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# Redhand & Aclaimant Webinar

# A Guide for First-Time RMIS Buyers (and More)

RISKTECH WEBINAR SERIES



Redhand advisors

# Agenda

- Welcome & Introductions (Aclaimant & Redhand Advisors)
- RMIS Fundamentals:
  - What is RMIS
  - Why Are More First Time Buyers Investing in RMIS Now?
  - Why Should I Lead the Effort?
- Demystifying the Buying Process: Lessons from the RMIS Blueprint
- How to Think About RMIS ROI
- Talk Track to Executives and Business case for RMIS
- Practical Success Factors: Scoping, Preparing and Implementation
- Aclaimant Case Studies
- Q&A / Next Steps

## WITH YOU TODAY

**Patrick O'Neill**
Redhand Advisors
President & Founder

**David Wald**
President & Co-Founder
Aclaimant

**Tom Wimberly**
Chief Product Officer
Aclaimant

# RMIS Report Insights

What we are seeing

- The visibility and importance of risk at the enterprise level continue to grow
- First-time RMIS buyers account for approximately 50% of new RMIS sales
- We have seen a significant increase in organizations with less than $1b in revenue adapting RMIS solutions
- Expanded RMIS use beyond Claims - to Policy, Renewal, Exposure Mgmt

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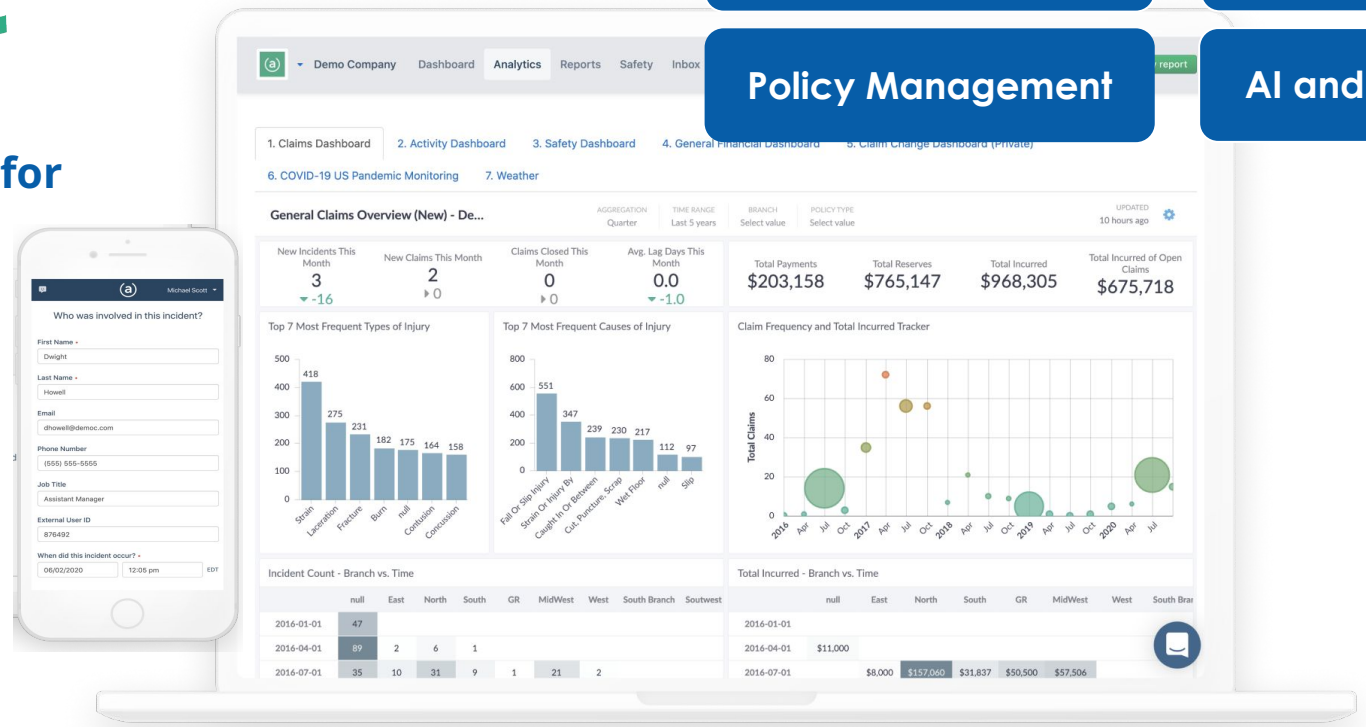
# An overview...

