



December 11, 2019

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Re: Letter of intent to pursue contract with Iron Mountain

Dear Allan,

We would like to thank you, Grant, Michelle, and Kristine for working with us over the last several months to identify a solution that meets the requirements of our tape transcoding project.

We recognize that our needs are unique and appreciate your resourcefulness and willingness to explore additional options, including the possible installation of the Mac-based MovieRecorder system by Softron at your facility. As mentioned, this system has proven very flexible and reliable for us in day-to-day operations aboard our research ships. Additionally, their customer support has been fantastic – they respond in a timely manner and have been willing to implement additional features based directly on our particular needs and feedback.

While we understand that your current Telestream setup would produce video files that would meet many of the requirements in our specification, we are pleased that you are considering building your own Softron setup to accommodate our *full* workflow and unique specifications. These imagery files and associated metadata constitute an irreplaceable scientific record of the diversity of animals and habitats found in the world's deep ocean. As such, they are a core part of MBARI's research, are shared globally with scientists and the public, and the precision with which these files are created is critical.

We remain hopeful that, with the appropriate system in place, the final products from Iron Mountain will be suitable for our needs and we can move forward in our negotiations on a mutually agreeable contract.

With best regards,

Nancy Jacobsen Stout  
Video Laboratory Manager  
MBARI

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