

Bringing
Individuality
To Light

VoyagerAnalytics™

AI-Driven In-Depth Analysis Platform –
Pricing Proposal
June 2020



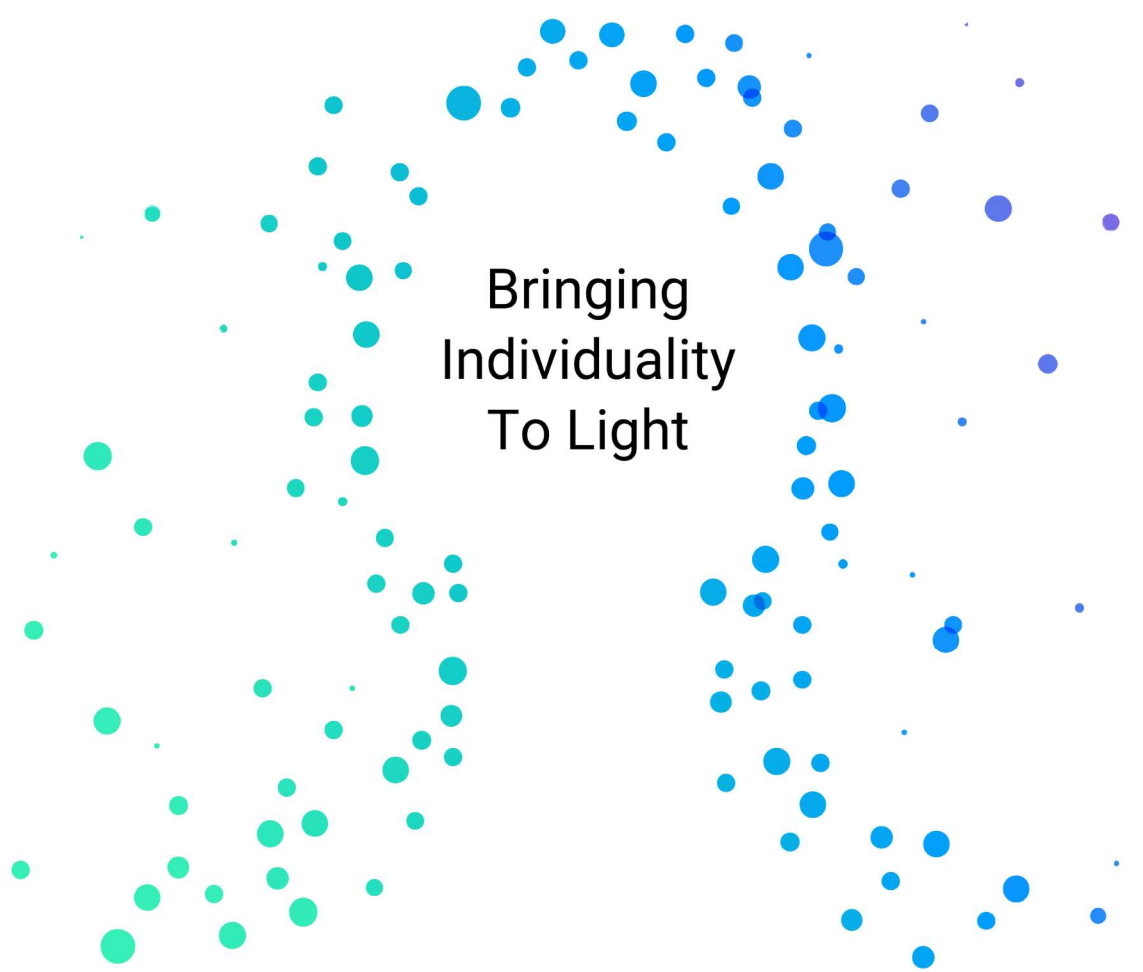


Pricing Table:

Full Retail Pricelist			1 Year Contract	3 Year Contract
Item	Description	Cost	35% Discount	50% Discount
VA	VoyagerAnalytics software annual license, enabling collection and analysis of publicly available data from social media, open and dark web. License includes 13,250 annual queries (up to 50 queries per day) and Genesis license (parsing social media warrants) with capacity of 150 files per month (5G files)	705,000	\$	\$ 394,800
PF	Profile Finder enables target/lead acquisition by identifying relevant social media URLs. License includes 18,250 annual queries (and up to 50 queries per day)	54,750	\$	\$ 30,660
Users	25 User licenses (unique password/concurrent usage)	50,000	\$	\$ 28,000
Active Persona		\$ 17,400	\$ -	\$ -
Group TNT		\$ 11,600	\$ -	\$ -
Updates/Alerts		\$ 29,000	\$ -	\$ -
Media Storage		\$ 11,600	\$ -	\$ -
	Total	879,350	\$	\$ 453,460

