



**Oct. 14, 2020**

**Officer [REDACTED]**

**100 W 1st St**

**Los Angeles, CA 90012**

Dear Officer [REDACTED]

Please accept this letter as affirmation of Voyager Labs as an authorized and Sole Proprietor provider of the Voyager Labs suite of products intended for purchase by Los Angeles Police Department.

1. Voyager's unique collection methods enable traceless collection from social media networks, are independent of these networks and allow the reconstruction of closed profiles based on publicly available information.
  - a. Collection is conducted anonymously, using multiple proxies from different locations and multiple vendors, so that the collection process cannot be associated with clients' servers by any 3rd party or by the social network itself.
  - b. Sources include all major social media platforms, including lesser-known ones such as VK and Telegram.
  - c. Initial data collection is agnostic to languages and can be conducted in any language. The platform provides the analyst with translation capabilities for more than 100 languages.
2. The VoyagerAnalytics in-depth analysis platform enables users to uncover previously unattainable insights. These insights, unparalleled in the market, are fully automated and based on Voyager Labs' proprietary AI algorithms, data storage and indexing methodology. Users uncover insights at a depth impossible to replicate on the open web or using other tools. These include:
  - a. Relationship strength, type and essence, including 2<sup>nd</sup> & 3<sup>rd</sup> degree relationships between accounts or groups of accounts. This analysis unearths previously unknown middlemen or instances of potentially improper association.

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- b. Detection of links between an individual and prior database searches. These links enable the analyst to uncover hidden intermediaries, who often become persons of interest in an investigation.
  - c. Conducting group analysis on any required target group and discovering the core group members.
  - d. Clustering connections according to common criteria, e.g., connections from the same hometown, connections who attended the same school.
  - e. Identifying fictitious accounts and correlating them with actual accounts.
3. Voyager Labs' Voyager Discovery technology for topic analysis enriches VoyagerAnalytics data by unearthing content ideologically tied to a specific topic and revealing highly specific, often previously unknown entities behind this content. The technology's understanding of ideological affiliation, personal involvement, and objectivity surrounding a topic provide insights unmatched by any other platform.
4. Voyager Labs' Genesis technology parses social media search warrant PDF returns in minutes, exponentially condensing the time needed to analyze documents which are often thousands of pages. Our ability to seamlessly synthesize this parsed data with existing data in the VoyagerAnalytics platform produces results that are without peer in the market. In numerous cases, its effectiveness has prompted our clients to request additional PDF warrant returns from social media providers.
5. The inter-compatibility of these data analysis, image processing and NLU technologies empowers customers to achieve significant investigative gains and time savings. The platforms can be used collectively. No other company offers these unique capabilities to provide a cohesive intelligence perspective.

Please feel free to contact me directly if I can be of assistance in any matter. I can be reached at [REDACTED] at your convenience.

Warm regards,

Scott McAndrews

*Scott McAndrews*

DIRECTOR OF SALES

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