aclaimant®

**The easy-to-use, AI-driven RMIS built for the modern risk manager**

- Safety and Loss Control
- Assets and Exposures
- Incident Workflow Automation
- Claims Data Pipeline
- Claims Management
- Reporting and Analytics
- Policy Management
- AI and Connectivity




*Aclaimant specializes in first-time buyers*

CLAIMS MAN.
ASSETS
INCIDENT TRACKING
RMIS
RISK ANALYTICS
POLICIES
SAFETY
EXPOSURES

# Why are More First Time Buyers Investing in RMIS?

- **Cost savings and ROI are proven** (~20% reduction in TCOR over 5 years)
- **Data-driven insights are now expected** by executives
- **More buyers realize the value (mid-market +)**
- **Regulatory pressure has increased**
- **Technology has matured**
- **Scalable SaaS models** make RMIS accessible to more firms.

# Top Objections First-time RMIS Buyers Raise

## Top objections include:

- Cost
- Complexity
- Integration
- Change Management

## How can these objections be addressed?

- Demonstrating ROI
- Simplifying deployment
- Ensuring seamless integrations
- Providing strong onboarding and support

# The RMIS Blueprint™: A Roadmap to Success

A structured, AI-enabled framework developed by **Redhand Advisors** to help organizations define needs, evaluate vendors, and select the best-fit **Risk Management Information System (RMIS)**.

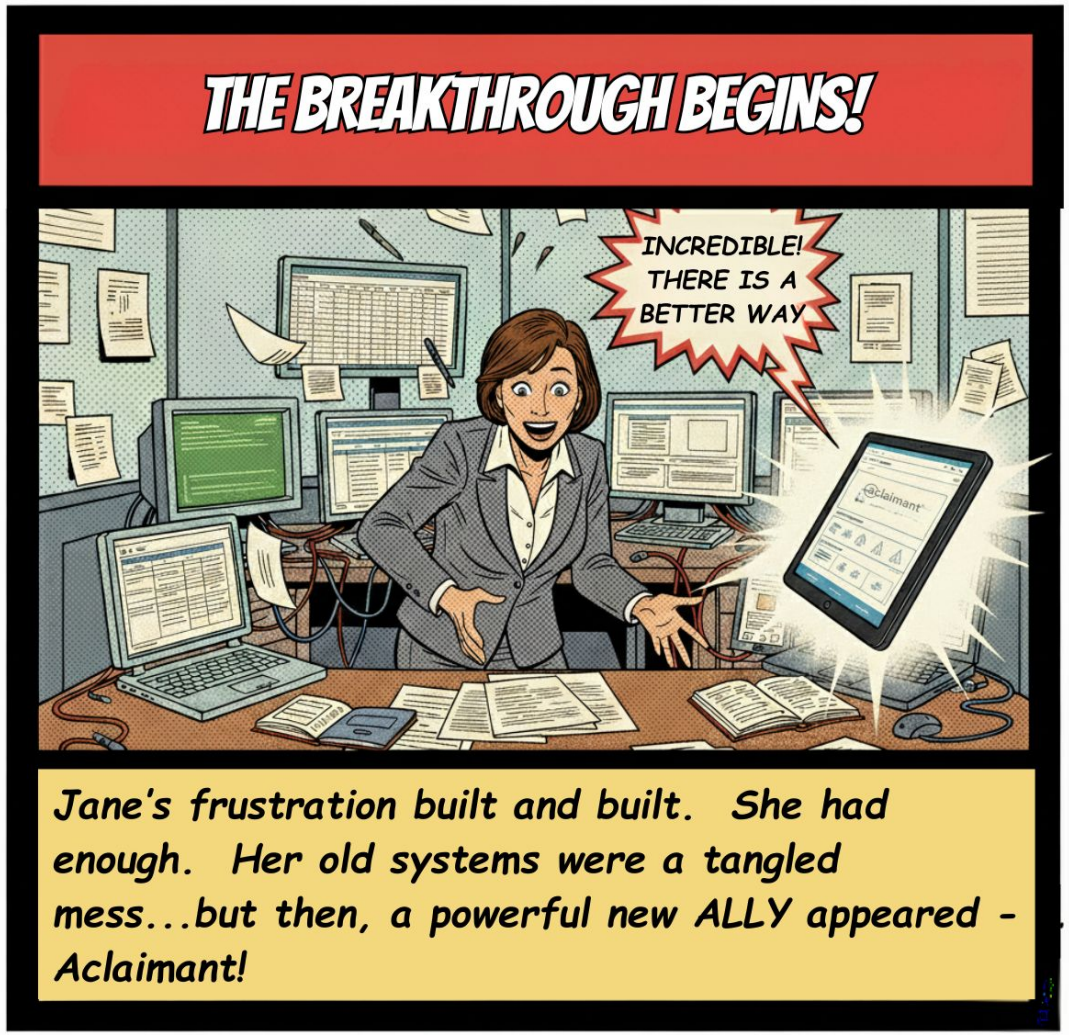
Powered by Redhand's proprietary tools and market intelligence, the Blueprint streamlines every step—from discovery to decision.

