



2026 · PREPARED FOR ORINDA CITY COUNCIL

A trusted partner for the City of Orinda

As much data, AI, software, and people as you need to protect your own from disaster.

Our partnership to date and what comes next.

How Ladriss Works: Services We Provide

Orinda uses these services to stay ready for wildfire evacuation.



Data

Fire, fuels, road-network data and more — licensed and refreshed.



AI

Models and simulations that turn that data into **evacuation and wildfire decisions.**



Software

Evac, Fire, and Public — hosted, secured, always-on.



People

Former CAL FIRE and technical leadership deployed alongside the City.

4 Tiers of Capacity at Ladris

Each tier = how much data, AI, software, and people you get.

	Essential	Professional	ORINDA ▼ Enterprise	Custom
Data	150 simulations / yr Standard layers	500 simulations / yr + More feeds	1,500 simulations / yr Full + refreshed	1,950+ simulations / yr Reserved
AI	None	None	Limited analytics	Negotiated
Software	P3 - Best Effort	P2 - Standard	P1 - Priority Queue	+ Reserved roadmap
People	40 service hrs / yr Success Engineer	100 service hrs / yr Senior CSE + experts	250 service hrs / yr Fwd-Deployed + CTO	325+ service hrs / yr Dedicated team

What Orinda Has At Enterprise Tier

More than just software.

SOFTWARE PRODUCTS (4 OUT OF 10+ AVAILABLE)



Evac

Evacuation plans & simulation



Fire

Wildfire spread modeling



Public Evac

Resident-facing guidance



Data Studio

Operational data & analytics

PEOPLE AND SERVICES INCLUDED



250 hours

of expert services per year



CTO + Forward Ops

direct access to Ladrís senior
technical leaders and former CAL
FIRE senior leadership



Roadmap Priority

P1 — Features go in the
priority queue

What Enterprise Tier Entitles Orinda To

Orinda's wildfire evacuation work runs at the top of the Enterprise tier — and beyond.

	Service hours / year	250 entitled	~488 used
	Simulations / year	1,500 entitled	3,544 run
	Service caliber	Fwd-Deployed Lead + CTO access	
	Roadmap priority	P1 — Priority Queue	
	Critical response	4 business hrs / 24x7	

ORINDA'S CURRENT USAGE

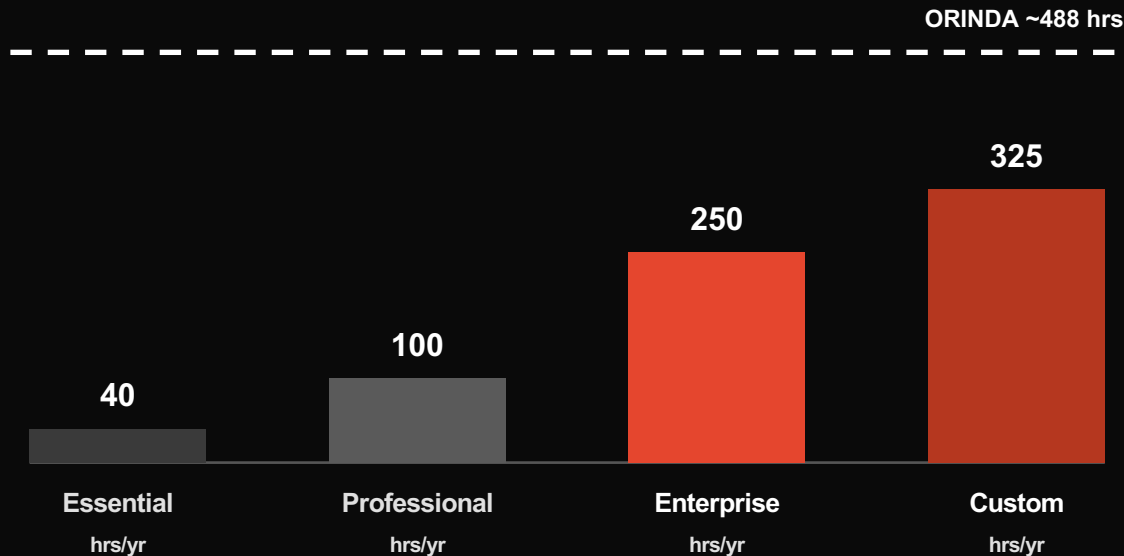
~488 hours

Against a 250-hour entitlement

Among Ladrir's heaviest power-users — Custom-tier capacity at an Enterprise rate.

Orinda Already Exceeds Enterprise Usage

We believe in your mission and team.



OUR COMMITMENT

Beyond the limits.

At ~488 hours, Orinda is well past its 250-hour Enterprise entitlement — into Custom territory. We are not enforcing the cap because we believe in your mission and team.

