

Maria G. Marino, Mayor
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Gregg K. Weiss
Joel Flores
Marci Woodward
Maria Sachs
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Verdenia C. Baker

Procurement Department
www.pbcgov.org/purchasing

NOTICE OF SOLE SOURCE PROCUREMENT

Dated: March 3, 2025

PALM BEACH COUNTY PROCUREMENT DEPARTMENT
50 SOUTH MILITARY TRAIL, SUITE 110
WEST PALM BEACH, FLORIDA 33415-3199

TITLE: Kanopy Subscription

SENIOR BUYER: J WASHINGTON

This Notice is issued in accordance with the applicable procurement ordinance, Section 2-54 (f)(2) and policies, to inform the public of the decision to proceed with a Sole Source Procurement process for the acquisition of the following goods/services:

General description of Goods/Services

Description	Kanopy works to provide libraries and patrons with the highest quality content and blockbusters within budget, offer a Pay-Per-Use (PPU) streaming model with unlimited and simultaneous access to an entire film catalog based on ticketing system.
Estimated Quantity	1
Estimated Value	60,000
Contract Duration	One (1) year

Any objections to this sole source procurement must be submitted in writing to the procurement office by March 17, 2025. If no objections are received by the deadline, the procurement process will proceed as planned.

Posting Period: March 9, 2025 through March 17, 2025.

For any inquiries or further clarification, please contact:

Contact Name: J Washington

Phone Number: (561) – 616 - 6823

General Email Address: jwashington@pbc.gov or PUR-Procure-Solicit@pbc.gov

This notice is issued in compliance with applicable procurement laws, regulations, and procedures.



MELODY THELWELL, PROCUREMENT DIRECTOR



SIGNATURE / DATE

kanopy

December 19, 2024

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 a unique collection of films, much of which has been licensed exclusively by Kanopy for the public library Market, from many of the entertainment industry's top producers such as Neon, Lionsgate, A24, Criterion Collection, Media Education Foundation, Kino Lorber, Women Make Movies, First Run Features, Paramount Pictures, PBS, StudioCanal, and others.

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 a "pay per use" aspect to ensure libraries can optimize price based on use. The model uses 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 Kanopy's rights as well as the unique nature of the content and solution.

If you desire additional information, please contact Matt Moretti, Corporate Counsel, at matt.moretti@kanopy.com

Sincerely,



Jason Tyrrell,
General Manager, Kanopy

www.kanopy.com

781 Beach Street #200, San Francisco CA 94109

Kanopy Inc.