

Sat 2/8/2025 9:28 AM PT

To: ICE + SDW

From: Crystal Ball

CC: DL-InformationSecurity&PrivacyTeams

Subject: Combining forces

Hello Team: I am now the interim Chief Technology Officer (CTO) here at ICE + SDW. It was good to meet some of you at the World Economic Forum in Davos. I don't know about you, but I'm sure glad I packed extra clothing!

As you know, we heard such great things about what Strictly Dark Web is doing that we decided to buy the whole company. We believe there are potential synergies with our ICE technology, especially in the fraud space. In general, as with all online companies, we've seen a significant uptick over the past year in the number of bots and fraudulent accounts created, along with growing use of deepfakes. Even our own legal department has been advised by law enforcement that there is "chatter" on the dark web about our SDK data.

Over the next few days, please continue to brainstorm new services/products we might offer - now that we can leverage our combined resources. We would also like you to explore where there may be potential market overlap and opportunities to optimize for any common customers we may have. Please ensure that SDW customer lists and profiles are shared with ICE product owners.

Of course, you will agree that data security, privacy, and user trust and safety are top priorities.

I've heard that, in addition to fraud and deep web monitoring, SDW has been developing new identity services - is that correct? This could be a great combo with our hardware, as we will maintain rich user profiles and data regarding lifestyle preferences, interests, and even propensity to make a purchase! Please let me know anything you need to get our business/product leaders, engineers, and lawyers collaborating on this (perhaps there's a product opportunity here too).

Should establish a data sharing agreement so we can collaborate to maximize our ROI and minimize our risk? Let's also discuss how our products and services might be valuable in combination with SDW's.

We'd like to explore what partnership or integration opportunities you would consider and are specifically looking to better understand:

1. what data products you intend to offer,
2. how the data will be provided to us;
3. what services/reports will be available to us;
4. where will the data, and reports/services be hosted;
5. what is the authenticity of the data, how often is your data refreshed;
6. what is your process to keep the data updated and relevant;
7. how do we integrate with your services;
8. what consents or notifications do we need from our users to utilize your services.

Incidentally, I chatted with one of our customers that has used both our ICE and SDW solutions. Here is some of their feedback about SDW:

We need to make more informed real-time decisions during user onboarding, and payments processing, based on credible evidence. With our current risk rules and tools we tend to catch the fraudulent account only after funds have exited our system. In addition, we have already invested in various types of threat intelligence and are using multiple services, along with using public intelligence which we've determined to be quite stale. While we could monitor the deep web ourselves, we do not currently have the resources to build the necessary precautions and protections in place to investigate such risky sites. We believe SDW can help us manage this risk and save cost."

Based on our new customer acquisitions and anticipated need for fraud and identity services, we are looking to clarify our go forward product strategies by March 16, 2025. I would like you to provide time and cost estimates. Our company currently has 1 million users and the daily rate of new users onboarding with is ~5000.

I would appreciate if you share more details about your products and services, and how you think we can leverage these. We are also keen to begin using products that rely on GenAI, LLMs, and RAG. Could you let me know if / how your products may employ any AI machine learning functionality? Anything with AI or ChatGPT in the title, we are interested to get on board! We would love to have a meeting to discuss this with your team in the next week. Please let us know if you would be able to meet, so that we can coordinate the Zoom logistics.

Look forward to working with your team.

Sincerely,

Crystal Ball
Chief Technology Officer
ICE + SDW

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