Notes:

1. The 3-year contract represents total savings of \$1,277,670 during the contract period
2. \$80,782 (3-year annual total) of reseller administrative fees removed from previous proposal
3. Voyager Labs will enable data migration from system that was used during the 4-month trial at no additional cost
4. Voyager Labs will provide 20 days of professional services (\$30,000) at no additional cost if agreement is signed by 8.30.2020. Services include additional requested training and/or intelligence analysts' consultation services
5. All premium features were included at no additional cost
6. Deployment includes 2 days of standard training
7. Above pricing is for a cloud-based system
8. The above pricing proposal is subject to Voyager Labs' standard Terms & Conditions, available upon request
9. Prices are in US Dollar. Payment terms are Net 30 after invoicing
10. Above pricing valid for a direct acquisition by LAPD. If purchase is done through a 3rd party, pricing may increase



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October 2020





New "Intro" Package for LAPD - \$215,619 (1 Year agreement)

5 users from the following groups (1 user per group):

- RHD – Robbery Homicide Division
- Major Crimes
- South Bureau Homicide
- DOC Operations
- Media Relations

VoyagerAnalytics Software

- Voyager Analytics version 5.X (**most current version**)
- Queries Per Day (QPD) - up to 20 Queries Per Day (7300 Annual Queries)
- Profile Finder – 25 Queries Per Day (9125 Annual Queries)
- Analyst Seats – up to 5 seats (named users)
- Deep and Dark Web now included
- Other Premier added: Media Storage, Active Persona, Group TNT, Updates/Alerts
- Standard Support and Maintenance

Voyager Genesis Software

- 10 - total warrants per month (2 parallel servers)

~1 Free month (\$17,968 in savings) will be added, if signed by 12/31/2020

~ All pricing valid until 12/31/2020

Notes:

1. Voyager Labs will enable data migration from system that was used during the 4-month trial at no additional cost
2. Voyager Labs will provide 5 days of professional services (\$7,500) at no additional cost if agreement is signed by 12.31.2020. Services include additional requested training and/or intelligence analysts' consultation services
3. All premium features were included at no additional cost and Deep & Dark Web was added to department request
4. Deployment includes 2 days of standard training
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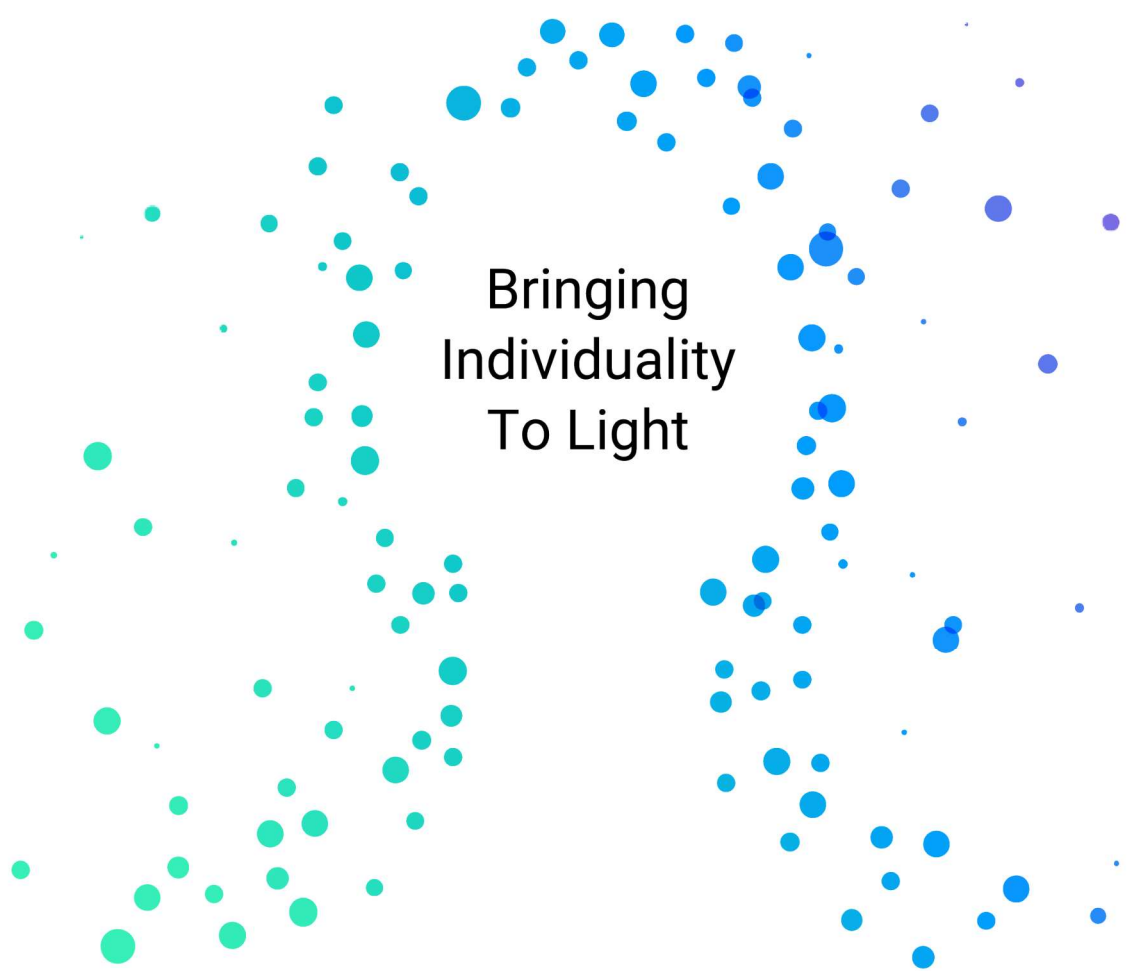