**Why It Matters**

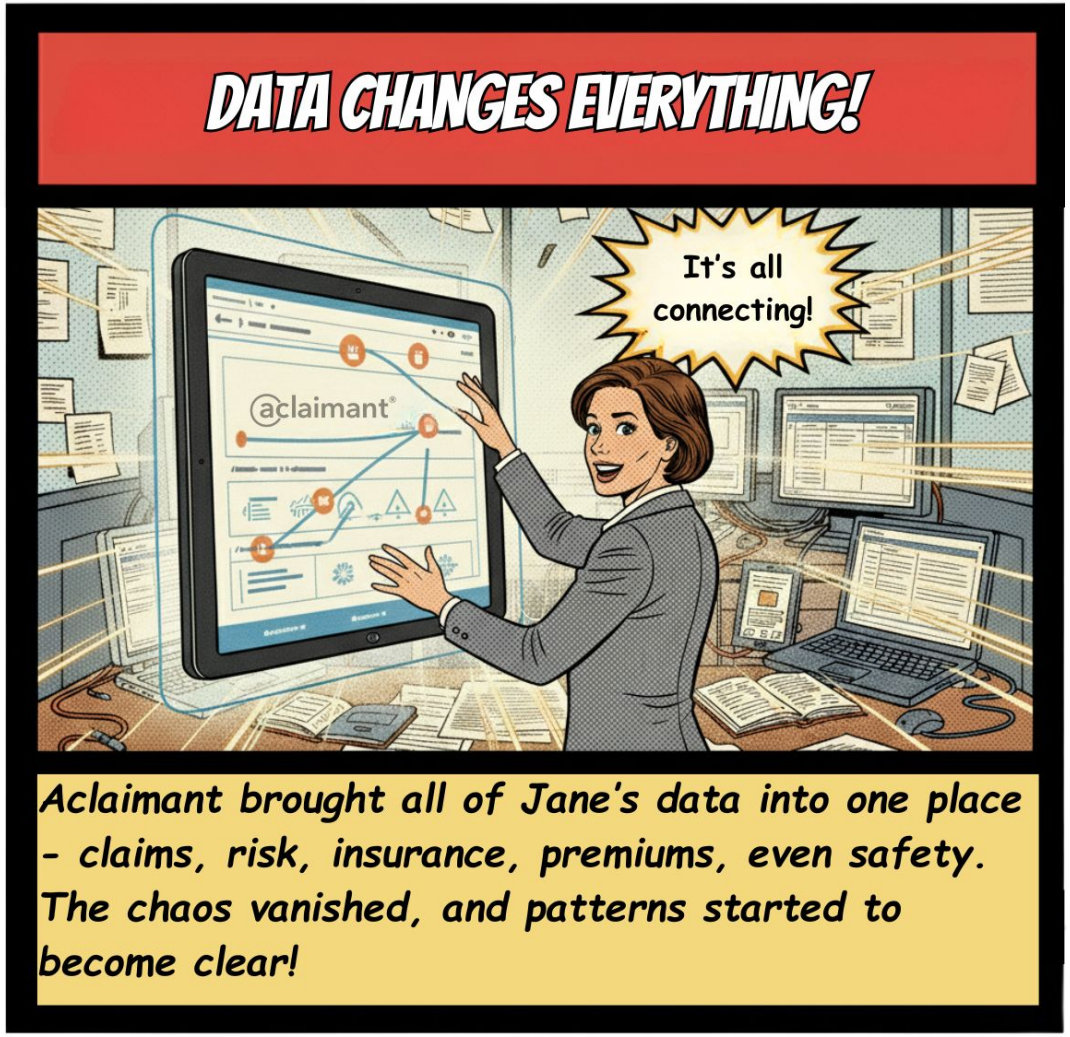
- **Clarifies Complex Requirements** – Translates stakeholder needs into clear, documented functional and technical priorities.
- **Removes Guesswork & Bias** – Uses independent, data-driven scoring based on Redhand's RMIS Report and vendor database.
- **Accelerates the Selection Process** – Reduces months of uncertainty with automated intake, evaluation, and comparison tools.
- **Improves Adoption & ROI** – Ensures system capabilities align with business goals, workflows, and user expectations.
- **Built for First-Time & Evolving Buyers** – Delivers structure, confidence, and transparency for any organization modernizing its RMIS.

