ORIGAMI RISK

Risk Management Information System
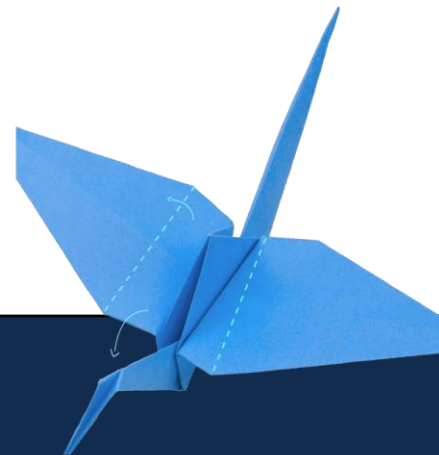
Investment Proposal

Prepared For: City of Mesquite

Prepared By: Origami Risk LLC

222 North LaSalle Street, Suite 2100 | Chicago, IL 60601

March 21, 2025

Executive Summary

Origami Risk (Origami) welcomes the opportunity to present a proposal for the implementation and support of our industry-leading integrated Risk Management (RMIS), configured to your unique needs.

Origami Risk (Origami) is a leading provider of integrated software-as-a-service (SaaS) solutions for the risk and insurance industry. We offer an integrated platform of products including RMIS; Environmental, Health, and Safety; Governance, Risk, and Compliance; Claims Administration; Workers' Compensation Compliance; Policy Administration; Data Tools and Services; and Analytics (Dashboards and Reports). Our platform allows our clients to effortlessly integrate workflows, aggregate their data across disciplines, easily analyze it, and automatically act on insights within one system—generating tremendous efficiencies.

Founded in 2009, Origami was established to focus on innovation at a time when the pace of advancement within the risk and insurance software industry had slowed dramatically. We developed our product to offer a more robust solution than our competitors and we continue to evolve the product to meet our clients' ever-changing business needs. In the time since our founding, we have expanded our platform to serve every segment of the insurance value chain.

Origami Risk—different by design	
Year Founded	2009
Headquarters	222 N LaSalle St Ste 2100 Chicago, IL 60601
Ownership	Privately Held
Company Structure	Limited Liability Company
Divisions	Risk Solutions Core Solutions
No. of Employees	~800
No. of Clients	1,000+

Today, Origami is differentiated by:

- A single, cloud-based platform that is secure, fast, and highly available to users via web browser and mobile app.

- Configurability that eliminates the need for custom development and plug-ins.

- Easy-to-use analytics and digital-engagement tools including portal, dashboards, and reports that deliver varying, role-based levels of access.

- The highest Net Promoter Score for Risk Management Information System providers, year over year, in independent, third-party surveys.

Origami has over 800 employees with primary offices in Chicago (HQ), Atlanta, Denver, Dallas, Philadelphia, Salt Lake City, the San Francisco Bay Area, the New York City area, and London along with colleagues in 41 states—supporting our clients as well as our product and company growth.

Our primary focus on our clients' business objectives and outcomes underlies our approach to implementing and supporting our software—an approach that is different by design. We realize we are not able to succeed without clients who are highly satisfied and able to achieve their business objectives using Origami. Therefore, we view the support we provide to our clients as a key factor of our success.
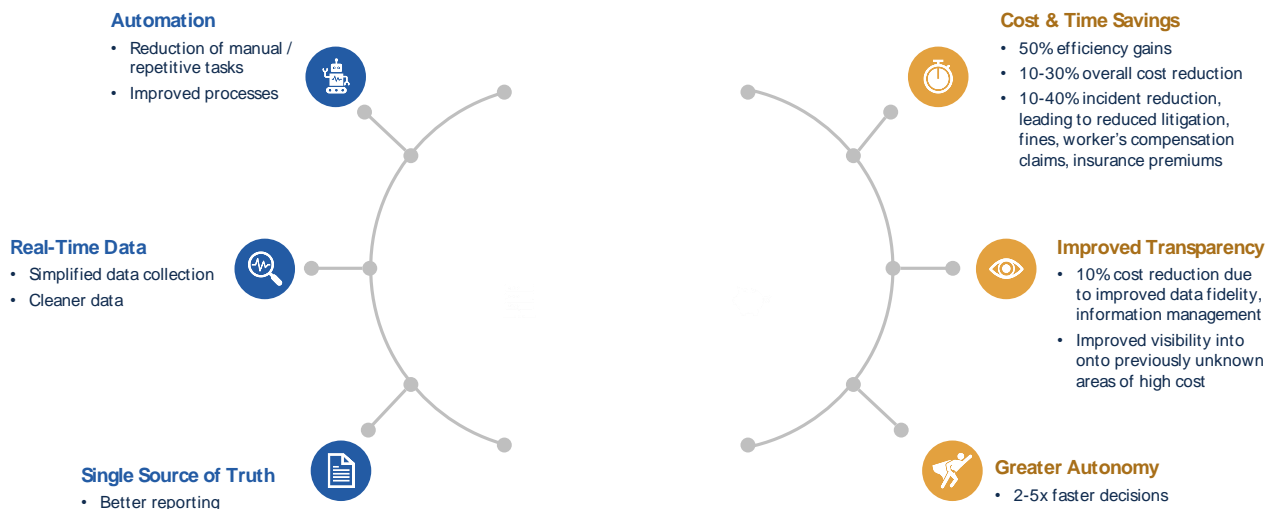
Not only is Origami leading the way in innovation and our commitment to delivering robust solutions that solve our clients' complex business needs, but we are also financially sound. As a privately held company, majority owned by our management, we answer only to our clients. We are growing rapidly, are profitable, and have no debt.

Our Value Proposition

The implementation of Origami Risk RMIS software aims to provide insight, efficiency and automation to better manage your risk. This information below outlines the benefits and anticipated Return on Investment (ROI) of this initiative, based on similar business and desired business outcomes.

