

OSBU Media Exchange Platform

Broadcast Solutions – Clarification Responses (Q1–Q41)

Basis: OSBU ENG RFP v1.3

No.	Clarification Area	OSBU Response
Q1	User onboarding / launch phasing	Phased onboarding. The RFP provides for progressive operational phases, including pilot member onboarding, with an initial operational launch targeted within six to eight months, followed by progressive rollout to full operational maturity. The exact number of member organisations at initial launch will be confirmed during implementation planning.
Q2	Number of individual users	The RFP does not define the number of individual user accounts required. The platform shall support scalable user growth. Detailed user quantities will be confirmed during discovery and onboarding planning.
Q3	User profiles	The platform is expected to support multiple user profiles, including administrators, journalists/editors, media contributors, technical/operational users, content consumers, commercial/finance users and external/non-member users. The detailed number of users in each profile is To be confirmed.
Q4	Concurrent individual users	The figure of 57 in the RFP should not be interpreted as the total number of individual user accounts. The RFP specifies up to 57 concurrent professional live streams. The detailed number of simultaneously connected individual users, by activity such as browsing, preview, upload, download and editing, is To be confirmed during detailed sizing.
Q5	Usage distribution across members	The RFP does not assume uniform usage across the 57 member organisations. The platform shall support different levels of contribution, consumption, storage and streaming usage between members. Member-specific usage profiles will be confirmed during discovery and onboarding.
Q6	Media types	The platform is not limited to television/video and radio/audio. It shall support media assets, metadata, member workspaces and associated digital content. Still images, graphics, documents, subtitles and other digital assets may be supported subject to the detailed solution design.
Q7	Media formats	The RFP defines the baseline live video profile as 1920×1080 50i at 6 Mbps and requires the platform to support broadcast/media formats. The previous clarification response also identifies H.264/H.265 as expected delivery formats. A complete inventory of current member codecs, wrappers, resolutions, frame rates and bitrates is To be confirmed during discovery.
Q8	Annual media contribution and growth	The RFP does not specify annual media contribution in hours/year or TB/year. The storage architecture must support non-disruptive capacity expansion and long-term archive growth. Annual growth assumptions are To be confirmed.
Q9	Upload volumes and peaks	The RFP does not define the average or peak number of uploaded files, average/maximum file size, or specific upload peak periods. The solution shall support large media objects, multipart/resumable upload and accelerated ingest. Detailed usage volumes are To be confirmed.
Q10	Media consumption and downloads	The RFP does not define a contractual monthly or annual download volume. Usage must be measurable by member organisation, including inbound/outbound transfer, and costs must be transparently attributable. Detailed download volumes and peak periods are To be confirmed.
Q11	Concurrent live streams	The RFP specifies up to 57 concurrent professional live streams in the baseline phase. The baseline live profile is 1920×1080 50i at 6 Mbps per stream. The platform shall support concurrent ingest, routing, recording and controlled distribution. Average operational usage and peak utilisation are To be confirmed.
Q12	TV and radio distribution	The RFP covers both television/video and radio/audio content but does not define the expected percentage split or specific radio bitrates. The detailed TV/video versus radio/audio traffic profile is To be confirmed.
Q13	Live events and stream-hours	The RFP does not specify the number of live events per year, their typical duration, or total annual stream-hours. The baseline design shall support up to 57 concurrent professional live streams and scalable distribution. Detailed annual usage is To be confirmed.
Q14	Live-to-VOD recording	All incoming live streams are required to support live-to-VOD recording in accordance with OSBU-defined policies. The RFP requires incoming streams to be recorded directly into cloud object storage. The RFP does not define a single media-content retention period; retention shall be policy-based and configurable.
Q15	Live stream viewers / distribution	The platform is intended to serve member organisations and also provides an OSBU-wide public area with non-member commercial access contemplated by the RFP. The expected number of simultaneous viewers/receivers per stream is not specified and is To be confirmed. The architecture shall be scalable.

