



PROFESSIONAL OUTSOURCING SERVICES



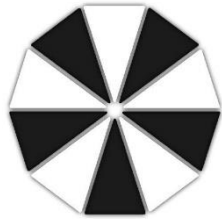
THE ORIGAMI
CORPORATION



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OUR WHY HOW WHAT



The Origami Corporation was originally started in 2015 in Plovdiv, Bulgaria within three main business categories – hosting, software development and cyber security. During the years, our team was constantly growing with highly motivated and curious professionals striving to learn and implement cutting edge technologies. To have all management staff coming from an extensive technical background and starting a company in Bulgaria, which is one of the main driving countries of the IT sector of Eastern Europe gave us the beautiful opportunity to build our teams around our three main brands:

RSO Hosting – For all our virtual server, dedicated server, public and private cloud, colocation, gaming servers and other hosting related services.



Black Fox Security – For all of our security infrastructure, security hardening, auditing, compliance, monitoring, licensing, staff training, penetration testing and other security related services.

Beaver Development – For all of our web, mobile, DevOps, desktop, IoT, cloud, network, DevOps, and other software development services.



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Our WHY: create a new standard in IT product and IT service delivery quality.

Our HOW: by building a team of hardworking technology loving professionals.

Our WHAT: software development domain, cyber security domain and hosting domain.

This document **WILL:**

- Provide extensive details about our outsourcing services.
- Provide information about our outsourcing business models.
- Provide information about the integration process of our outsourcing services.

This document **WILL NOT:**

- Provide extensive details about all the services we offer.
- Provide extensive details about all the products we offer.
- Provide information about our hosting or cyber security services.

Our main corporate values are:

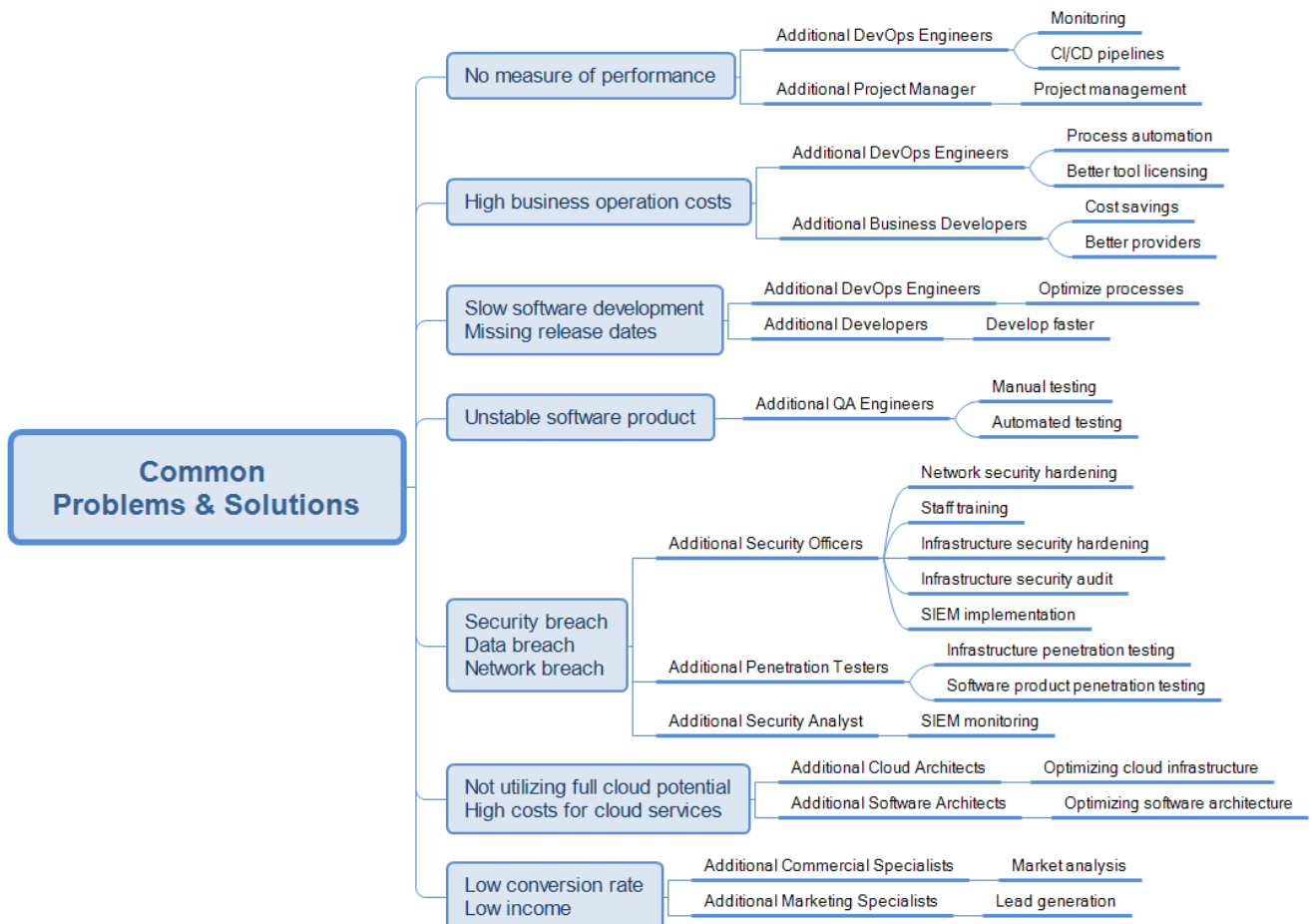
- **Transparency in Work.**
- **Passion for Knowledge.**
- **Love for Creation.**

