

BID TABULATION - INMATE TELEPHONE SYSTEM 2019

INMATE TELEPHONE SYSTEM 2019 12-27-2018	SECURUS TECHNOLOGIES INC	COMBINED PUBLIC COMMUNICATIONS	GLOBAL TEL*LINK CORPORATION	INMATE CALLING SOLUTIONS LLC	EXCARTELE
	4000 INTERNATIONAL PKWY CARROLLTON TX 75007	PO BOX 76573 HIGHLAND HEIGHTS KY 41076	12021 SUNSET HILLS RD STE 100 RESTON VA 20190	2200 DANBURY ST SAN ANTONIO TX 78217	8210 S 109TH ST LA VISTA NE 68128
FINANCIAL OFFER:	\$160,000.00	\$175,000.00	\$95,000.00		\$91,700.00
RATES:					
COMMENTS:					
COLLECT CALLS:		CPC DOES NOT OFFER TRADITIONAL COLLECT CALLING			
LOCAL					
Connect Fee	\$0.00		\$0.00	\$0.00	\$0.00
First Minute Rate	\$0.31		\$0.21	\$0.17	\$0.31
Each Additional Minute Rate	\$0.31		\$0.21	\$0.17	\$0.31
Commission % Offered	94%		65%	85%	78%
INTRA LATA					
Connect Fee	\$0.00		\$0.00	\$0.00	\$0.00
First Minute Rate	\$0.31		\$0.21	\$0.17	\$0.31
Each Additional Minute Rate	\$0.31		\$0.21	\$0.17	\$0.31
Commission % Offered	94%		65%	85%	78%
INTER LATA					
Connect Fee	\$0.00		\$0.00	\$0.00	\$0.00
First Minute Rate	\$0.31		\$0.21	\$0.17	\$0.31
Each Additional Minute Rate	\$0.31		\$0.21	\$0.17	\$0.31
Commission % Offered	94%		65%	85%	78%
INTERSTATE					
Connect Fee	\$0.00		\$0.00	\$0.00	\$0.00
First Minute Rate	\$0.25		\$0.21	\$0.21	\$0.21
Each Additional Minute Rate	\$0.25		\$0.21	\$0.21	\$0.21
Commission % Offered	94%		65%	85%	78%
PREPAID COLLECT, DIRECT BILLED COLLECT OR ADVANCE PAY CALLS:					
LOCAL					
Connect Fee	\$0.00	NONE	\$0.00	\$0.00	\$0.00
First Minute Rate	\$0.31	\$0.20	\$0.21	\$0.17	\$0.31
Each Additional Minute Rate	\$0.31	\$0.20	\$0.21	\$0.17	\$0.31
Commission % Offered	94%	74%	65%	85%	78%
INTRA LATA					
Connect Fee	\$0.00	NONE	\$0.00	\$0.00	\$0.00
First Minute Rate	\$0.31	\$0.20	\$0.21	\$0.17	\$0.31
Each Additional Minute Rate	\$0.31	\$0.20	\$0.21	\$0.17	\$0.31
Commission % Offered	94%	74%	65%	85%	78%
INTER LATA					
Connect Fee	\$0.00	NONE	\$0.00	\$0.00	\$0.00
First Minute Rate	\$0.31	\$0.20	\$0.21	\$0.17	\$0.31
Each Additional Minute Rate	\$0.31	\$0.20	\$0.21	\$0.17	\$0.31
Commission % Offered	94%	74%	65%	85%	78%
INTERSTATE					
Connect Fee	\$0.00	NONE	\$0.00	\$0.00	\$0.00
First Minute Rate	\$0.21	\$0.20	\$0.21	\$0.21	\$0.21
Each Additional Minute Rate	\$0.21	\$0.20	\$0.21	\$0.21	\$0.21
Commission % Offered	94%	74%	65%	85%	78%

