

Public Notice of Proposed Award of Sole Source Procurement

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| Section A – Description of Proposed Sole Source Procurement | |
| <p>Description of Supplies/Services: Origami Risk is a unified, cloud-based platform featuring integrated risk, insurance, safety, and compliance SaaS solutions.</p> <p>Demonstration of Contractor’s Unique Qualifications: Origami Risk software-as-a-service is a proprietary product of Origami Risk LLC.</p> | |
| Section B – To Be Completed by the Department of Purchasing and Contracting | |
| <u>Market Survey Results</u> | |
| Date Public Notice posted on website: October 18, 2021 | |
| Date Public Notice closed: October 22, 2021 | |
| <u>Review of Offers</u> | |
| Were any offers received (Yes/No): No | |
| Number of offers received: N/A | |
| Responders: N/A | |
| Purchasing Agent review and recommendation: | |
| <p>This request is to establish a new contract, with Origami Risk LLC, for the continuous servicing of the Risk Management Information System (RMIS) used by the County in providing web-based reporting, tracking, and adjustment of all Property & Casualty and Workers Compensation claims.</p> <p>The initial sole source contract, which was approved in 2018, terminates on December 31, 2021, and a system change at this time would be costly and would adversely impact the County’s ability to close claims in a reasonable time frame.</p> <p>This Software-As-A-Service is proprietary, and the supplier is the only source that can provide the necessary service and support. The County’ spend to date with the vendor is \$340,365.00.</p> <p>I recommend approval of this sole source provider.</p> | |
| <p><i>Omolola Awonusi</i></p> <hr style="width: 100%;"/> <p style="text-align: center;">Agent Signature</p> | <p style="text-align: center;">Nov 16, 2021</p> <hr style="width: 100%;"/> <p style="text-align: center;">Date</p> |
| <p><i>Delois Robinson</i></p> <hr style="width: 100%;"/> <p style="text-align: center;">Procurement Manager Signature</p> | <p style="text-align: center;">Nov 16, 2021</p> <hr style="width: 100%;"/> <p style="text-align: center;">Date</p> |



Department of Purchasing and Contracting NON-COMPETITIVE PROCUREMENT REQUEST FORM

Requesting Department: Finance

Department Contact Person: Larry Jacobs

Telephone: 404 371-2050

Email: lcjacobs@dekalbcountyga.gov

Requisition Number: _____

Suggested Supplier: _____

Estimated Amount of Purchase: \$ 476,700.00

Detailed Description of the Goods or Services to be purchased: SaaS for claims management.

P&C and WC Claims software.

Emergency (For Emergency Requests, Please check this box and answer **all** questions below.)

1. Date and Time of Emergency Occurrence: _____

2. Please state the nature of the emergency posing a risk to public health, welfare, safety or resources:

3. State how the Estimated Amount was determined to be Fair and Reasonable (attach supporting documentation):

The estimated amount is similar to current costs for this service.

Sole Source (Please check box and answer all of the following completely.)

1. Provide an explanation why the product, service or supplier requested is the only method that can satisfy the requirements. Please explain why alternatives are unacceptable. Be specific with regard to specification, features, characteristics, requirements, capabilities and compatibility. (Attach additional documents, if necessary):

This is a highly customized RMIS that is designed to meet DeKalb's unique needs for reporting, tracking and adjusting all P&C and Workers Compensation claims. A system change would be costly and would adversely impact our ability to close claims in a reasonable time frame.

2. Will this purchase obligate us to a particular vendor for future purchases? (Either in terms of maintenance that only this vendor will be able to perform and/or if we purchase this item, will we need more "like" items in the future to match this one?) Explain in detail.

Not necessarily but as a sole source vendor, we would anticipate a long working relationship. We have not found a similar software that meets our needs.

3. Explain the impact to the County or Public if this request is not approved.

The worst case scenario is that we would not have a software platform to adjudicate our claims.

I hereby request that this non-competitive procurement request be approved for the purchase of the above stated work, material, equipment, commodity, or service.