1. INTRODUCTION

We offer our professional services in few flexible business models that can adapt to both:

- **Outsourcing** is a business practice in which a company hires another company or an individual to perform tasks, handle operations or provide services that are either usually executed or had previously been done by the company's own employees.
- **Insourcing** assigns a project to a person or department within the company instead of hiring an outside person or company. It utilizes developed resources within the organization to perform tasks or to achieve a goal.

Here is a small graphic showing common problems and their solutions within organizations. We can offer a free consultation to generate such graphic personalized for your business that will help you take a data driven decision for your next in/outsourcing partner:



2. WE HAVE A G.U.Y. FOR YOU

No need to “know a guy” when you can hire a **G.U.Y. (Guru Utilized by You)**. Many enterprises utilize outsourced positions, departments and even whole branches to reduce costs, liabilities, optimize performance and still deliver an amazing product or service.

- **G.U.Y.sourcing** is the practice of hiring one or more professionals in certain areas from The Origami Corporation to assist on achieving important project goals while reaching maximum performance or completely handing over the project to the G.U.Y.

Few facts to consider if you want to go with us:

- **Flexibility:** We have different pricing models so we can integrate better with you.
- **Training:** Our G.U.Y.s come with our know-how and no training is required from your side.
- **Onboarding:** Most of our business models need to have only one onboarding session.
- **Scalability:** Depending on the business model you select, we can scale horizontally.
- **Cutting Edge:** We are constantly improving and keeping up to date with newest tech.
- **Experience:** There is 99% chance that we have already worked with your tech stack.
- **Contractor:** We can also provide dedicated G.U.Y.s to work on your full-time projects alongside your own employees.
- **On-Demand:** Having our internal processes optimized, we can offer G.U.Y.s on a hourly rate, monthly subscription or a long-term commitment.

