

Notice of Intent to Certify Sole Source

To: Interested Parties

From: Dr. Paul Veregge
CIO/CMIO

Date: 9/27/2017

Re: Sole Source Certification Number SS

Contact Email Address: solesource@umc.edu

Sole Source Certification Award Details

Regarding UMMC Sole Source Certification Number **SS9023** for **Video Capture and Video Content Management Panopto Software**, please be advised that UMMC intends to award the purchase of the **Video Capture and Video Content Management Panopto Software** to **Panopto** as the sole source provider of the **Video Capture and Video Content Management Panopto Software**.

UMMC issues this notice in accordance with Mississippi state law, policy, and procedures for sole source procurements.

Sole Source Criteria

1. Where the compatibility of equipment, accessories, or replacement parts is the paramount consideration (and manufacturer is the sole supplier).
2. Where a sole supplier's item is needed for trial use or testing.
3. Where a sole supplier's item is to be required when no other item will service the needs of UMMC.

Schedule

Task	Date
First Advertisement Date	October 4, 2017
Second Advertisement Date	October 11, 2017
Response Deadline from Objectors	October 18, 2017 at 3:00 p.m. Central Time
Notice of Award/No Award Posted	Not before October 23, 2017

Project Details

1. Describe the commodity/service that the institution is seeking to procure:

Universities can use Panopto's software to record lectures, presentations, training, simulation, etc. from one or many devices, such as computers and iOS devices.

2. Explain why the commodity is the only one (1) that can meet the needs of the :

Panopto enhances the classroom learning experience by delivering live broadcasts or archived recordings. The recordings can be edited to cut out unwanted sections which enables a streamlined learning experience for our students.

3. Explain why the source is the only person or entity that can provide the required commodity:

Panopto is unique in its use of multimedia search-allowing viewers to find specific content and video segments stored within any recorded presentation or lecture.

See supporting letter from **Panopto**, Attachment A.

4. Explain why the amount to be expended for the commodity is reasonable:

The estimated amount to be expended is for the purchase of the **Video Capture and Video Content Management Panopto Software** is \$18,334.00. This amount is within the expected price range for these products.

5. Describe the efforts that the agency went through to obtain the best possible price for the commodity:

Through market intelligence, UMMC was able to negotiate best pricing for these products. All applicable discounts were explored and applied.

Submission Instructions and Format of Response from Objecting Parties

Interested parties who have reason to believe that the **Video Capture and Video Content Management Panopto Software** (hereafter, "Products") should not be certified as a sole source

should provide information in the Vendor Form for the State to use in determining whether or not to proceed with awarding the sole source to Epiphany Healthcare. The Vendor Form may be found at

<http://www.dfa.state.ms.us/Purchasing/documents/ObjectiontoSoleSourceDetermination.pdf>.

Objections must include the certification in Attachment B.

Comments will be accepted at any time prior to **Wednesday, October 18, 2017, at 3:00 p.m.** (Central Time) to solesource@umc.edu. Responses may be delivered via email to solesource@umc.edu. UMMC WILL NOT BE RESPONSIBLE FOR DELAYS IN THE DELIVERY OF RESPONSES. It is solely the responsibility of the Interested Parties that responses reach UMMC on time. Responses received after the deadline and responses that lack all required information will be rejected. UMMC reserves the right to inspect Interested Party's commodity for comparison purposes.

If you have any questions concerning the information above or if we can be of further assistance, please contact solesource@umc.edu.

Attachment A: Vendor Correspondence

Attachment B: Objection Certification

Attachment B

**SUBMITTED IN RESPONSE TO
Sole Source Certification No. SS9023
Accepted until October 18, 2017, at 3:00 p.m.**

I certify that the information contained in this objection is true and accurate to the best of my knowledge. I understand that UMMC will investigate all statements made in this objection and that any false or misleading information provided may result in adverse action.

Objector Name

Objector's title

Date



September 22, 2017

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.

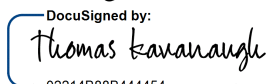
In addition, Panopto is the only company whose software creates searchable multimedia from scratch, with the ability to record multiple video streams from a single laptop, or across a distributed network of computers and mobile devices. Panopto's Software is unique in its use of multimedia search – allowing 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:

02214B88B64454

Thomas Kavanaugh

Director of Legal Services & General Counsel
Panopto, Inc.