

## **Justification for Sole Source Attachment**

After substantial research, including discussions with other cities and municipal agencies that offer streaming video, city staff has concluded that Granicus, Inc. is the only firm that can offer the City of Costa Mesa the precise product for which we are searching, and is therefore recommending Granicus as a Sole Source provider of the requested services and equipment.

These features include:

- 1) Integration with the city's existing legislative management processes and technology, avoiding the need for additional staff resources to utilize the system.
- 2) Fully integrated public record. Agendas, minutes, staff reports and the audio/video of City Council meetings are cross-linked and searchable on the web.
- 3) Can be used for remote meetings as well as those that are conducted in the City Council Chambers.
- 4) Turnkey solution with internal/external distribution which would have minimal impact on the cities network infrastructure
- 5) Live and archived streaming of the City's Municipal Access channel, CMTV 24.

Granicus has developed its programs specifically for local government, with a focus on City Clerk functions. City staff members were unable to identify any other vendors that can offer a product designed to meet the needs of a city clerk's workflow as it relates to their role in the city council meeting process, as well as meet the city's desire to add CMTV 24 programming and other streaming video applications to the website.

While there are other solutions that address the previously mentioned desires of staff, Granicus is the only one that offers all of the services in an integrated solution. For example, the City could purchase the necessary equipment to web stream the live programming on CMTV 24, or the equipment to audio-only stream and archive the Council meetings from separate vendors. But Granicus offers the only fully-integrated solution of live and archived streaming of all CMTV 24 programs, indexed and archived minutes linked to the audio/video stream, and hosted storage and distribution.

Staff is not only confident that the Granicus solution is the right product and services for the City, but that their pricing is fair and competitive.