What You See Is the Tip of the Iceberg

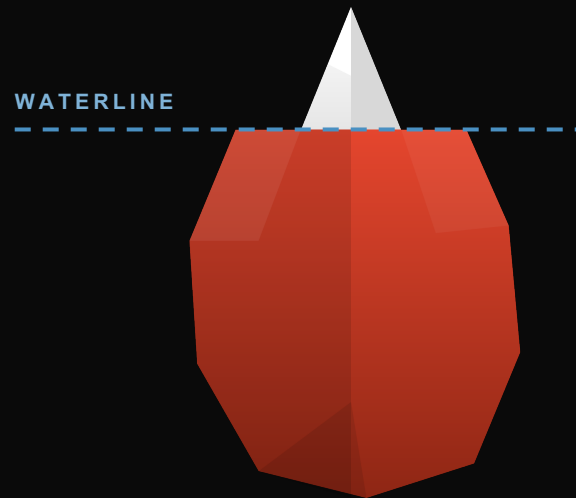
ABOVE THE SURFACE

3,544 evacuation simulations · ~488 service hours

BENEATH THE SURFACE

\$440K+ in direct investment in Orinda this year — engineering, forward-deployed operations, and on-site support.

PLUS the cost of goods sold that runs daily: licensed data feeds, fire & flood models, cloud hosting, security, and uptime.



What Your Investment Funds



\$50K+ per year

Continually Refreshed Data

Traffic, fuels, and data operations — licensed and refreshed



~\$300 per hour

Forward-Deployed People

Former CAL FIRE experts on staff. Incident response, configuration, onboarding — real labor, not a one-time setup.



\$100K+ per year

Infrastructure & Security

Hosting, uptime, and SOC 2 security — 24/7



~30%+ reinvested

R&D & Platform Innovation

Every subscription funds R&D. Orinda benefits from work across the customer base.

What We've Already Invested in Orinda

\$440K+

invested in Orinda over the
past year

≈ **\$1.65** of platform investment
for every \$1.00 of contract value



Engineering & Product Development

\$410K+

Deployment, fire modeling, embercasting, public launch, public-edition fire sims, speed enhancements, 10-minute warning window, 5M fuels integration, interface simulation pairing, RAWS fuel-moisture integration & validation.



Forward-Deployed Operations

\$10K+

Domain-expert time — former CAL FIRE leadership — at standard \$300/hr.



Travel & On-Site Support

\$20K+

8+ on-site visits over the past year — engineering, support, and customer success.

How Ladriss Delivers Value Over the Next 2 Years

Renewal funds wildfire evacuation priorities for City management.



Contraflow Analysis

Modeling reversed-lane evacuation to move residents out faster on Orinda's constrained road network.



Red-Flag-Day Street Planning

Identifying streets where parking restrictions on high-risk days preserve evacuation capacity.



Protecting Vulnerable Populations

Rapid-evacuation planning for elderly residents and care for schools on red-flag days.



Safety Element & EVA Analysis

Deeper work on the Safety Element and Emergency Vehicle Access to strengthen the City's planning posture.



**Continue to educate the public and lower the City's exposure.
Keep Orinda far ahead of the cost and disruption of contested claims.**

THANK YOU

It is our honor to be your partner.



APPENDIX

What Renewal Funds Next — Engineering Detail

With renewal, Ladriss will reinvest approximately \$290K in engineering work directly applicable to Orinda's wildfire defense and early-warning capability.



Historic Traffic Data

~\$141K

Exact day-and-time traffic baselines for higher-fidelity evacuation plans. Supplements current live data.

~48% · 13 weeks



Time-Based Roadblocks

~\$83K

Model roadblocks that take effect at specific times of day.

~29% · 8 weeks



Live Wind from RAWS

~\$43K

Real-time wind feeds for accurate, current fire-behavior modeling and near-term tactical decisions.

~15% · 4 weeks



Address Search — Public Evac

~\$22K

Resident-level lookup by address to see affecting evacuation scenarios.

~8% · 4 weeks

~\$290K planned forward investment — funded through continued partnership.

Capacity Tiers — Full Detail

Every dimension of the Ladris SLA, by tier. Orinda is at Enterprise.

ORINDA IS HERE ▼

Dimension	Essential	Professional	Enterprise	Custom
Annual subscription	Entry level	Standard tier	Professional + dedicated resources	Enterprise + scoped
Simulations / year	150	500	1,500	≥ 1,950
Service hours / year	40	100	250	≥ 325
Service caliber	Customer Success Engineer	Senior CSE + domain expert hrs	Forward Deployed Lead + CTO access	Dedicated Forward Deployed team

Capacity Tiers — Full Detail (cont.)

Roadmap priority, AI, responsiveness, and on-the-ground engagement — by tier.

ORINDA IS HERE ▼

Dimension	Essential	Professional	Enterprise	Custom
Roadmap priority	P3 — Best effort	P2 — Standard	P1 — Priority queue	P0 — Reserved capacity
Core Analytics (AI)	None	None	Limited	Negotiated — reserved
Feature turnaround	Next major release	8–16 weeks	4–8 weeks	Negotiated SOW
On-site visits / year	0	2	4	Negotiated
Tabletop exercises / yr	0	1	2	Negotiated