

OSBU Media Exchange Platform

RFP Clarification Questions

Technical Clarifications – MAM, Editing, AI, Storage, Backup & DR

1. MAM / CMS / Editing Platform Architecture

The RFP refers to MAM/PAM application servers, member web portals and workspaces, approval workflows, browser-based newsroom rough-cut editing, smart search, and AI tools. Please clarify whether OSBU prefers these capabilities to be provided through a single unified cloud-based platform, or whether an integrated architecture consisting of separate MAM, CMS/workflow, editing, and AI components is acceptable, provided that the user experience and workflows remain seamless.

2. Browser-Based Editing – Cloud Requirement

Please confirm whether all newsroom editing capabilities are expected to operate fully in the cloud through a web browser, without requiring dedicated editing software or workstations at OSBU/member premises. In addition, please clarify whether the baseline requirement is limited to the rough-cut functions stated in the RFP (clip trimming, timeline assembly, subtitle synchronization, and voice-over alignment), or whether additional professional editing and graphics capabilities are expected.

3. Editing Concurrency

The RFP indicates support for up to 57 concurrent professional users and requires concurrent browser-based newsroom rough-cut editing for the full member base. Please confirm the expected number of users who may be actively editing video simultaneously at peak time, as opposed to users who are simply logged in, browsing, searching, uploading, or downloading content.

4. AI Face Detection / Recognition – Expected Processing Volume

For the face detection and identity-tagging requirement, please provide the estimated media processing volume expected during the baseline phase. In particular, what is the approximate number of uploaded videos and/or total video hours per month that should undergo face detection/recognition? Please also indicate the expected peak concurrency (number of video files or live streams to be analyzed simultaneously), as this is required to correctly size the AI processing architecture and associated cloud cost.

5. AI Processing for Live Streams

The RFP states that AI services should support both file-based material and live-stream ingest. Please clarify whether face detection, speech-to-text, translation, and subtitling are all expected to operate in real time on live streams, or whether some/all AI processing may be performed on the recorded live-to-VOD asset after ingest.

6. Storage Tier Distribution

The RFP specifies a minimum of 100 TB of active cloud-native object storage and requires lifecycle support across active/hot, warm, cold, and archive tiers. Please provide the expected initial and projected distribution of content across these storage tiers, or the retention/lifecycle policy OSBU expects (for example, how long content should remain in active storage before moving to warm, cold, or archive storage).

7. Backup Scope and Capacity

Please clarify what portion of the media storage must be protected by backup or replication. Should the full 100 TB baseline media repository be backed up/replicated, or only selected critical media and operational

data? Please provide the approximate capacity expected to be protected at launch and during the anticipated growth phases.

8. Backup Retention Policy

Please specify the required backup retention periods and recovery-point requirements for the different data categories, including media assets, metadata, databases, application configuration, audit logs, financial/billing records, and operational datasets. This information is required to determine the appropriate backup storage tier and cost model.

9. Disaster Recovery (DR) Requirements

The RFP requires backups and disaster recovery copies to remain within KSA and gives preference to in-country DR options. Please clarify the expected DR architecture and service level, including the required Recovery Time Objective (RTO), Recovery Point Objective (RPO), and whether OSBU expects an active-active, active-passive/warm standby, or backup-and-restore/cold DR model.

10. DR Media Capacity

For the DR environment, please confirm whether OSBU expects a complete replica of all media assets, or only critical/recent content together with platform databases, metadata, configuration, and operational records. If only a subset of media is required, please indicate the approximate storage volume or percentage that should be maintained at the DR site.

11. OSBU HQ Local Storage Synchronization

The RFP states that synchronization with OSBU HQ local storage shall be policy-based and that full continuous synchronization of all media objects should not be assumed. Please clarify the expected categories and approximate volume of content/data to be synchronized to OSBU HQ, together with the preferred synchronization frequency (real time, daily, scheduled, or on demand).

12. Storage Growth Forecast

To allow accurate sizing and commercial forecasting, please provide the expected annual growth of the media repository beyond the initial 100 TB baseline, including the approximate monthly ingest volume and the expected percentage of content retained long term.