



September 7, 2018

To: University of Mississippi Medical Center
2500 North State Street
Jackson, Mississippi 39202
United States

RE: Sole Source Letter

This letter is to confirm that we are the sole source provider of Video Capture and Video Content Management ("Panopto's Software") for your institution. Panopto, Inc. is the original and sole manufacturer of the Panopto's Software and holds all rights to its licensing, maintenance and technical support. While Panopto, Inc. avails itself of various distribution channels to reach its customers worldwide, Panopto, Inc. reserves certain markets for itself and has sole control over the licensing of its products.

Panopto is a leading provider of software that allows academic institutions to create, manage, and distribute searchable multimedia. Universities can use Panopto's Software to record lectures, presentations, training programs and simulations from one or many recording devices such as computers (Windows and Mac) and iOS devices.

In addition, Panopto is the only company whose software creates searchable multimedia from scratch, with the ability to record multiple video streams from a single laptop, or across a distributed network of computers and mobile devices. Panopto's Software is unique in its use of multimedia search – allowing viewers to find any specific word spoken or on screen within any recorded presentation or lecture.

Panopto recordings stored within the VCMS can be delivered to classrooms, across campus, and off campus via live broadcast or an archived on-demand recording. Viewers can watch Panopto recordings on-demand from a computer, iOS device, tablet, or smartphone. Panopto recordings can be captioned in-house or by a third party. The Panopto Editor can be used to cut out unwanted sections of a recording.

In addition, Panopto can be integrated with a majority of learning management systems (Blackboard, Canvas, Moodle, D2L, and others) and with Active Directory, to ease the administration of user accounts and accessibility to Panopto recordings.

If you should have any questions or require additional information, please do not hesitate to contact me at tkavanaugh@panopto.com.

Best Regards,

DocuSigned by:

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Thomas Kavanaugh

Director of Legal Services & General Counsel
Panopto, Inc.