

**To:** Montagna, Carolyn (MPD)[carolyn.montagna@dc.gov]; [REDACTED] (MPD) [REDACTED]@dc.gov; [REDACTED] (MPD)[REDACTED]@dc.gov; Parsons, Leslie (MPD)[leslie.parsons@dc.gov]  
**Cc:** Clow, David (OCTO)[david.clow@dc.gov]; [REDACTED] (MPD)[kaylin.castelli@dc.gov]; Sternbeck, Dustin (MPD)[dustin.sternbeck@dc.gov]  
**From:** [REDACTED] (MPD)[/O=EXCHANGELABS/OU=EXCHANGE ADMINISTRATIVE GROUP (FYDIBOHF23SPDLT)/CN=RECIPIENTS/CN=123443503B8B4C3E8156D2CB4CC5F093-[REDACTED]]  
**Sent:** Wed 9/11/2019 2:24:17 PM (UTC)  
**Subject:** RE: Status of Voyager Analytics, Inc.'s Social Media Proposal

Looping in Commander Parsons. Voyager came a few months ago and did a demo for us. I believe they sent the price proposal to Behyar.

[REDACTED]  
Lieutenant, Intelligence Branch  
Homeland Security Bureau  
D.C. Metropolitan Police Department  
Cell: (202) [REDACTED]  
Email: [REDACTED]@dc.gov  
"We are here to help"

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**From:** Montagna, Carolyn (MPD)  
**Sent:** Wednesday, September 11, 2019 9:28 AM  
**To:** [REDACTED] (MPD) <[REDACTED]@dc.gov>; [REDACTED] (MPD) [REDACTED]@dc.gov  
**Cc:** Clow, David (OCTO) <david.clow@dc.gov>; [REDACTED] (MPD) <[REDACTED]@dc.gov>; Sternbeck, Dustin (MPD) <dustin.sternbeck@dc.gov>; [REDACTED] (MPD) [REDACTED]  
**Subject:** Re: Status of Voyager Analytics, Inc.'s Social Media Proposal

Good afternoon,  
I don't believe I had the newest price proposals as Behyar and Marty were taking lead from the IT side. However, the first time they gave us a proposal (back in 2017 or so), the licenses were \$30,000 each. At that time, we had put in a request for 3 licenses, which was not approved due to the pricing. While the product is great, I think it's extremely pricy. I'd like to see how other agencies are using it before we invest in it.

Best,  
Carolyn  
**Carolyn M. Montagna**

Acting Director  
Joint Strategic & Tactical Analysis Command Center  
Homeland Security Bureau  
Metropolitan Police Department  
Cell: [REDACTED]

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**From:** [REDACTED] (MPD) <[REDACTED]@dc.gov>  
**Sent:** Wednesday, September 11, 2019 8:58 AM  
**To:** [REDACTED] (MPD) <[REDACTED]@dc.gov>  
**Cc:** Clow, David (OCTO) <david.clow@dc.gov>; [REDACTED] (MPD) <[REDACTED]@dc.gov>; Sternbeck, Dustin (MPD) <dustin.sternbeck@dc.gov>; Montagna, Carolyn (MPD) <carolyn.montagna@dc.gov>  
**Subject:** Re: Status of Voyager Analytics, Inc.'s Social Media Proposal

Hi Gustavo - Carolyn Montagna, JSTACC Director is a main point person for this. Looping her in on this email.  
Thank you!  
Heidi

Sent from my iPhone  
On Sep 11, 2019, at 8:56 AM, [REDACTED] (MPD) <[REDACTED]@dc.gov> wrote:

Hi all,  
I'm not aware of this proposal but adding the Office of Communications and EOCOP folks in case they have.  
Thank you,  
[REDACTED]

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**From:** Clow, David (OCTO) <david.clow@dc.gov>  
**Sent:** Tuesday, September 10, 2019 9:36 AM  
**To:** MPDOCIO.ITManagement (MPD) <MPDOCIO.ITManagement@dc.gov>  
**Subject:** Status of Voyager Analytics, Inc.'s Social Media Proposal  
Team,

Anyone familiar with this proposal?