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AI-Driven In-Depth Analysis Platform –
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November 2020





New "Intro" Package for LAPD - \$215,619 (1 Year agreement)

5 users from the following groups (1 user per group):

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- Major Crimes
- South Bureau Homicide
- DOC Operations
- Media Relations

VoyagerAnalytics Software

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- Profile Finder – 25 Queries Per Day (9125 Annual Queries)
- Analyst Seats – up to 5 seats (named users)
- Deep and Dark Web now included
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8. Above pricing valid for a direct acquisition by LAPD. If purchase is done through a 3rd party, pricing may increase
9. Voyager Labs will allow 50% of the queries to be pooled for the first 6 months;
Distribution of the remaining queries to be resolved between both parties during 6th month

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GOVERNMENT - PRICE QUOTATION



Carahsoft Technology Corp



11493 SUNSET HILLS ROAD | SUITE 100 | RESTON, VIRGINIA 20190
 PHONE (703) 871-8500 | FAX (703) 871-8505 | TOLL FREE (888) 66CARAH
 WWW.CARASOFT.COM | SALES@CARASOFT.COM

TO: Arnold Suzukamo
 SSA II
 LAPD
 100 W. First Street
 Los Angeles, CA 90012 USA

FROM: Matthew Kern
 Carahsoft Technology Corp.
 11493 Sunset Hills Road
 Suite 100
 Reston, Virginia 20190

EMAIL: N1103@lapd.online

EMAIL: Matthew.Kern@carahsoft.com

PHONE: [REDACTED]

PHONE: [REDACTED] **FAX:** (703) 871-8505

TERMS: GSA Schedule No: GS-35F-0119Y
 Term: December 20, 2011 - December 19, 2021
 FTIN: 52-2189693
 Shipping Point: FOB Destination
 Credit Cards: VISA/MasterCard/AMEX
 Remit To: Same as Above
 Payment Terms: Net 30 (On Approved Credit)
 Cage Code: 1P3C5
 DUNS No: 088365767
 Business Size: Other than Small
 Sales Tax May Apply

QUOTE NO: 24513774
QUOTE DATE: 11/17/2020
QUOTE EXPIRES: 11/30/2020
RFQ NO:
SHIPPING: GROUND
TOTAL PRICE: \$203,318.64

TOTAL QUOTE: \$203,318.64

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GOVERNMENT - PRICE QUOTATION

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LINE NO.	PART NO.	DESCRIPTION	-	QUOTE PRICE	QTY	EXTENDED PRICE
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- Voyager Analytics Version 5.X (most current version)
- Up to 12 Queries Per Day(QPD) (4380 Annual Queries)
- 15 Profile Finder Queries Per Day (████ Annual Queries)
- Up to 3 analyst seats (named users)
- Deep/Dark Web included
- Media storage, active persona, group TNT, updates/alerts
- Standard support and maintenance
- 10 total warrants on Genesis per month (2 parallel servers)

- Deployment Includes 2 days of standard training
- Voyager Labs will allow 50% of the queries to be pooled for the first 6 months; Distribution of the remaining queries to be resolved between both parties during 6th month

Any organization who wishes to resell Voyager Analytics products to a third party must agree to the third party reseller terms found at www.carahsoft.com/reseller/voyageranalytics<<http://www.carahsoft.com/reseller/voyageranalytics>>

All customers and resellers who purchase Voyager Analytics for internal usage must agree to the end user license agreement found at http://www.carahsoft.com/application/files/8914/7455/8605/Voyager_Analytics_CSA_vetted_and_approved.pdf. End user agencies/organizations may print and sign the EULA or they may include similar language to the below statement on their purchase order to Carahsoft. All resellers will need to provide proof that the aforementioned terms have been agreed to by the end user.



