

OneReach.ai Strategic Partnership

Case Example:

- **Summary:** Reyes executed an initial contract with OneReach.ai which generated significant ongoing bottom-line savings thru two delivered AI use cases that offset the cost of the platform for the next 5 years with major upside based on future use cases.
- **Business case:** Continuing our strategic partnership with OneReach.ai will enable us to capture of existing use case financial benefits, provide 5 years of unlimited use of the OneReach.ai platform and professional services to drive new savings:
 - **Savings from the first use cases fund the 5-year the OneReach platform with significant upside based on new use cases**
 - Business case analysis:
 - Use case savings without DLP labor savings: IRR +3.5% NPV (\$0.78M)
 - Use case savings with DLP labor savings: IRR +22.1%, NPV +\$2.02M
 - **Future opportunities:** Incremental savings will be generated over the near term which would only improve upon the base case:
 - **Recommended option:** Execute the new strategic partnership with OneReach with limited financial downside and significant upside based on exploiting short-term and long-term savings opportunities.
- **Alternative option:** Shut down the RBG pricing automation and DLP solution. Begin build for the traditional DLP solution while ramping up required staffing to support remediation of blocked emails.

Business Use Case Data

- Upfront costs: \$240000 USD
- Ongoing Costs: \$85000 annually USD
- Revenue Savings: \$200000 USD
- Discount Rate: 8%
- Time to implement: 0.75 years
- Cost Savings: \$0