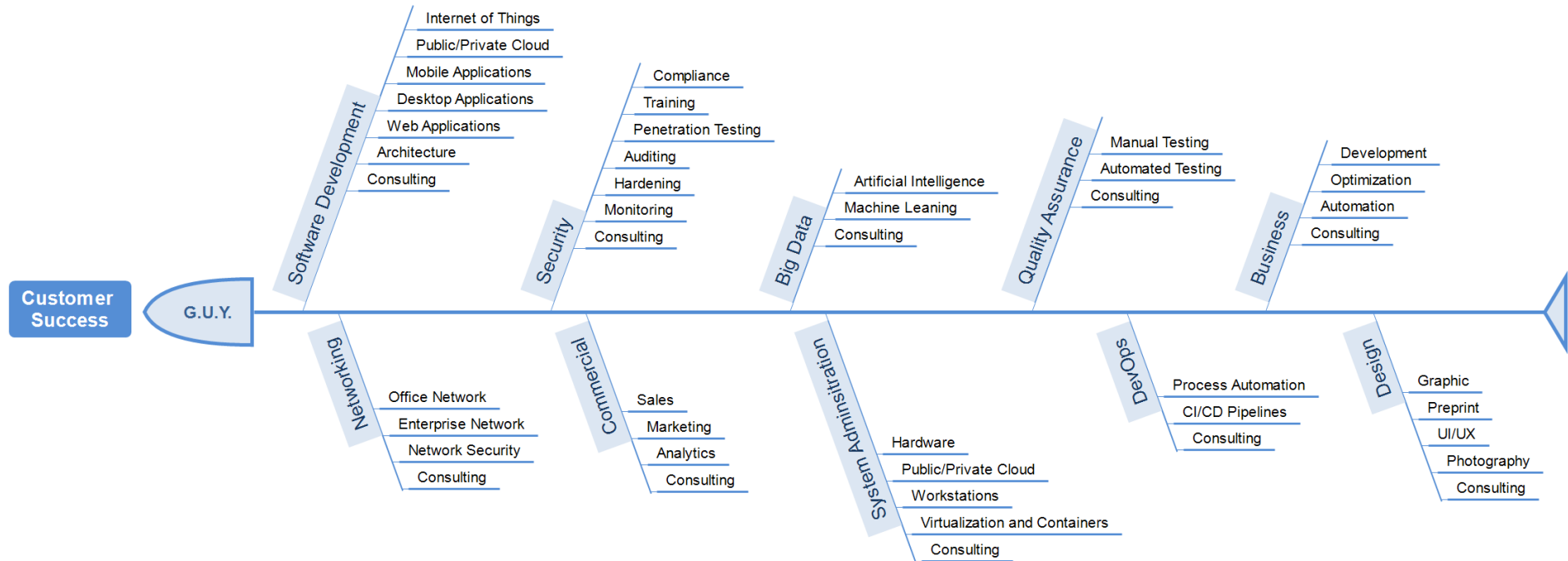
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We do not like to accent on certain technology stacks, products and solutions. Instead we like to split them in more general categories which you can navigate easier.

Our professional G.U.Y. can help you achieve your vision and succeed with many different skillsets around a big variety of categories. Here is what most of our G.U.Y.s are focused on:



3. BUSINESS MODELS

We know that different organizations have different workflows, this is why we have designed five customizable business models to integrate seamlessly in your day-to-day operation.

- **Project-based Work:** Pretty straight-forward model – you give us project requirements, we estimate time/cost, you approve and then we start to work on it.
- **Dedicated G.U.Y.:** We discuss your project, recommend a G.U.Y. with a certain skillset and we proceed with an offer and a contract for the time you will need him/them to work in your team.
- **Hourly G.U.Y.:** You tell us that you will need N hours from a G.U.Y. with a certain skillset. We make an offer and then proceed with a contract. There can actually be more than one professional working on the committed hours on your project.
- **First Response G.U.Y.:** We dedicate a G.U.Y. that will act as immediate line of defense on a monthly/annually subscription and whenever an incident happens with your website/software/security, he/they will be there to help mitigate the disaster.
- **Long Term Partnership:** This is our latest model which certain start-ups have already requested – it is the most inexpensive one of all, but we will request to become shareholders on your project/company and have control over the technical decisions. It is more like owning the technical part of your project so you can focus on business/sales. We are open for investing options if your projects are appealing.

Each model has its own pros and cons and each client can pick the one (or more) that best suits their business needs.

4. MODEL: PROJECT-BASED WORK

Use case: You have a product idea and need a team of professionals to realize it. After you provide us details about the project, we will get back to you with an offer containing time and cost estimates. Furthermore, we will discuss payment milestones and performance indicators so we can include them in the contract.

Contract type: We can offer a standard product development contract or customize it as per your requirements (include SLA, define KPIs etc.).

Payment type: Usually we split all projects on milestones with initial payment and all future payments will be made after your approval on the current progress.

Workflow: Depending on the project, we can use our own (Jira + Slack) or integrate with your system. Before work starts, we will define progress update dates and we can also provide read only access to our internal task management system so you can be sure what is going on at every moment.

Scope flexibility: If during the work, requirements change, you need more resources or something else out of the initial scope changes – we are open to a discussion. Our main goal is to deliver a good solution.

5. MODEL: DEDICATED G.U.Y.

Use case: You have a great team working on your product or service, but you find that they need more manpower so you can deliver your best. We will discuss your requirements and give you an offer for a G.U.Y. (or maybe a few) that have the expertise and will help you and work only on your project. This way they can focus more and perform better.