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	4000 INTERNATIONAL PKWY CARROLLTON TX 75007	PO BOX 76573 HIGHLAND HEIGHTS KY 41076	12021 SUNSET HILLS RD STE 100 RESTON VA 20190	2200 DANBURY ST SAN ANTONIO TX 78217	8210 S 109TH ST LA VISTA NE 68128
PREPAID DEBIT OR DEBIT CARD CALLS:					
LOCAL					
Connect Fee	\$0.00	NONE	\$0.00	\$0.00	\$0.00
First Minute Rate	\$0.31	\$0.20	\$0.21	\$0.17	\$0.31
Each Additional Minute Rate	\$0.31	\$0.20	\$0.21	\$0.17	\$0.31
Commission % Offered	94%	74%	65%	85%	78%
INTRA LATA					
Connect Fee	\$0.00	NONE	\$0.00	\$0.00	\$0.00
First Minute Rate	\$0.31	\$0.20	\$0.21	\$0.17	\$0.31
Each Additional Minute Rate	\$0.31	\$0.20	\$0.21	\$0.17	\$0.31
Commission % Offered	94%	74%	65%	85%	78%
INTER LATA					
Connect Fee	\$0.00	NONE	\$0.00	\$0.00	\$0.00
First Minute Rate	\$0.31	\$0.20	\$0.21	\$0.17	\$0.31
Each Additional Minute Rate	\$0.31	\$0.20	\$0.21	\$0.17	\$0.31
Commission % Offered	94%	74%	65%	85%	78%
INTERSTATE					
Connect Fee	\$0.00	NONE	\$0.00	\$0.00	\$0.00
First Minute Rate	\$0.21	\$0.20	\$0.21	\$0.21	\$0.21
Each Additional Minute Rate	\$0.21	\$0.20	\$0.21	\$0.21	\$0.21
Commission % Offered	94%	74%	65%	85%	78%
INTERNATIONAL					
Connect Fee		NONE	\$0.50	\$0.00	\$0.00
First Minute Rate		\$0.20	\$0.50	\$0.50	\$0.55
Each Additional Minute Rate		\$0.20	\$0.50	\$0.50	\$0.55
Commission % Offered		74%	65%	85%	78%
VIDEO VISITATION OFFERS					
VISITATION RATE PER MINUTE			\$0.25		
VIDEO VISITATION COMMISSION OFFER			25%		

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REQUIRED DOCUMENTS					
NOTARIZED WORK AFFIDAVIT COMPLETED	Y	Y	Y	Y	N
E-VERIFICATION DOCUMENTATION (Y/N):	Y	N	Y	Y	Y
COPY OF INSURANCE PROVIDED	Y (DRAFT)	Y	Y	Y	Y
TAX RECEIPTS OR NOTARIZED LETTER STATING NO REAL OR PERSONAL PROPERTY OWNED IN JEFFERSON COUNTY	Y	N	Y	Y	Y
COOPERATIVE BID FORM (Y/N)		N	Y	Y	N
COOPERATIVE CONTACT INFO:	N	N	Y	Y	N
COMPANY INFORMATION AND SIGNATURE	Y	Y	Y	Y	Y
BID DEPOSIT REQUIRED	N/A	N/A	N/A		
COMMENTS:	SEE ATTACHED FOR OPTION 2 AND 3 ALONG WITH ADDITIONAL FEES	SEE ATTACHED FOR OPTIONS	SEE ATTACHED FOR OPTIONS	SEE ATTACHED FOR OPTIONS AND VIDEO	SEE ATTACHED



JEFFERSON COUNTY
 DEPARTMENT OF ADMINISTRATIVE SERVICES
 729 Maple Street / PO Box 100
 Hillsboro, MO 63050
WWW.JEFFCOMO.ORG

Request for Proposal: Inmate Phone System 2019
 bid #: 18-0084

PROPOSALS SHALL BE ACCEPTED UNTIL: THURSDAY, DECEMBER 27, 2018, AT 2:00 P.M.
 LOCAL TIME.

**Specification
 Contact:**

CAPTAIN ANDY SIDES
 Jefferson County Sheriff's Office
 636-797-5538
 asides@jeffcomo.org

**Contract
 Contact:**

VICKIE PRATT
 Department of Administrative Services
 636-797-5380

**Mail (3) Three
 Complete Copies
 With Vendor And
 Proposal
 Information As
 Shown In Sample:**

SAMPLE ENVELOPE

<i>VENDOR NAME</i>	
<i>VENDOR ADDRESS</i>	
<i>CONTACT NUMBER</i>	DEPARTMENT OF THE COUNTY CLERK
	JEFFERSON COUNTY MISSOURI
	729 MAPLE ST / PO BOX 100
	HILLSBORO MO 63050-0100
SEALED PROPOSAL: (PROPOSAL NAME)	

Contract Term:

**FIVE YEAR CONTRACT
 WITH TWO ONE YEAR
 RENEWAL OPTION
 UPON APPROVAL OF THE
 COUNTY COUNCIL AND
 COUNTY EXECUTIVE**

The undersigned certifies that he/she has the authority to bind this company in an agreement/contract to supply the commodity or service in accordance with all terms, conditions, and pricing specified. This Proposal, if accepted, will constitute an Agreement and Contract with Jefferson County, Missouri, upon approval of the County Council and County Executive. Prices are firm during this agreement term, unless agreed upon in writing by the County. The County has the option to renew this agreement at the same terms and conditions as the original agreement for two additional one-year terms with the written consent of the successful bidder. Price increases for renewals are not authorized unless approved in writing by the County.