Thank you,  
David Clow  
Acting CIO - MPD  
Associate CTO - OCTO/DCNET  
Government of the District of Columbia  
Desk/Mobile: 202-715-3823  
[david.clow@dc.gov](mailto:david.clow@dc.gov)

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**From:** Hendrik van der Meulen <[hendrik@voyagerlabs.co](mailto:hendrik@voyagerlabs.co)>  
**Sent:** Monday, September 9, 2019 6:05 PM  
**To:** Johnson, Tige (OCTO) <[tige.johnson@dc.gov](mailto:tige.johnson@dc.gov)>  
**Cc:** Amit Gavish ([amitg@voyagerlabs.co](mailto:amitg@voyagerlabs.co)) <[amitg@voyagerlabs.co](mailto:amitg@voyagerlabs.co)>; Lofton, Henry Jr (OCTO) <[henry.lofton@dc.gov](mailto:henry.lofton@dc.gov)>; Clow, David (OCTO) <[david.clow@dc.gov](mailto:david.clow@dc.gov)>  
**Subject:** Past correspondence - Status of Voyager Analytics, Inc.'s Social Media Proposal

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Greetings, Mr. Johnson - Please see the background of e-mails below.

Per my previous e-mail, please advise if you would like me to update our demonstration of capabilities and pricing proposal. Our current clients include some of the most prominent police departments and district attorney offices in the US, as well as state government and federal government clients, which I can brief you about at your convenience.

With my best regards, Hendrik

Best Regards,

<image001.png>

**Hendrik van der Meulen**  
**Industry Executive - Public Sector**  
M: 571-499-9117  
O: 703-621-9001  
[hendrik@voyagerlabs.co](mailto:hendrik@voyagerlabs.co)  
[www.voyagerlabs.co](http://www.voyagerlabs.co)

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Begin forwarded message:

**From:** Hendrik van der Meulen <[hendrik@voyagerlabs.co](mailto:hendrik@voyagerlabs.co)>

DC\_2022-CA-000922 B-00746622

**Subject: Status of Voyager Social Media Proposal**

**Date:** July 25, 2019 at 8:07:50 AM EDT

**To:** [REDACTED] (MPD)" <[REDACTED]@dc.gov>

**Cc:** "Ghahramani, Behyar (MPD)" <behyar.ghahramani@dc.gov>

Dear Mr. [REDACTED] - Please advise if you need any additional or new information from Voyager Labs about our proposal and pricing for Voyager Analytics social media software.

I would like to confirm that our proposal is still being considered, and to learn any estimates of timing for a decision.

I stand by to answer any questions and provide any additional information you might need.

With my best regards, Hendrik

Best Regards,

<image001.png>

**Hendrik van der Meulen**  
**Industry Executive - Public Sector**

M: 571-499-9117

O: 703-621-9001

[hendrik@voyagerlabs.co](mailto:hendrik@voyagerlabs.co)

[www.voyagerlabs.co](http://www.voyagerlabs.co)

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On Feb 4, 2019, at 5:19 PM, [REDACTED] (MPD) <[REDACTED]@dc.gov> wrote:

All:

There will be a roughly 20-25 users to start with. Obviously some power users, but will leave for you to determine how many of each, based on your experience.

For the gang unit, they will probably do a 1000 initial collections and then several a week.

For the other units we are estimating approximately 50 collections a week or 200 collections a month.

Please do not hesitate to contact me directly if you have any further questions/comments.

Thank you,

[REDACTED]

Enterprise Data Officer

Information Technology Bureau

Metropolitan Police Department (MPD)

300 Indiana Ave NW, Suite# 4058, Washington, DC 20001

[REDACTED]@dc.gov | 202 [REDACTED] | Mobile: 202 [REDACTED]

<image001.png>

"We are here to help."

