Finance/Legal — Pricing & Governance (2 pages)

This document summarizes what Obraval issues, how pricing is determined, service-level guarantees, decision

thresholds, and credit policies. It is provided for internal use only and may be shared with Finance and Legal.

What you're buying

• Obraval issues written, board-grade assets. No live meetings by default.

• Assets: BreachMark™ Reports (subscription), Signal Briefs (Lite/Full), Audits, Gamma (1:1), EBIT Market Comparison,

Roadmaps (18nmonth).

• Full Briefs & Audits ship with a Boardroom Delivery Kit (motion paragraph, 90nsec sponsor script, director Q&A; for

Finance/Compliance/Execution, procurement math box, acceptance tests, agendaninsert email).

Deterministic pricing (truth lines)

• **Deterministic pricing — Audit / Gamma / EBIT**: Total = 1,400×min(P_total,60) + 1,300×max(P_total-60,0). Minimum 6

pages. 151+ pages by intake (staged).

• **Scope bands**: S1 £60 pages; S2 61–150 pages (marginal rate reduction); S3 151+ intake only.

• **Examples**: Gamma 40pp + 28pp ® P_total 68 ® $98,400. EBIT 20+18+17 ® P_total 55 ® $77,000.

• **Roadmap (18nmonth)**: Intake only. Commission when ³3 fracture tracks span systems/owners and 90nday Cost of

Fracture ³ 3× roadmap cost. (Internal rule: Price = 2,000 × Tracks × 18; Tracks ³3 ® min $108,000.)

Service levels & access

• **SLA & remedy**: Docket start £ 1 business day after purchase; Brief delivery £ 3 business days. Breach ® fee -10%.

• **Capacity**: £ 2 Briefs/weekday (FIFO).

• **Governed contact**: Initial contact via subscription, commissioning, or confidential intake. Client line provided after

docket opens or purchase is confirmed; all calls scheduled and docket referenced.

Decision rule & thresholds

• **Decision Rule**: Any *Red* ® Brief (Full if multi-Red/legal/finance; else Lite). ³2 *Amber* ® Lite. *All Green* ® Report only.

• **The Forensic Five thresholds**: Attribution £±3%; UTM 100%; Consent ³95%; Detection Lag £3 days; Residual

Variance £±2% @D60 (£±1% @D90).

Credits (windows & limits)

• **Evergreen credit**: 50% of Brief fee applied to next Audit if commissioned within 30 days of Brief delivery (Lite $2,500; Full $3,750).

• **Q4 Fast Track (through Dec 31, 2025)**: Audit commissioned within 10 days ® 75% Brief to Audit credit; days 11–30

® 50%; then expires. One audit; no cash value; non-transferable.

Boardroom participation (by exception)

• **Boardroom participation (by exception only)**: If a board insists, fee is $75,000 upfront, non-refundable, not creditable to future work; one 45 minute readout + 15 minute Q&A; scheduling subject to capacity. Default issuance remains written; clarity is guaranteed by a 2 page Clarification Memo if needed.

Ownership & custody

• **Ownership & custody**: All assets are delivered for internal business use by the commissioning legal entity.

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This page summarizes Obraval’s standardized pricing and governance. All amounts USD.

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GROUP