Vendor Information:

Securus Technologies, Inc.	Robert E. Pickens	
Company Name	Authorized Agent (Print)	
4000 International Parkway		
Address	Signature	
Carrollton, TX 75007	Chief Executive Officer & President	
City/State/Zip Code	Title	
972-277-0300	Dec. 27, 2018.	75-2722144
Telephone #	Date	Tax ID #
BPickens@securustechnologies.com	972-277-0699	
E-mail	Fax #	

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REQUIRED DOCUMENTS

1. Current and valid Certificate of Insurance or binder showing required insurance coverage must be provided with each bid.

(County must be added as additional insured if awarded)

SECURUS HAS READ, UNDERSTANDS, AND WILL COMPLY WITH THIS REQUIREMENT.

A copy of our Certificate of Insurance is included in Attachment No. 6. Upon award, Jefferson County will be added to the insurance policy.

2a. Proof that Bidder does not owe delinquent real or personal property in Jefferson County (tax receipts for past 3 years)

Obtain receipts at <http://jeffersonmo.devnetwedge.com>

Or

2b. A notarized affidavit, on company letterhead stating that the applicant does not own any real or personal property in Jefferson County, Missouri.

SECURUS HAS READ, UNDERSTANDS, AND WILL COMPLY WITH THIS REQUIREMENT.

A notarized affidavit, on company letterhead, stating Securus does not own property in Jefferson County is included as Attachment No. 9.

A Notarized affidavit of work authorization and current business entity status with E-verification documentation (pages 9 & 10).

SECURUS HAS READ, UNDERSTANDS, AND WILL COMPLY WITH THIS REQUIREMENT.

A copy of the Securus' E-Verify Certificate of Understanding is included in Attachment No. 3.

SECURUS Technologies

Bidder's Initials 

COMMISSION OFFER FORM

Describe all proposed rates, fees, and County commissions. All proposed rates and fees must be fully compliant with all pertinent FCC/federal, state, and local regulations. The proposed commission payable shall be stated as a percentage of gross revenue for all calls placed on or through the Inmate Telephone System, with no fee additions beyond the maximum rates and fees specifically allowed by the FCC Order, state tariffs, and any other pertinent regulations. Failure to state commissions as a percentage of gross revenue, using only rates and fees that are compliant with all pertinent regulations, will cause vendor's proposal to be deemed non-compliant and ineligible for contract award.

SECURUS HAS READ, UNDERSTANDS, AND WILL COMPLY WITH THIS REQUIREMENT.

Option 1

COLLECT CALLS

Call Category	Surcharge of Connect Fee	First minute Rate	Each Add'l Minute Rate	Commission % Offered
Local	\$0.00	\$0.31	\$0.31	94%
Intra LATA	\$0.00	\$0.31	\$0.31	94%
Inter LATA	\$0.00	\$0.31	\$0.31	94%
InterState	\$0.00	\$0.25	\$0.25	94%

PREPAID COLLECT, DIRECT BILLED COLLECT or ADVANCE PAY CALLS

Call Category	Surcharge of Connect Fee	First minute Rate	Each Add'l Minute Rate	Commission % Offered
Local	\$0.00	\$0.31	\$0.31	94%
Intra LATA	\$0.00	\$0.31	\$0.31	94%
Inter LATA	\$0.00	\$0.31	\$0.31	94%
InterState	\$0.00	\$0.21	\$0.21	94%

PREPAID DEBIT or DEBIT CARD CALLS

Call Category	Surcharge of Connect Fee	First minute Rate	Each Add'l Minute Rate	Commission % Offered
Local	\$0.00	\$0.31	\$0.31	94%
Intra LATA	\$0.00	\$0.31	\$0.31	94%
Inter LATA	\$0.00	\$0.31	\$0.31	94%
InterState	\$0.00	\$0.21	\$0.21	94%

NOTE: Rates shown above are exclusive of Federal, State and Local Taxes and Regulatory Fees such as the Universal Service Fund. It is understood that these will be charged as a pass-through from the taxing/regulating agency to the called party and that no commission will be paid on these items.

