs for ODF's participation is to provide thought leadership, ODF WG and CG benefits, create new strategic relationships and optimize ODF investment. This is the starting point and will be revisited.
- Nick Thorne, who has been a career diplomat with 15 years of experience and will be supporting ODF for 3 months, to revisit in the June Board meeting. He can bring expertise at government levels that ODF does not have, as well as UN and other multi-laterals. He has been hired for \$10K and this was approved by the EC.
- Wes stated that there is potential for SIDI-Hub effort but would like to reassess this as it develops, as it could go in many different directions. Mike J. stated that the EC discussion noted that ODF is resource limited. This could become a force multiplier that government entities that have never heard of ODF may move in our direction.

- Gail stated that the EC and/or Sub-group could review the cooperative agreement because of the EU grant, which is time sensitive. There are 5 organizations committed. They could take receipt of the EU funds. Other co-organizations will follow.
- Dima mentioned that he is concerned about the organizational exposure by doing this quickly. Gail mentioned that legal counsel is involved and will provide feedback to the EC before they vote to approve. The sub-group will also review it before the legal review.
- Nat made a resolution for the Board to agree to form the sub-group to be comprised of board members with the participation of the staff. Throughout the year the sub-group will seek guidance from the EC/Task Force and report back to the Board during 2024 meetings. The sub-group may bring a Cooperative Agreement to the EC for approval on behalf of the Board. Kasuki made a motion to approve. John seconded the motion. No dissensions or abstentions. The resolution is approved.

Nat ended the meeting at 6:15 PT.