

SEP 18 2020

Received

kanopy

July 27, 2020

To Whom It May Concern:

This letter has been written to confirm that the video streaming database products from Kanopy are sole source products.

The databases and software are manufactured, sold and distributed exclusively by Kanopy. Kanopy maintains all copyright privileges for their products and these products must be purchased directly from the company alone. There are no agents or dealers authorized to represent these products and no division of "Kanopy" has any right of sub-license to make a similar or competing product.

Kanopy's product is a video streaming solution for libraries that provides access to online videos for a library's patrons. Kanopy's collection is the largest database of popular indie, foreign and cinematic films available for public libraries featuring over 30,000 titles.

Kanopy has an unique collection of films and is only and exclusive streaming distributor for the films of many top producers such as A24, Criterion Collection, Media Education Foundation, Kino Lorber, Women Make Movies, First Run Features, Paramount Pictures, PBS, The Great Courses, and others. In total, over 60% of films on Kanopy are exclusively available to public libraries via Kanopy.

Most films include "group showing" as well as individual viewing rights, which can enhance programming opportunities through the library for the community's benefit, as well as use for classroom instruction by teachers at schools. For most films, Kanopy is the only distributor with these rights.

Kanopy offers libraries an innovative and unique model for public libraries that integrates both a "pay per use" aspect with a subscription option to ensure libraries can optimize price based on use. The model combines (1) no upfront cost; (2) guaranteed value (driven by use).

Kanopy warrants that no other items or products are available for purchase that would serve the same purpose or function and there is only one price for the above-named product because of the rights of Kanopy and the content and solution is unique.

If you desire additional information, please contact Shannon Spurlock at shannon.spurlock@kanopy.com

Sincerely,



Shannon Spurlock,
Director of Sales, Kanopy

This service will NOT be on the city's network. It is cloud-based.

- **What are we buying?** (brief description of the products)- Kanopy is a video-streaming solution for libraries that provides access to online videos for a library's patrons. Kanopy's collection is the largest database of popular indie, foreign and cinematic films available for public libraries featuring over 30,000 titles.
- **How you intend to use the product/service?** Kanopy's streaming library will be available to Clearwater Library card holders for personal use on their own devices as well as in Clearwater's five library locations. The films include "group showing" as well as individual viewing rights, which can enhance programming opportunities through the library for the community's benefit, as well as use for classroom instruction by teachers at schools.
- **What is unique about the product?** Kanopy has an unique collection of films and is the only and exclusive streaming distributor for the films of many top producers such as Media Education Foundation, Women Make Movies, Grasshopper, Corinth, Outcast Films, Big World, Film Movement Classics, First Run Features, Cohen Brothers, Harold Lloyd, Collective Eye, Gravitas, Strand Releasing, Outcast, Into the Classroom, Shout Factory, and others.
- **What about this makes it a sole source?** The databases and software are manufactured, sold and distributed exclusively by Kanopy. Kanopy maintains all copyright privileges for their products and these products must be purchased directly from the company alone. There are no agents or dealers authorized to represent these products and no division of "Kanopy" has any right of sub-license to make a similar or competing product.
- **Is there an alternative available? If so, why is it not acceptable?** Kanopy has an unique collection of films and is the only and exclusive streaming distributor for the films of many top producers such as Media Education Foundation, Women Make Movies, Grasshopper, Corinth, Outcast Films, Big World, Film Movement Classics, First Run Features, Cohen Brothers, Harold Lloyd, Collective Eye, Gravitas, Strand Releasing, Outcast, Into the Classroom, Shout Factory, and others.
- **What is the benefit for the agency/city/public?** Kanopy's streaming library will be available to Clearwater Library card holders for personal use on their own devices as well as in Clearwater's five library locations. The films include "group showing" as well as individual viewing rights, which can enhance programming opportunities through the library for the community's benefit, as well as use for classroom instruction by teachers at schools.