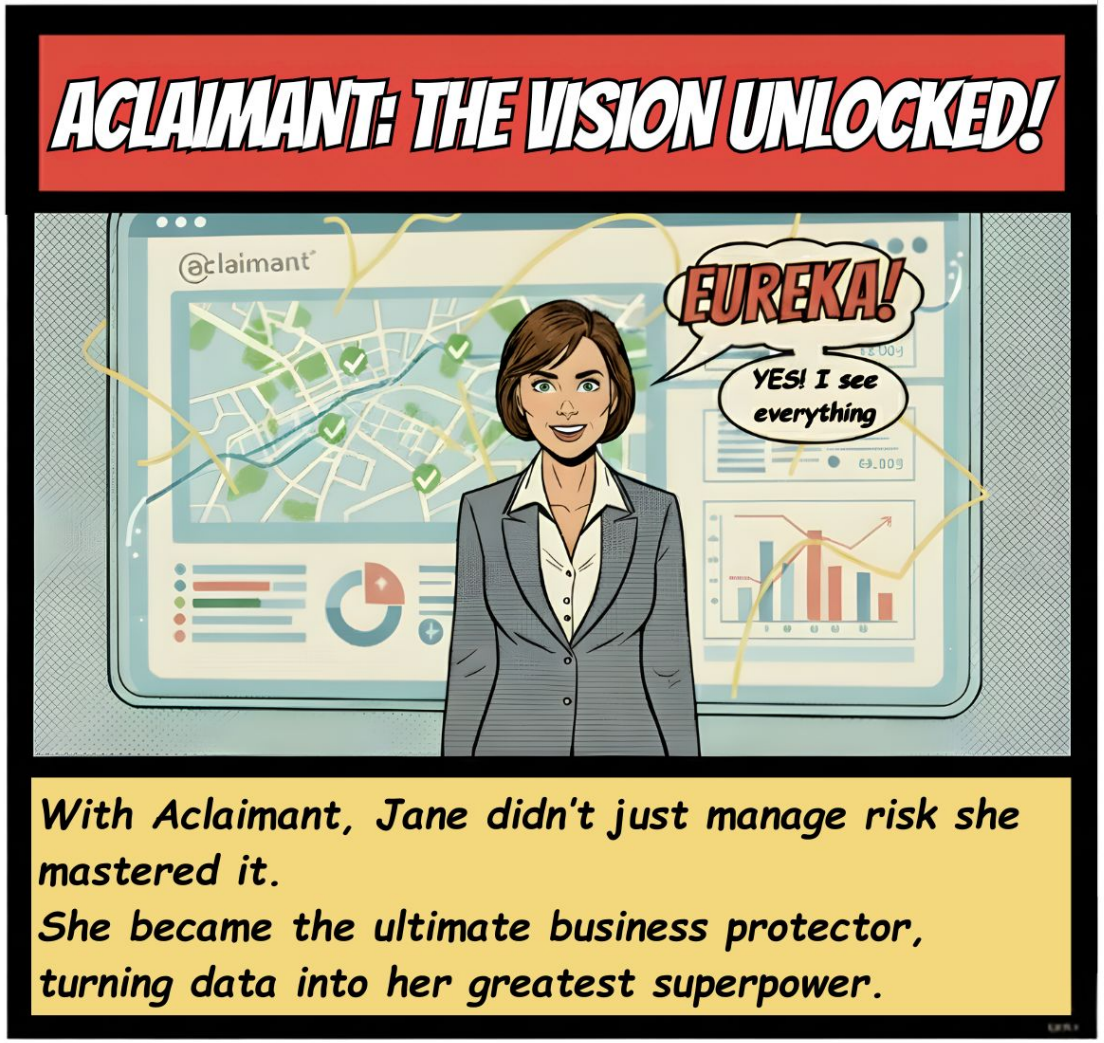
RMIS BLUEPRINT

# Benefits to Risk Managers



# Benefits to Risk Managers, Continued

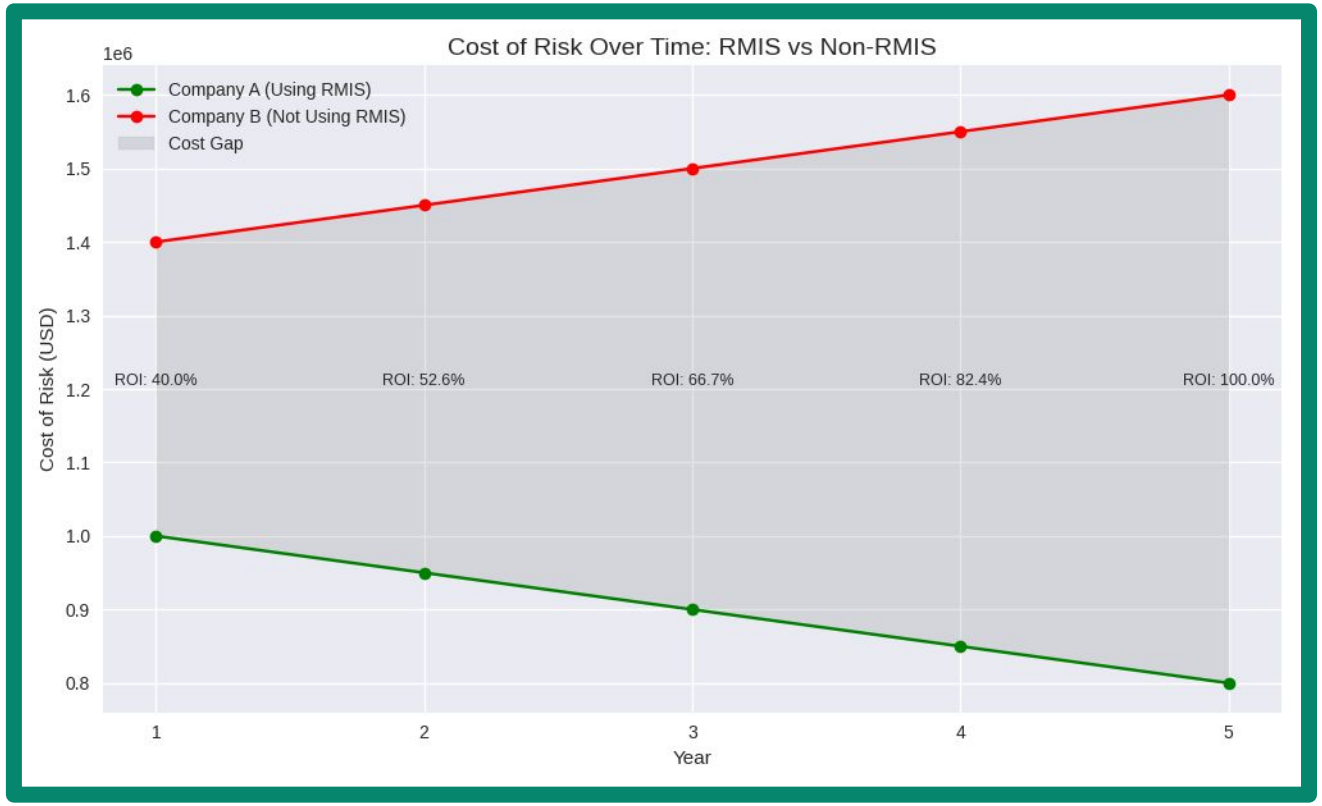


# Cost of RMIS: How to Think About RMIS ROI

***RMIS can reduce total cost of risk by ~20% over a 5-year horizon***

- Improved claims management
- Data-driven decision making
- Workflow automation
- Regulatory & compliance efficiency
- Predictive & preventive risk controls
- Vendor & policy optimization
- Employee engagement & safety




**20% reduction** in total cost of risk over 5 years
**$800K annual savings** by Year 5 (example mid-sized company)
**2x ROI** within 3 years

# How to Align with your Executive Team

- Start with alignment to strategic goals, not software
- Communicate in their language - use executive metrics to discuss results
- Highlight competitive advantage
- Tailor to each executive
  - **CFO:** ROI, cost savings, insurance spend optimization.
  - **COO:** Efficiency, workflow automation, fewer disruptions.
  - **General Counsel/Compliance Officer:** Compliance, audit readiness, litigation avoidance.
  - **CEO:** Strategic resilience, reputation, shareholder confidence.