Q16	Initial active storage	The RFP specifies a minimum of 100 TB of active cloud-native object storage. This is a minimum architectural requirement, not a maximum capacity. The storage architecture must support non-disruptive expansion to future higher capacities.
Q17	Medium and long-term archive	The RFP requires a multi-tier storage architecture covering active, warm, cold and archive tiers and supporting long-term archive growth. It does not specify retained media volumes. These volumes are To be confirmed, with the bidder expected to propose scalable sizing.
Q18	Storage lifecycle	The RFP requires lifecycle policies across active, warm, cold and archive tiers. It does not prescribe a fixed transition period between tiers. The bidder shall propose an optimised lifecycle policy for OSBU approval.
Q19	Media retention	The RFP does not specify one mandatory retention period for all media content. Retention must be configurable and policy-based. The seven-year-or-longer period referenced in the clarification question applies to financial records and should not be treated as a universal media retention requirement.
Q20	Existing media migration volume	The RFP requires migration/ingestion of existing or old media files where available, but does not specify the launch migration volume, number of assets or source systems. The migration scope and volume are To be confirmed during discovery.
Q21	Existing archive / migration sources	The RFP does not identify specific member organisations or source systems for migration. Existing media sources, archive platforms, file formats and metadata availability will be assessed during discovery.
Q22	Migration connectivity	The RFP requires accelerated ingest/networking but does not prescribe specific connectivity from member source locations for migration. The bidder shall propose the appropriate transfer method and connectivity based on source-site conditions.
Q23	Migration validation and acceptance	The RFP requires testing and commissioning but does not define a fixed migration timeframe or detailed media/metadata acceptance criteria. The bidder shall propose integrity checking, metadata validation, reconciliation and acceptance procedures for agreement with OSBU during implementation.
Q24	Cloud portability / future platform	The RFP requires a cloud portability and exit strategy. The bidder shall provide infrastructure documentation and automated deployment artefacts sufficient to rebuild, audit, operate and migrate the environment. The future target platform is not prescribed and remains To be confirmed.
Q25	Archive and on-premises integration	The RFP requires policy-based synchronisation of selected critical content, metadata, configuration backups, financial reports, usage records and operational datasets to OSBU HQ. Full continuous synchronisation of all media objects is not part of the baseline unless explicitly requested and separately priced.
Q26	Processing / transcoding workload	The RFP requires media processing capabilities, including AI/cognitive services, but does not define a percentage of content requiring processing or transcoding. The workload profile is To be confirmed and shall be considered in detailed sizing.
Q27	Metadata and taxonomy	The platform shall provide metadata management and support OSBU-defined metadata/taxonomy requirements. The RFP does not provide a final metadata schema or complete existing metadata inventory. The detailed metadata model and migration mapping are To be confirmed during implementation.
Q28	AI services and data residency	The RFP requires production media, metadata, databases, backups, audit/operational logs, encryption keys, disaster-recovery copies and billing/usage records to remain within Saudi Arabia unless OSBU provides prior written approval. AI services involving data outside KSA would therefore require prior approval and a compliant data-residency design.
Q29	Concurrent browser editors	The RFP does not specify a maximum number of simultaneous browser-based editors. The solution shall be scalable, and the detailed concurrency requirement will be established during sizing and solution design.
Q30	Geographic traffic distribution	The RFP covers OSBU member organisations across multiple geographic regions but does not provide a traffic percentage by region. The bidder shall propose an architecture suitable for geographically distributed users and varying Internet conditions.
Q31	Internet connectivity / VPN	Member organisations are expected to access the platform through the public Internet using secure authenticated access. VPN is not mandated in the baseline RFP. If private connectivity is proposed as an option, it should be identified and sized separately.
Q32	Cloud egress / CDN	The RFP does not define a contractual cloud egress volume. The solution shall support media download, distribution and usage metering, with transparent cost attribution. CDN/edge delivery may be proposed by the bidder where appropriate to meet performance and geographic distribution requirements.
Q33	Cloud provider / infrastructure model	The RFP does not prescribe a specific hyperscaler, instance type, database product or proprietary cloud service. The bidder shall propose and justify the cloud architecture. The production platform and all critical data must comply with the KSA data-residency requirements.
Q34	Managed/SaaS platform model	The RFP requires a turnkey Media Exchange Platform and does not require the bidder to develop every component from scratch. A managed or SaaS-based platform may be proposed provided that it satisfies the functional, integration, security, scalability, data-residency, documentation and portability requirements of the RFP.

Q35	External integrations	The RFP requires an open platform capable of integration with OSBU newsrooms and production systems, including NRCS, social media platforms and web-based services. Commercial and financial integrations are also required for billing, payment, revenue distribution and reporting. Standard APIs and interfaces should be used where applicable.
Q36	Inter-union integration	The RFP includes event coverage and cooperation with other unions and requires an open integration approach. However, it does not define specific technical interfaces, traffic volumes or named external union systems. Detailed interoperability requirements are To be confirmed.
Q37	Availability, RTO and RPO	The RFP requires high availability, backup/replication and disaster-recovery capability but does not define contractual numeric SLA, RTO or RPO values. These targets are therefore To be confirmed and agreed as part of the SLA and detailed DR design.
Q38	KSA data residency	The RFP requires production media files, metadata, databases, backups, audit logs, operational logs, encryption keys, disaster-recovery copies and billing/usage records to remain within Saudi Arabia unless OSBU provides prior written approval. Any proposed exception must be explicitly identified and approved.
Q39	Implementation / pilot timing	The RFP recommends an initial operational launch within six to eight months, followed by progressive phases toward full operational maturity. The exact pilot members, detailed milestone dates and final rollout schedule are To be confirmed with OSBU during implementation planning.
Q40	Support / managed services term	The RFP requires post-delivery support under warranty and SLA arrangements and expects the production platform to be supportable as a managed operational service. The RFP does not prescribe a fixed three- or five-year managed-services term; contract duration, renewal and detailed SLA targets are To be confirmed.
Q41	Sizing assumptions	Where the RFP does not provide usage figures, the bidder may use clearly stated and traceable sizing assumptions for proposal and costing purposes. Such assumptions must be identified separately from contractual requirements and must not reduce or alter the mandatory RFP scope. Usage-dependent cloud components should be presented transparently using unit rates and/or variable-cost assumptions.