8. Above pricing valid for a direct acquisition by LAPD. If purchase is done through a 3rd party, pricing may increase
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GOVERNMENT - PRICE QUOTATION



Carahsoft Technology Corp



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TO: Arnold Suzukamo
 SSA II
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 100 W. First Street
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FROM: Matthew Kern
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 11493 Sunset Hills Road
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 Payment Terms: Net 30 (On Approved Credit)
 Cage Code: 1P3C5
 DUNS No: 088365767
 Business Size: Other than Small
 Sales Tax May Apply

QUOTE NO: 24512445
QUOTE DATE: 11/17/2020
QUOTE EXPIRES: 12/31/2020
RFQ NO:
SHIPPING: GROUND
TOTAL PRICE: \$226,371.65

TOTAL QUOTE: \$226,371.65

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GOVERNMENT - PRICE QUOTATION

Carahsoft Technology Corp



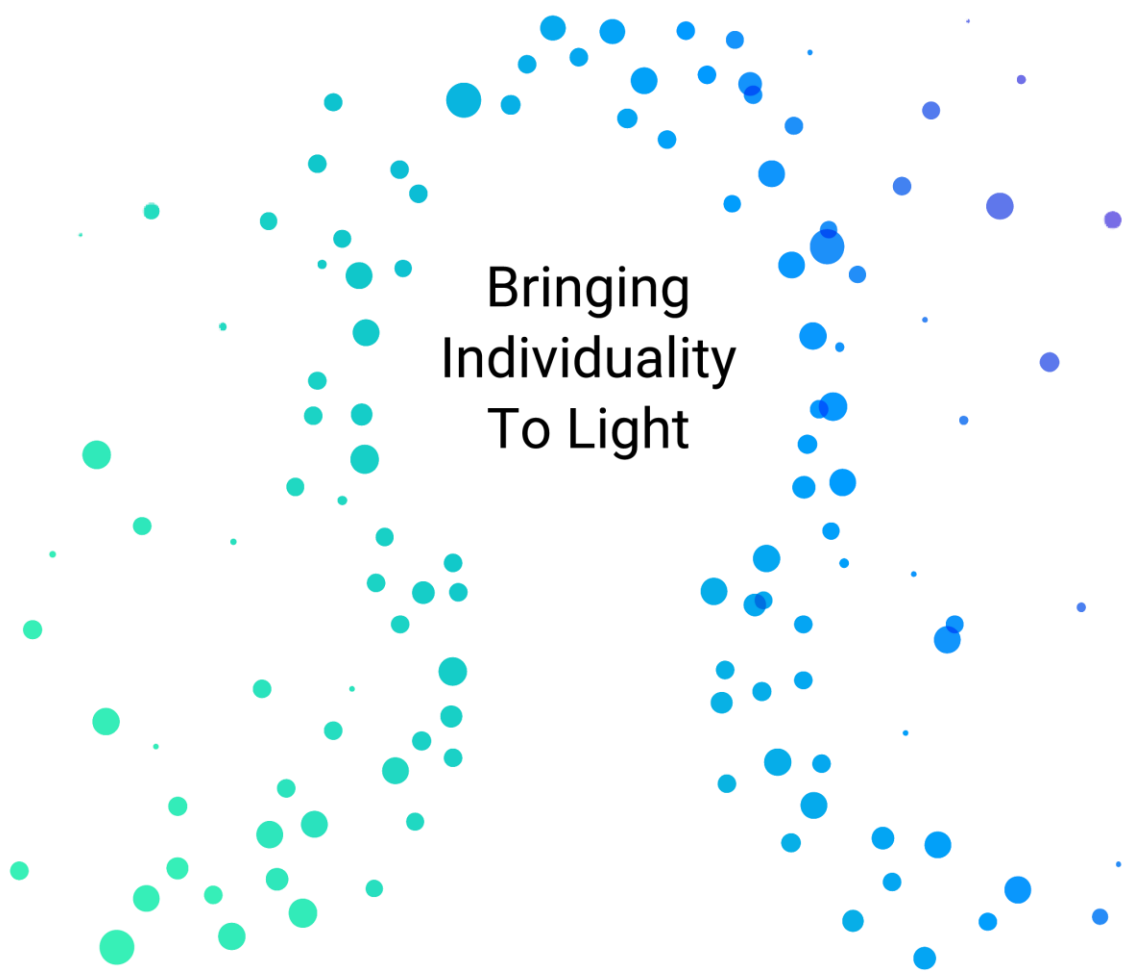
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