# What has Worked?  Feedback from Clients

- ✅ **Start discussions early in the process** with the Exec team
- ✅ **Quantify ROI**
- ✅ **Use case studies**
- ✅ **Emphasize scalability**
- ✅ **Highlight compliance**
- ✅ **Show quick wins**

❌ Don’t lead with technical features (APIs, data mapping) — ***executives care about outcomes***.

❌ Don’t frame it as “nice-to-have” — *position it as* ***mission-critical***.

❌ Don’t ignore adoption — ***address change management*** *and training upfront.*

❌ Don’t over promise AI “magic” — ***focus on practical, proven automation and analytics***.

# Aclaimant Case Study - Alignment with Executive Team

## RISK MANAGER - LARGE PEO

- **Strategic positioning:** The Risk Manager made a RMIS platform central to his role and success plan during hiring.
- **Exec leadership alignment:** Educated the CEO, CFO, and GC on how RMIS would deliver reporting, controls, and results.
- **Rapid execution:** With full leadership support, began onboarding the solution within 6 months of his start date

# “Getting Scope Right”: Why First Implementations Succeed or Fail

## BEFORE IMPLEMENTATION

- The number one reason implementations fail isn’t the technology — it’s misaligned scope.
- Think of scope as our guardrails. It keeps us focused, prevents scope creep, and ensures we deliver value early
- Focusing on the problem to be solved and ensuing that this is documented is essential to success