Business Impact

Automation
- Reduction of manual / repetitive tasks
- Improved processes

Real-Time Data
- Simplified data collection
- Cleaner data

Single Source of Truth
- Better reporting

Cost & Time Savings
- 50% efficiency gains
- 10-30% overall cost reduction
- 10-40% incident reduction, leading to reduced litigation, fines, worker's compensation claims, insurance premiums

Improved Transparency
- 10% cost reduction due to improved data fidelity, information management
- Improved visibility into onto previously unknown areas of high cost

Greater Autonomy
- 2-5x faster decisions

Non-Financial Benefits

- Process efficiencies, data consistency and accuracy, improved reporting and analytics, scalability, data-driven decision making.

- Employee retention/turnover: easier hiring with new technology in place, knowledge transfer, training/certification programs.

- Continuous technology updates and innovation with quarterly product upgrades

- One contract, elimination of legacy IT debt.

- Increased data security, backups, web access, meet compliance requirements.

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Why Invest?

As the risk landscape continues to become **more complex**, a system that provides **insight, efficiency, and automation** is the key to success

Origami can help solve:

- Data issues
- Process inefficiencies
- Limited effectiveness of current systems

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Data Issues

- Inconsistent & inaccurate data
- No single source of truth
- Siloed, non-timely data
- Lack of actionable data / analytics

Inefficient Processes

- Time drains with no automation
- Difficulty aggregating data & burden of maintaining systems
- Managing paper documents, difficulty aggregating data

Limited Effectiveness

- No actionable insights
- Communication items "fall through the cracks"
- Difficulty improving and adding new functionality
- Process is driven by upgrading and versioning changes of tools

Why Invest Now?

The risk landscape is constantly changing. Choosing to adapt to technology, competitive, and economic changes pays dividends the earlier you start

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Adapt to Complex Risk Landscape

It's more important than ever to keep up with macroeconomic trends: supply chain disruptions, climate change, political instability, inflation

Advanced Solution Technology

Landscape of risk, compliance, and safety solutions is growing, making the choice to invest more economical than ever

Strengthen Competitive Advantage

Investing in new technology across risk, safety, and compliance enables you to advance your competitive edge and not fall behind

Why Origami?

Origami is an award-winning, market leading solution known for extremely high client and colleague satisfaction

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Market Leading Solution

Origami Risk has been working in risk and safety for 10+ years. The only vendor with a single solution for **EHS**, **RMIS**, and **GRC**.

Comprehensive Tooling & Configurability

Comprehensive tooling and configurability on unified platform to quickly get you up to speed.

True Partner

Our team is made up of an award-winning team of industry experts that designs client-centric solutions across all industries.

Product Investment

At least 15% of our profits go into R&D investment. Single codebase with quarterly updates, 1000+ enhancements per year, and no legacy code.

Leading NPS & Retention

Only 2 clients have left us for a competitor, while we've won 180+ deals from direct competitors and 880+ from other systems or spreadsheets. Our client retention rate is 98%.

Stand Out Culture

Voted best workplace with high Glassdoor reviews multiple years in a row: top talent is working with your team.

Conclusion

Origami is eager to earn your business and work with you to elevate your current risk management practices by implementing a comprehensive solution. Origami will help you realize new efficiencies and automations bringing your risk management program to the next level. Our commitment to helping you achieve and exceed your risk management goals, coupled with our industry acumen, makes a partnership with Origami a certain path to success.

The implementation of Origami Risk software presents a significant opportunity to improve the identification, assessment, and management of risk for you. By investing in this initiative, your organization can position itself for sustainable growth and competitive advantage in the marketplace.

Pricing Proposal for City of Mesquite (TX)

Based on our current understanding of your business needs, we have drafted the below pricing indication. Origami Risk is a highly configurable solution, which allows us to price based on your exact use of the system. Further refinement and scoping conversations may be required.

	Year 1	Year 2	Year 3	Comments
Licensing	$28,175	$28,175	$28,175	• RMIS - Functionality Selected • Full Users - 3 Users • Light Users - 2 Users • Enterprise-Wide Record Entry - Up to 1000 records added per year
Hosting	$8,625	$8,625	$8,625	• Hosting, Network & Storage - Up to 1 GBs of Database Size • Includes 50 GBs of Searchable file storage
Data Processing	$11,500	$11,500	$11,500	• Monthly Claim Snapshot from TML • HR Employee Demographic Import
Client Support	$15,000	$15,000	$15,000	• Tier 2 Support (roughly 5 hours per month)
Annual Investment	$63,300	$63,300	$63,300	
Implementation	$76,500.00	$0	$0	• Project Management, SSO, User and Security Setup • Portal Setup • Incident and Claim Form Configuration • Location Hierarchy Configuration • Private Branding • Workflow: up to 20 hours • Dashboard: up to 24 hours • Report: up to 24 hours • Go-Live Support • Training: up to 16 hours • State Forms (DWC001)
Total	$139,800.00	$63,300	$63,300	***Pricing valid through 9/30/2025**
Discount	($20,000)			**15% Discount on Year 1 Services**
Discounted Total	$119,800	$63,300	$63,300	***Pricing valid through 9/30/2025**

*The pricing provided is predicated upon our standard commercial terms, including:

- Payment for Year 1 will be fully invoiced upon execution of the contract. Payments for Years 2 and 3 will be invoiced on the anniversary of the contract execution.

- Net 30-day payment terms

- Origami will negotiate any changes to the commercial terms in good faith, but the pricing may need to be adjusted to accommodate any changes

- Origami's Implementation kick-off happens 3 to 6 weeks after contract signing. Please note, other activities are occurring during this time.