NMHU PURCHASING DEPARTMENT
SOLE SOURCE JUSTIFICATION FORM

A sole source procurement is one for which only one vendor is capable of or allowed to perform a particular service and/or construction or for a tangible item that can be offered by only one vendor. A sole source procurement must comply with §13-1-126 and §13-1-128 N.M.S.A. 1978 and all other state statutes and federal regulations pertaining to sole source procurements.

Submittal of this form is one of the steps required prior to approval of the procurement (approved via issuance of a purchase order). If this procurement is approved by the NMHU Purchasing Department it will then be posted onto the University’s website and the State of New Mexico’s Sunshine Portal. The posting will be for no less than thirty (30) calendar days. If a potential vendor submits a protest against a sole source procurement within that timeframe, the sole source will not be awarded until, and if the protest is resolved.

This form must be completed in its entirety. If it is not completed in its entirety it will not be accepted and will be returned to the requestor.

Describe the tangible item(s), construction and/or service(s) you would like to procure.

You Visit Virtual Experience Software Subscription for Housing and Recruitment

Provide the following:

Vendor Name: You Visit LLC
Address 20533 Biscayne Blvd., Suite 1322
Aventura, FL 33180

Name of Company Representative: Endri Tolka
Company Contact Information:
   Email: AR@youvisit.com
   Telephone: 1-866-585-7158

Amount of Proposed Sole Source $ 30000.00

Can this procurement be made by the regular Invitations for Bids (lowest bid amount) or Request for Proposals (qualifications-based) process? If not, explain why.
See attached Justification

What other tangible items, services or construction methods did you consider? Specify the specifications, sources, technical data and any other non-tangible factors that you considered.

No other providers of subscription.

Which other companies did you contact for the tangible item(s), construction and/or service(s)? Provide the name of the company, representatives you spoke to and contact information.

None

Did you rely on information from other individuals to make your determination, if so by who and what information did they provide?

No

Provide any additional information that may be useful in making a determination.

See attached Justification.

Attach to this department quotes, technical specifications or other data that describes the tangible item(s), service(s) and/or construction.
I certify that all the information provided in this document and all attachments (if applicable) are to the best of my knowledge and I understand that there are penalties for willful violations of the State of New Mexico Procurement Code.

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APPROVALS:

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To Whom it May Concern,

We are very excited to be able to offer our one of a kind Interactive Virtual Experience solution, and this is an official letter certifying that YouVisit is the world’s sole provider of this unique technology.

The features which qualify us as a Sole Source provider go beyond the Walking Tour Technology which we pioneered and continue to expand. In recent years we’ve added new layers of interactivity, including living scenes, positional media, 360 moments and hotspots which allow our clients to engage their prospective students through specific, targeted interactions at various interest points and are specifically designed to drive results and ROI beyond anything in the marketplace.

A key factor behind our Sole Source designation is our Proprietary Technology Platform which includes:

- YouVisit’s Platform supports Cross-Platform Capabilities and Device Agnostic Deployment meaning our fully immersive Interactive Virtual Reality Experiences are available across Virtual Reality Headsets, Mobile devices, and Desktops. In other words, our virtual solutions will be viewed across all devices in an interactive way, compared to other vendors that only develop for a single class of technology. Adaptive Distribution ensures optimization and smooth playback on any device

- Walk-to/through-Scene Technology – We are the only provider of this solution which enables the viewer to have a sense of walking through your setting and arrive at carefully crafted interactive scenes. These interactive scenes are areas of focus for the viewer to discover more, engage more, and convert faster.

- YouVisit’s Adaptive Focus (patent pending), which delivers 360 content in up to 5X higher resolution

- Advanced Conversion integration that assist in lead generation across platforms

- Robust Reporting and Analytics interface designed to track specific actions taken within the experience and assist in calculating a real-time ROI. No other option in the marketplace is designed to specifically monetize your virtual visitors and provide an end-to-end tracking of the user journey. Additionally, reporting is available to track which tour stops/scenes visitors spend the most time on, allowing you to further optimize your efforts and messaging. And each point of interest can be linked to individually allowing for highly targeted marketing efforts.

- From a feature set standpoint:
  - Our Hotspot design minimizes the blocking of the main images while maximizes possible content options that include ALL media types: text, photo, video, even 360 photo and 360 video.
  - Our 360 moments are Interactive and significantly increase engagement rates of 360 video. A simple hover of your mouse or a gaze in VR will queue audio to entice you to explore a 360 video vignette keeping the user on the experience longer.
  - Our Positional Media technology seamlessly positions, converts, and maps your existing video files into the 360 scenes to be discovered while inside of the experience. This brings new life to your existing content.
Our “Living Scene” technology is a scalable integration of frameless positional video files to enable 360 scenes to come to life in an entirely new, and never seen before way.

Our map integration [which we can use existing maps or Google overlays] integrate with GPS locators to provide an Augmented Reality type audio experience. When an in-person user is within a few feet of an area of interest, the professional audio guide will start guiding you as to the information about that landmark.

We provide scene linking technology which generates a sharable link for each interactive scene that we create providing you with maximum share-ability across social media, email, marketing funnels and more.

ADA compliant text integration to accompany any language integration of choice.

We also have pioneered a partnership model which is unmatched in the industry in terms of ongoing service and support to ensure your experience is as close to future proof as possible. This partnership model includes upgrades, reshoots on 360 photos each year, white-glove support throughout your changing needs with this technology and many other critical integrations with ever changing platforms.

All of these features and more are seamlessly integrated across web, mobile, and even VR through a branded app that we provide for you. There is no other company in the world that can deliver this feature set across platforms like this.

Another reason why we are unique is that we do all of our work in-house, including both the technical and creative elements of our production, as our solutions are powered by our award-winning YouVisit Studios which boasts one of the largest and more experienced production teams in the world. Some companies offer virtual tours, some companies create 360 videos, and some companies focus on optimizing the ROI on marketing efforts. YouVisit is the only company in the world that delivers a technology platform that supports virtual walking tour technology, interactive elements (hotspots, triggers) and 360 video, and can handle the development, creative and production all under a single roof, eliminating the need to subcontract one or more of these elements.

I hope that I have been able to clarify the specific details which make us a Sole Source provider and consequently the undisputed leader in our industry. I look forward to finalizing the details of your order so that we can get started as soon as possible so that you can start to achieve the great results that our partners are accustomed to which is further demonstrated by our 98% plus retention rate.

Sincerely,

Endri Tolka

COO