Department Director (Typed/Printed Name) _____

Dianne McNabb

Signature: Dianne McNabb

Digitally signed by Dianne McNabb
Date: 2021.11.05 09:41:22 -0400

Date: _____

Do Not Write Below – for the Department of Purchasing and Contracting Use Only

Procurement Agent (Typed/Printed Name) _____

Lola O. Awonusi

Signature: _____

Omolola Awonusi

Nov 18, 2021

Date: Nov 16, 2021

Procurement Manager (Typed/Printed Name) _____

Delois Robinson

Signature: _____

Delois Robinson

Date: Nov 16, 2021



Approved

Not Approved

Signature: _____

Cathryn Horner

Director, Department of Purchasing and Contracting

Date: _____

November 11, 2021
VIA EMAIL

DeKalb County, Georgia

To Whom It May Concern:

We are the sole provider and the sole source of our proprietary software-as-a-service offering (“Origami Risk”). We directly own the software (including the intellectual property in our software) and it is only available to our customers over the internet by accessing our servers. By its nature, it cannot be contracted through any third party. No third party is able to sell or access our offering unless they are our customer. We are also the sole provider of any professional services (such as implementation and support) related to such software. Any implementation or support of our software requires a deep understanding of our complex offering, which cannot be properly obtained through an outside contractor.

Please feel free to contact me at dsilverthorn@origamirisk.com or 312-235-6633 if you have any questions.

Sincerely,



Daniel Silverthorn
General Counsel and Chief Administrative Officer
Origami Risk LLC

| New Quantity | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
|--|--|--------------------------------------|---------------|------------------------|---------------|-----------------|
| Annual License Fee | | | | | | |
| Yes | Yes / No | \$ 5,000.00 | 5,000 | 5,000 | 5,000 | 5,000 |
| Named User Licenses | | | | | | |
| 4 | User 1 - 5: \$2,000, User 6 - 20: \$1,250 User 21-40: \$1,000, User 41+: \$750 | \$ 8,000.00 | 8,000 | 8,000 | 8,000 | 8,000 |
| 8 | User 1 - 5: \$3,000, User 6 - 20: \$2,250, User 21-40: \$1,500, User 41+: \$1,250 | \$ 21,750.00 | 21,750 | 21,750 | 21,750 | 21,750 |
| Extended Functionality Licenses | | | | | | |
| 2,300 | Please refer to the RISK Solutions Rate Table tab | \$ 10,000.00 | 10,000 | 10,000 | 10,000 | 10,000 |
| New License Total | | \$ 44,750.00 | 44,750.00 | 44,750.00 | 44,750.00 | 44,750.00 |
| Hosting - By Claim | | | | | | |
| Traditional | | <-- Select Server Type from dropdown | | <-- Select Server Type | | |
| 100,000 | Please refer to the RISK Solutions Rate Table tab | \$ 35,000.00 | 35,000 | 35,000 | 35,000 | 35,000 |
| No | 50% of hosting cost above | \$ - | - | - | - | - |
| 2 | # of 100 GB attachments | \$ 2,000.00 | 2,000 | 2,000 | 2,000 | 2,000 |
| New Hosting Total | | \$ 37,000.00 | 37,000.00 | 37,000.00 | 37,000.00 | 37,000.00 |
| New Data | | | | | | |
| New Quantity | | Year 1 | Year 2 | Year 3 | Year 4 | Year 4 |
| Yes/No | | Type | | | | |
| Yes | Encrypted Flat File via SFTP | <-- Please select type | | \$ 5,000.00 | 5,000 | 5,000 |
| Yes | Yes / No | \$ 2,000.00 | 2,000 | 2,000 | 2,000 | 2,000 |
| New Data Total | | \$ 7,000.00 | 7,000.00 | 7,000.00 | 7,000.00 | 7,000.00 |
| Ongoing Support & Maintenance | | | | | | |
| New Quantity | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
| 40 | # Hours | \$ 9,000.00 | 9,000 | 9,000 | 9,000 | 9,000 |
| New Ongoing Support and Maintance Total | | \$ 9,000.00 | 9,000.00 | 9,000.00 | 9,000.00 | 9,000.00 |
| Discount | | | | | | |
| New Quantity | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
| Discount Implementation first. Amount field must be negative | | \$ (3,000.00) | \$ (3,000.00) | \$ (3,000.00) | \$ (3,000.00) | ClaimReceivable |
| New Discount Total | | \$ (3,000.00) | \$ (3,000.00) | \$ (3,000.00) | \$ (3,000.00) | \$ - |
| TOTAL NEW RENEWAL BY YEAR | | | | | | |
| | | Year 1 | Year 2 | Year 3 | Year 4 | Year 5 |
| | | \$ 94,750.00 | 94,750.00 | 94,750.00 | 94,750.00 | 97,750.00 |










Sole Source_Origami Risk software-as-a-service solutions

Final Audit Report

2021-11-18

| | |
|-----------------|---|
| Created: | 2021-11-16 |
| By: | Omolola Awonusi (oawonusi@dekalbcountyga.gov) |
| Status: | Signed |
| Transaction ID: | CBJCHBCAABAA9MJTCTh4YRFh2P7YmqzUJPKhfxux74vC |

"Sole Source_Origami Risk software-as-a-service solutions" History

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