

FLORIDA AGRICULTURAL AND MECHANICAL UNIVERSITY

SOLE SOURCE CERTIFICATION

Requisition Number: 0000197087 Bid # \_\_\_\_\_

In accordance with authority granted under Florida A & M University Regulation 6.005(10) (b), the following documentation is submitted in support of a request to purchase the items(s) listed below that are only available from one vendor.

Vendor: Silobreaker

Account Number: 751609 Cost \$ 50,000.00

Item(s): Silobreaker Group Mino (Custom) - 5 User Licenses

Justification: (Describe efforts made, vendors contacted, prices quoted, specifications required, availability, compatibility, decision/reason for selection). See attached for justification. See attached single-source letter from vendor.

I, the undersigned, certify the above to be true and correct to the best of my knowledge and belief.

Signature: [Handwritten Signature] Title: Administrative Asst. Date: 9/27/2019

I, the undersigned designee of the Florida A & M University Purchasing Office, as delegated in Regulation 6.005(10) (b), (or a designee delegated the authority as described in, hereby concur (X) do not concur ( ) with the above justification and recommend ( ) do not recommend ( ) the procurement of the above as a sole source. If applicable, the reason(s) for disapproval are:

Signature: [Handwritten Signature] Date: 10/8/19 Title: Director of Procurement Services

I, the undersigned designee, acting for and on behalf of the University President pursuant to the delegation authority approve ( ), disapprove ( ) the procurement of the above as a sole source. If applicable, the reason(s) for disapproval are:

Signature: [Handwritten Signature] Date: 10/9/19 Title: VP, Administrative and Financial Services

POSTED FROM 10/14/19 5:00 p.m. TO 10/17/19 5:00 p.m. DATE TIME DATE TIME

FAILURE TO FILE A PROTEST WITHIN THE TIME PRESCRIBED IN REGULATION 6.005(9) (K), SHALL CONSTITUTE A WAIVER OF THE RIGHT TO PROCEEDINGS.



20 September 2019

To Whom It May Concern,

Sole Source Justification

This letter is to confirm that the Silobreaker Online subscription service is based on proprietary software developed and owned by Silobreaker Ltd for the purpose of analytically processing large volumes of unstructured data. This includes data fusion, entity extraction, clustering, relationship analysis and other algorithmic techniques.

To the best of our knowledge, no other company develops a similar system for data aggregation, contextualization, analysis and visualization.

Faithfully Yours,

A handwritten signature in black ink, appearing to read 'Kristofer Mansson', written over a horizontal line.

Kristofer Mansson  
CEO

# Quote

Quote No SB-02847



## Customer

Account Name Florida Agricultural Mechanical University

Contact Name Richard Alo

Email richard.alo@famu.edu

## Our Contact

Prepared By George O'Connell

Email george.oconnell@silobreaker.com

## Quote Valid Dates

Created Date 20/02/19

Expiration Date 20/05/19

Product	Product Description	Quantity	List Price	Subscription Fee
Group Mini (custom)	- 12 month subscription - up to 5 named user accounts - up to 5 mobile app accounts - unlt'd # dashboards - unlt'd # watch lists - up to 25 internal email/report recipients - 3 languages (data) - 2-hour training webinar per year	1.00	USD 50,000.00	USD 50,000.00

## Total Subscription Fee

Subscription Fee	USD 50,000.00
VAT	USD 1,000.00
Amount Payable	USD 51,000.00

## Acceptance

To accept this quote, please provide us with a purchase order no later than close of business on the Expiration Date above.

## Additional Terms and Conditions

- This quote is confidential and shall not be shared with or distributed to anyone outside your organization.
- The Subscription Fee is payable in advance and shall be paid to such bank account as Silobreaker provides on its invoices.
- The subscription may also be subject to value added tax ("VAT"), which shall be added to the Subscription Fee and be payable by the customer, if applicable, at the same time as the Subscription Fee.
- Delivery of user accounts/login details will be made by email. Each user account is for a single user only and cannot be shared.
- This quote and the use of the subscription service are subject to Silobreaker's Terms of Use: <http://www.silobreaker.com/legal>

With kind regards, Silobreaker Limited



20 September 2019

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Kristofer Mansson  
CEO

# Quote

Quote No SB-02847



## Customer

Account Name Florida Agricultural Mechanical University

Contact Name Richard Alo

Email richard.alo@famu.edu

## Our Contact

Prepared By George O'Connell

Email george.oconnell@silobreaker.com

## Quote Valid Dates

Created Date 9/20/2019

Expiration Date 6/30/2020

Product	Product Description	Quantity	List Price	Subscription Fee
Group Mini (custom)	- 12 month subscription - up to 5 named user accounts - up to 5 mobile app accounts - unli# dashboards - unli# watch lists - up to 25 internal email/report recipients - 3 languages (data) - 2-hour training webinar per year	1.00	USD 50,000.00	USD 50,000.00

## Total Subscription Fee

Subscription Fee	USD 50,000.00
VAT	USD 0.00
Amount Payable	USD 50,000.00

## Acceptance

To accept this quote, please provide us with a purchase order no later than close of business on the Expiration Date above.

## Additional Terms and Conditions

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- This quote and the use of the subscription services are subject to Silobreaker's Terms of Use: <http://www.silobreaker.com/legal>

With kind regards, Silobreaker Limited