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**From:** Ghahramani, Behyar (MPD)

**Sent:** Monday, February 04, 2019 3:13 PM

**To:** [REDACTED] (MPD) <[REDACTED]@dc.gov>

**Cc:** Scott Arthur <scott@voyagerlabs.co>; Hendrik van der Meulen <hendrik@voyagerlabs.co>; Fred Baradari <fred@voyagerlabs.co>

**Subject:** RE: estimate

Marty,

Can you provide a guesstimate number for the analysts, users (consumers), etc.?

Thanks,

**Behyar Ghahramani**

Executive Director, Chief Information Officer & CJIS Systems Officer (CSO)

Information Technology Bureau

Metropolitan Police Department (MPD)

☎ Office: 202-727-8599

<image001.png> **We are here to help.**

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**From:** Fred Baradari [<mailto:fred@voyagerlabs.co>]

**Sent:** Monday, February 04, 2019 2:25 PM

**To:** Ghahramani, Behyar (MPD) <[Behyar.Ghahramani@dc.gov](mailto:Behyar.Ghahramani@dc.gov)>

**Cc:** Scott Arthur <[scott@voyagerlabs.co](mailto:scott@voyagerlabs.co)>; Hendrik van der Meulen

<[hendrik@voyagerlabs.co](mailto:hendrik@voyagerlabs.co)>

**Subject:** Re: estimate

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Behyar,

I will be happy to provide you what you need.....How many analysts all together will be using the system across different investigative units? I can estimate the ratio between "Power users" and "analysts" but it will be helpful to see what population I am looking at. Furthermore, do you have a feel for how many collections per month (to start with) you are considering?

It would be best to "ramp up" into the collection and analysis based on our experience and do the "change management", one department (or group) at a time to get people (analysts) on board. The typical group to start is probably the group with the highest number of cases that need to be solved quickly (e.g. criminal investigations perhaps, or gang violence group).....I don't know if all the investigators are lumped into one group or each group will have their own budget and investigators.....That is why I suggested to have a discovery day and discuss all the relevant issues.

Do you think we can have a conference call sometimes tomorrow around noon time to get a lay of the land as far as roll-out plans, number of analysts, etc. is concerned so we can hit your target estimates better? If you don't think you can assemble that level of granularity, that is fine, and we can work around it by just providing some pricing based on collection volume and let you figure out how to land on a number that makes sense.

What I want to avoid is to "pigeon hole" the pricing based on just assumptions but that will give you some ROM estimates if that is what you are driving toward. Please advise.

Best Regards,

<image002.png>

**Fred Baradari**

**Vice President - Federal**

**O:** +1 703-587-4000

[fred@voyagerlabs.co](mailto:fred@voyagerlabs.co)

[www.voyagerlabs.co](http://www.voyagerlabs.co)

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**From:** "Ghahramani, Behyar (MPD)" <[Behyar.Ghahramani@dc.gov](mailto:Behyar.Ghahramani@dc.gov)>

**Date:** Monday, February 4, 2019 at 1:44 PM

**To:** Fred Baradari <[fred@voyagerlabs.co](mailto:fred@voyagerlabs.co)>

**Cc:** Scott Arthur <[scott@voyagerlabs.co](mailto:scott@voyagerlabs.co)>

**Subject:** estimate

Hi Fred,

I need pricing detail to insert into our grant funding request/application.

1- Based on your experience, please give us an high estimate of number of a) power users (analysts) and b)office users (consumer of data), or any other variation your products offer.

2- Please provide estimates of the cost for each user.

I need this information as soon as possible please.

Thanks,

**Behyar Ghahramani**

Executive Director, Chief Information Officer & CJIS Systems Officer (CSO)

Information Technology Bureau

Metropolitan Police Department (MPD)

300 Indiana Ave NW, Suite# 4152, Washington, DC 20001

✉ [Behyar.Ghahramani@DC.Gov](mailto:Behyar.Ghahramani@DC.Gov) 📞 Office: 202-727-8599

<image003.png> **We are here to help.**