VoyagerAnalytics™

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

<table>
<thead>
<tr>
<th>Item</th>
<th>Description</th>
<th>Full Retail Pricelist</th>
<th>1 Year Contract</th>
<th>3 Year Contract</th>
</tr>
</thead>
<tbody>
<tr>
<td>VoyagerAnalytics</td>
<td>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)</td>
<td>705,000</td>
<td>$394,800</td>
<td></td>
</tr>
<tr>
<td>Profile Finder</td>
<td>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)</td>
<td>54,750</td>
<td>$30,660</td>
<td></td>
</tr>
<tr>
<td>Users</td>
<td>25 User licenses (unique password/concurrent usage)</td>
<td>50,000</td>
<td>$28,000</td>
<td></td>
</tr>
<tr>
<td>Active Persona</td>
<td>$17,400</td>
<td>$11,600</td>
<td>$6,800</td>
<td>$4,100</td>
</tr>
<tr>
<td>Group TNT</td>
<td>$17,400</td>
<td>$11,600</td>
<td>$6,800</td>
<td>$4,100</td>
</tr>
<tr>
<td>Updates/Alerts</td>
<td>$29,000</td>
<td>$19,350</td>
<td>$12,900</td>
<td>$8,580</td>
</tr>
<tr>
<td>Media Storage</td>
<td>$11,600</td>
<td>$7,720</td>
<td>$5,140</td>
<td>$3,190</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>879,350</strong></td>
<td><strong>518,800</strong></td>
<td><strong>453,460</strong></td>
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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
Bringing Individuality To Light

VoyagerAnalytics™

AI-Driven In-Depth Analysis Platform – Pricing Proposal

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

Voyager Analytics 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
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November 2020
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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.
# 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.CARAHSOFT.COM | SALES@CARAHSOFT.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  
**PHONE:**  
**EMAIL:** Matthew.Kern@carahsoft.com  
**PHONE:** FAX: (703) 871-8505

---

**TERMS:**  
GSA Schedule No: GS-35F-0119Y  
Term: December 20, 2011 - December 19, 2021  
FTIN: 52-2199693  
Shipping Point: FOB Destination  
Credit Cards: VISA/MasterCard/AMEX  
Remit To: Same as Above  
Payment Terms: Net 30 (On Approved Credit)  
Cage Code: 1P3C6  
DUNS No: 089365767  
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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<table>
<thead>
<tr>
<th>LINE NO.</th>
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<tbody>
<tr>
<td>1</td>
<td>314-22</td>
<td>Voyager Analytics software-as-a-service (on a dedicated system) product v 3.8, provides the capability of gathering and analysing social data, based on Voyager Analytics standard 5 sources. Up to 400 Data Units per day, up to 5 Analyst seats, annual suite</td>
<td></td>
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<td></td>
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<td>&quot;PLEASE SEE ADDENDUM NOTES AT THE BOTTOM OF THE QUOTE FOR UPDATED PART DESCRIPTION.&quot;</td>
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<td>Voyager Analytics Inc - 22</td>
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<td>· Up to 12 Queries Per Day (QPD) (4380 Annual Queries)</td>
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<td>· 15 Profile Finder Queries Per Day (___ Annual Queries)</td>
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<td></td>
<td></td>
<td>· Up to 3 analyst seats (named users)</td>
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- 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](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.
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Cage Code: 1P3C5  
DUNS No: 083657671  
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

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**CONFIDENTIAL**  
**PAGE 1 of 2**  
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