# Aclaimant Case Study - Getting Scope Right

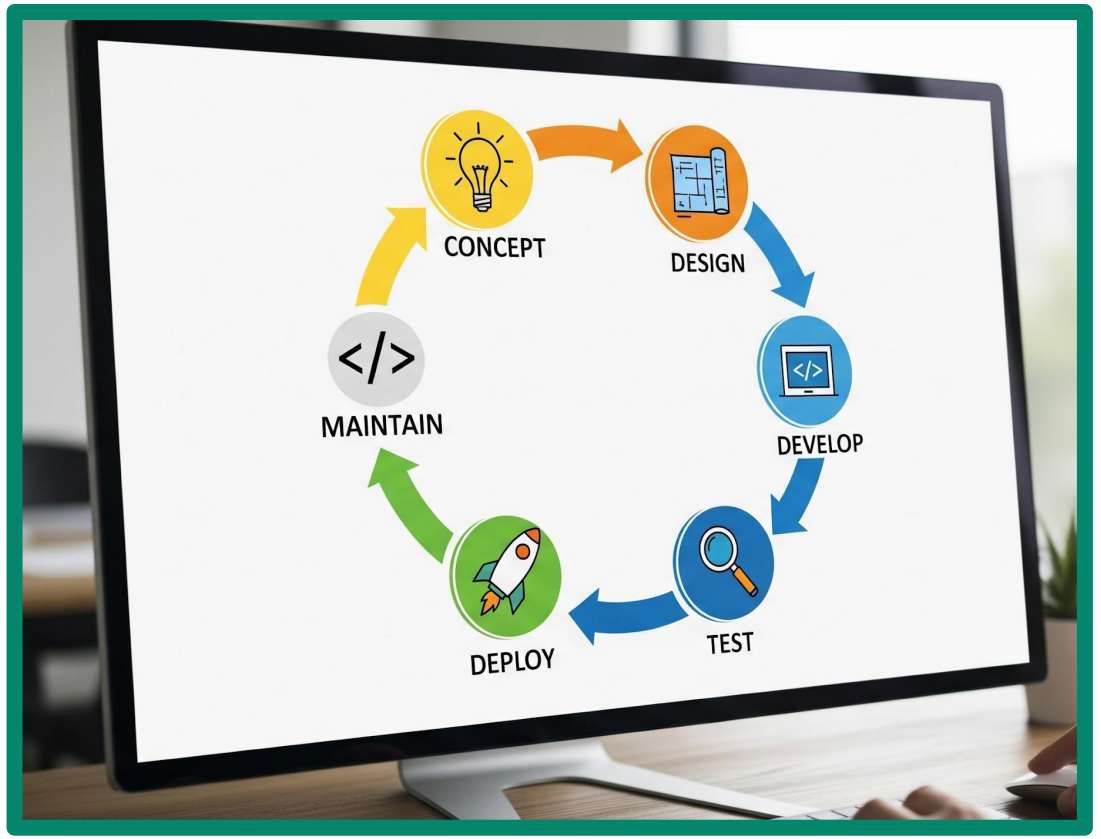
## RISK MANAGER - LARGE STAFFING FIRM

- **Prioritized scope:** Began with the most pressing needs — incident reporting and claim visibility — before expanding.
- **Phased enhancements:** Added OSHA reporting, carrier feeds, safety modules, and data sources step-by-step.
- **Strategic delivery:** Balanced a long-term RMIS vision with incremental value, ensuring stakeholder alignment and measurable progress.

# The 5 Elements of a Great RMIS Implementation

## DURING AND AFTER IMPLEMENTATION

1. Find the **right partner** to be your guide
2. **Clear vision on problem** being solved and scope to solve it
3. Clear **understanding of who needs to be involved internally** (champion, executive sponsorship + influencers)
4. **Data and systems** access scoped early
5. **Clean plan** for go live, rollout, training and ongoing management



# Aclaimant Case Study - Driving a Successful Implementation

## RISK MANAGER - MID-SIZED CONSTRUCTION COMPANY

- **Strategic alignment:** Partnered with Aclaimant, engaged key executives, and coordinated early with the CTO for system connectivity.
- **Phased rollout:** Spent 30 days redesigning processes, 30 days testing in sandbox, and secured internal sign-off 30 days later.
- **Successful implementation:** Delivered training, achieved full team buy-in, and launched the RMIS exactly as envisioned, on time.

