

May 13, 2024

To Whom It May Concern:

Chainalysis Inc., and its subsidiaries, provide commercial services in the form of Software-as-a-Service (SaaS) and related services, to a wide-range of commercial and government customers. In 2022, Chainalysis Government Solutions, LLC (“CGS”) was created as a wholly owned subsidiary focused on U.S. Federal, State, and Local law enforcement and intelligence customers. Through the world’s most accurate and comprehensive cryptocurrency analytics tools and dataset, and broad advisory, investigative, and data analytics services, Chainalysis Inc. and CGS (collectively, “Chainalysis”) provide numerous unique offerings that enable effective investigations related to blockchain technology and the financial aspects of criminal activity.

Chainalysis, and in some instances its authorized resellers, are the only authorized providers of these unique capabilities, which include:

- (1) **Crypto Investigations** – Browser-based solutions that examine criminal activity by connecting cryptocurrency transactions to real-world entities, such as the movement of stolen or illicit funds. Crypto Investigations is currently available as SaaS, a FedRAMP In Process SaaS offering, and in limited cases, an on-premises offering. Chainalysis is the first and only blockchain analytics provider to obtain a FedRAMP In Process designation, allowing its customers to gain mission-critical intelligence and take action against crypto-related threats in a FedRAMP authorized cloud environment.
- (2) **Data Subscriptions** – Data subscriptions give customers the extensive data and intelligence that power Chainalysis’ solutions with over a billion blockchain addresses mapped to real-world entities including, individuals, companies, darknet markets, scams, ransomware, etc.
- (3) **Professional and Advisory Services** – Chainalysis employs the world’s foremost experts in cryptocurrency and complex illicit financial and cyber investigations and intelligence gathering. Using proprietary analytics tools and datasets, open-source intelligence, and other financial intelligence and technology solutions, Chainalysis both augments existing organizational capabilities and provides full-service investigative, analytics, and related mission support.
- (4) **Training Services** – Courses and certifications designed to help investigators, compliance officers, analysts, regulators, and others learn about blockchain, cryptocurrency, and more, as well as how our unique offerings can be used to accelerate effective investigations.

Chainalysis also has unique transaction-level tracing capabilities related to rapidly growing crypto sectors such as DeFi and NFTs, where criminal activity has increased substantially in recent years. Because of those increases, ensuring investigators have access to these capabilities is critical to successful investigations, allowing investigators to visualize smart contract transactions and simplify complex actions like chain hopping that bad actors frequently use to avoid detection. Chainalysis’ services are also accessible in the field through a mobile-friendly interface that allows for collecting crypto artifacts from the precinct to the crime

scene.

The underpinning of Chainalysis' unique offerings is its vast dataset, which includes over:

- 1 billion wallet addresses mapped to more than 65,000 unique real world entities;
- \$11+ billion USD recovered by law enforcement using Chainalysis solutions;
- \$12 billion USD in direct illicit flows detected out of \$12 trillion USD in flows through transaction monitoring over the last 2 years; and
- More than 44 million mixer addresses clustered

Unlike other companies, Chainalysis makes attributions based on empirical and observable evidence that is human-verified by its internal Global Intelligence Team. Any attribution that does not meet Chainalysis' strict confidence and accuracy standards is not included in Chainalysis' data. This stringent approach to collecting and analyzing data is the foundation of Chainalysis' unique technical capabilities, including its unmatched geolocation information and ability to trace cryptocurrency through advanced obfuscation attempts, and has resulted in Chainalysis being the only blockchain analysis company whose data, tools, and testimony have [withstood a Daubert challenge in court](#). That ruling affirmed the reliability and admissibility of Chainalysis' blockchain analytics and expertise for use in legal proceedings, and is a highly persuasive authority for the admission of Chainalysis' blockchain analytics and expertise in future cases.

These unique offerings and capabilities allow for government customers to procure Chainalysis' services relying on competition exceptions where our unmatched data quality and depth is required to meet the government's needs. Further, where access to source code or Chainalysis' Engineering and/or Product Teams may be important to a government customer's needs, a sole source justification may be used to procure Chainalysis services, as resellers do not have access to such resources. This means Chainalysis alone has a unique ability to provide updates and other maintenance and support directly tailored to address customer needs. In addition, only direct contracts with Chainalysis guarantee access to our in-house support team as first tier support, which can enable the faster resolution of issues. Finally, similar justifications may also be used to procure Chainalysis professional and advisory services and training, as the exclusive capabilities and access described above also underpin those services—making Chainalysis the sole provider of those capabilities.

Should you have any questions about Chainalysis offerings, or its unique capabilities, please do not hesitate to contact your Account Executive or sales@chainalysis.com.

Sincerely,

DocuSigned by:

Tyler Davidson

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Tyler Davidson

Associate General Counsel
Chainalysis Government Solutions, LLC