Contract type: We can offer a standard consultancy contract or customize it as per your requirements (include SLA, define KPIs etc.).

Payment type: Usually we offer monthly or 2-6-12-24-month contracts and payment steps.

Workflow: We can integrate with your task/time management system.

Scope flexibility: If during the work, requirements change, you need more resources or something else out of the initial scope changes – we are open to a discussion. Our main goal is to deliver a good solution.

6. MODEL: HOURLY G.U.Y.

Use case: You have a great team working on your product or service, but you find that they need more manpower so you can deliver your best. We will discuss your requirements and give you an offer for G.U.Y. hours. This way you do not have to think about how many people work if the work hours get delivered.

Contract type: We can offer a standard consultancy contract or customize it as per your requirements (include SLA, define KPIs etc.).

Payment type: Usually we offer monthly or 2-6-12-24-month contracts and payment steps.

Workflow: We can integrate with your task/time management system or we can give you access to ours.

Scope flexibility: If during the work, requirements change, you need more resources or something else out of the initial scope changes – we are open to a discussion. Our main goal is to deliver a good solution.

7. MODEL: FIRST RESPONSE G.U.Y.

Use case: You do not want to spend resources on a dedicated SOC/NOC team to monitor your applications or react when incidents happen to mitigate the problem. We will have a discovery meeting to assess your needs and get back to you with an offer with SLA.

Contract type: We can offer a standard consultancy services contract or customize it as per your requirements including SLA.

Payment type: Usually we offer monthly or 2-6-12-24-month contracts and payment steps.

Workflow: Varies a lot for each client. Usually after each incident mitigation we will provide a full report and each month we will provide current SLA status report.

Scope flexibility: If during the work, requirements change, you need more resources or something else out of the initial scope changes – we are open to a discussion. Our main goal is to deliver a good solution.

8. MODEL: LONG TERM PARTNERSHIP

Use case: You are a startup that has a great idea but lack the resources to build it. We can do this for you, but we will request to become shareholders in your company or a long-term contract. Imagine it as Angel Investor, but the Angel will do the technical part of your idea. Please contact us for more information.

Contract type: Varies a lot.

Payment type: Varies a lot.

Workflow: Varies a lot.

Scope flexibility: Varies a lot.

9. PROCESS WORKFLOW

To give a clear understanding of how a normal integration with a client happens from start to finish, you can check the diagram below with steps explanation. Please keep in mind that this is the general process, and there might be some small quirks for each business model and client query like:

- **Product Requirements Document:** If your query is for a project-based work, we will require a proper PRD to be prepared and also offer to create it for you if you do not have one.
- **Service Level Agreement:** If your query requires SLA or MSA, there might be one or more meetings so we can clear the legal part on this document.
- **Custom Contract:** If you like to change something from the contract we provide or if you would like to present a different contract from your side, there can also be few meetings here to clear things up.
- **Offer Negotiation:** This step can be added if you have comments on our initial offer and perhaps you would like to add some more hours or developers for example.
- **Request for offer:** We also accept RFOs in case you have already prepared all project details from past experience with other companies in this type of business.
- **Additional Discovery:** We might request to look more in-depth in your project's infrastructure/architecture so we can estimate better from our side.
- **Physical Signing:** Some of our clients still use physical contract signing. Even though as a company we can do that legally online - this step can be added upon request.

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10. OUR PRICING

Low prices in the IT outsourcing industry are usually very competitive, but we also believe that whatever we do, we must do it well. This is why we might not be the lowest offer you will receive, but we can guarantee quality.

We aim to provide transparency in our offers, where it is applicable we do a breakdown to see what you pay for.

Whenever we are calculating prices for an offer, there are elements that play role in increasing and decreasing the cost of the service and here are the main ones that we take in consideration:



11. BOOK A MEETING

Our commercial team is available for meetings during UTC 08:00 – 19:00. If you are in another time zone and this time is impossible for you – no worries, just contact us and we can find a solution.

We usually do video/audio conference calls via Skype/Telegram/Hangouts/Google Meet/Viber.

The first step for inquiry, integration or some other need of contact can be started by saying “Hello” to our team via email at office@theorigamicorporation.com. From then on if you wish we can move to another solution.