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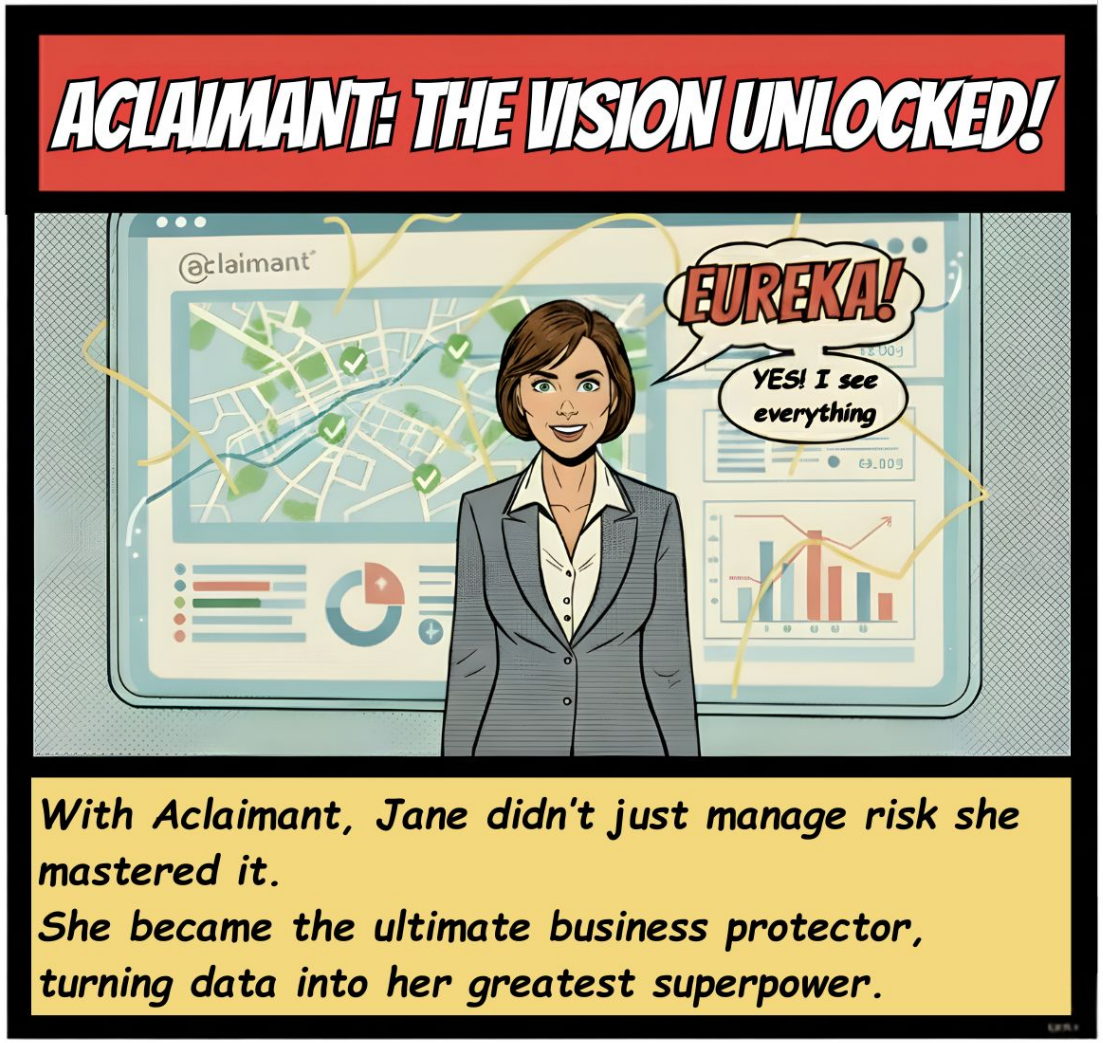
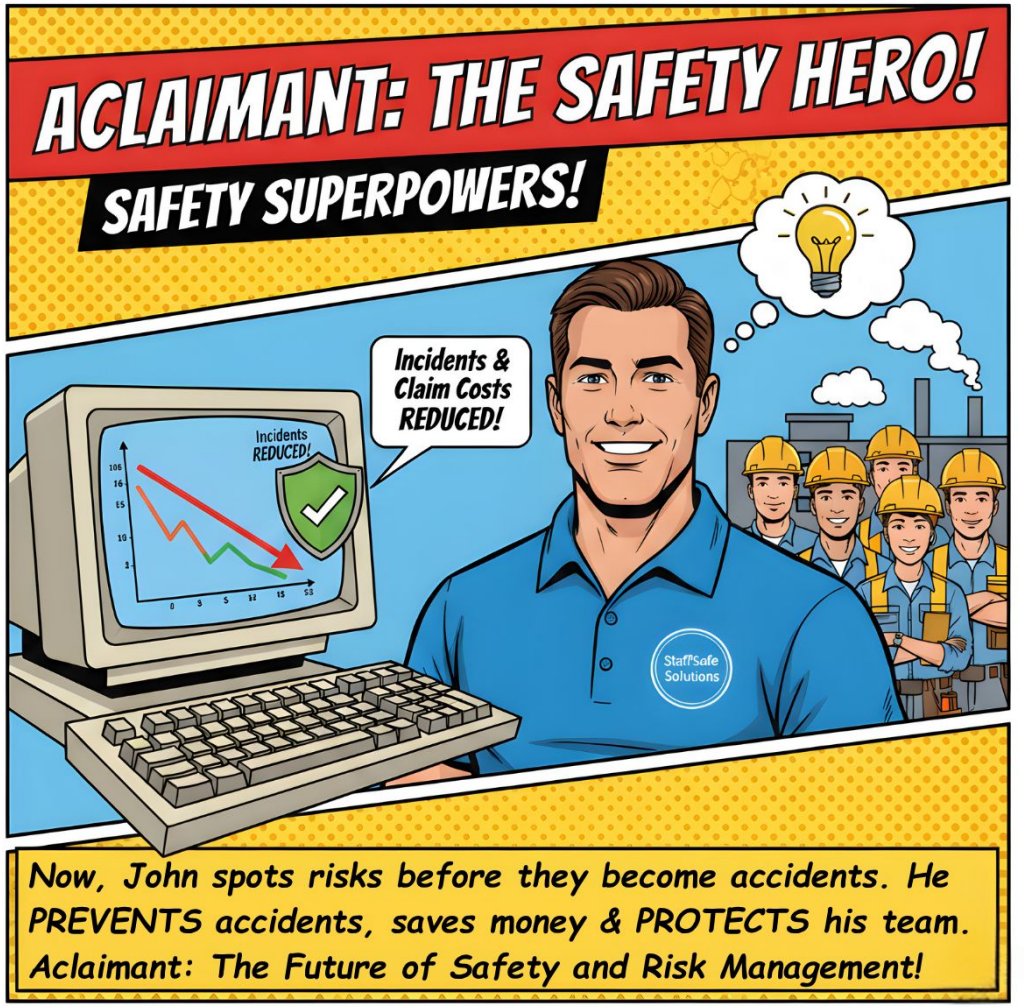
# Wrap Up - Benefits to Risk Managers



# Thank you for attending

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