Option 2

COLLECT CALLS

Call Category	Surcharge of Connect Fee	First minute Rate	Each Add'l Minute Rate	Commission % Offered
Local	\$0.00	\$0.21	\$0.21	90%
Intra LATA	\$0.00	\$0.21	\$0.21	90%
Inter LATA	\$0.00	\$0.21	\$0.21	90%
InterState	\$0.00	\$0.21	\$0.21	90%

PREPAID COLLECT, DIRECT BILLED COLLECT or ADVANCE PAY CALLS

Call Category	Surcharge of Connect Fee	First minute Rate	Each Add'l Minute Rate	Commission % Offered
Local	\$0.00	\$0.21	\$0.21	90%
Intra LATA	\$0.00	\$0.21	\$0.21	90%
Inter LATA	\$0.00	\$0.21	\$0.21	90%
InterState	\$0.00	\$0.21	\$0.21	90%

PREPAID DEBIT or DEBIT CARD CALLS

Call Category	Surcharge of Connect Fee	First minute Rate	Each Add'l Minute Rate	Commission % Offered
Local	\$0.00	\$0.21	\$0.21	90%
Intra LATA	\$0.00	\$0.21	\$0.21	90%
Inter LATA	\$0.00	\$0.21	\$0.21	90%
InterState	\$0.00	\$0.21	\$0.21	90%

NOTE: Rates shown above are exclusive of Federal, State and Local Taxes and Regulatory Fees such as the Universal Service Fund. It is understood that these will be charged as a pass-through from the taxing/regulating agency to the called party and that no commission will be paid on these items.

Option 3

COLLECT CALLS

Call Category	Surcharge of Connect Fee	First minute Rate	Each Add'l Minute Rate	Commission % Offered
Local	\$0.00	\$0.16	\$0.16	86%
Intra LATA	\$0.00	\$0.16	\$0.16	86%
Inter LATA	\$0.00	\$0.16	\$0.16	86%
InterState	\$0.00	\$0.16	\$0.16	86%

PREPAID COLLECT, DIRECT BILLED COLLECT or ADVANCE PAY CALLS

Call Category	Surcharge of Connect Fee	First minute Rate	Each Add'l Minute Rate	Commission % Offered
Local	\$0.00	\$0.16	\$0.16	86%
Intra LATA	\$0.00	\$0.16	\$0.16	86%
Inter LATA	\$0.00	\$0.16	\$0.16	86%
InterState	\$0.00	\$0.16	\$0.16	86%

PREPAID DEBIT or DEBIT CARD CALLS

Call Category	Surcharge of Connect Fee	First minute Rate	Each Add'l Minute Rate	Commission % Offered
Local	\$0.00	\$0.16	\$0.16	86%
Intra LATA	\$0.00	\$0.16	\$0.16	86%
Inter LATA	\$0.00	\$0.16	\$0.16	86%
InterState	\$0.00	\$0.16	\$0.16	86%

NOTE: Rates shown above are exclusive of Federal, State and Local Taxes and Regulatory Fees such as the Universal Service Fund. It is understood that these will be charged as a pass-through from the taxing/regulating agency to the called party and that no commission will be paid on these items.

Other Fees:

Vendors are required to disclose any/all fees charged to the inmate or called party in excess of the above stated call rates. Disclose fees whether charged directly or by a subcontractor, billing agent, or other third party who accepts payments on your behalf. Failure to accurately disclose fees will be cause for disqualification. The only fees that need not be listed are taxes and pass-through fees imposed by regulatory agencies.

Fees

Description	Fee Amount	Applicable to Collect, Prepaid Collect, Direct Billed and/or Debit?
Prepaid Account Set up Fee	\$0.00	Securus does not have such a fee
Prepaid Account Funding Fee via Internet	\$3.00	Prepaid Collect
Prepaid Account Funding Fee via Telephone	\$3.00 via the automated attendant \$5.95 via a live operator	Prepaid Collect
Prepaid Account Close-Out Fee	\$0.00	Securus does not have such a fee
Refund Fee	\$0.00	Securus does not have such a fee
Account Maintenance Fee	\$0.00	Securus does not have such a fee
Inactive Account Fee	\$0.00	Securus does not have such a fee
Regulatory Cost Recovery Fee	\$0.00	Securus does not have such a fee
Bill Statement Fee	\$2.00 per Bill	Direct Billed
Single Bill Fee	\$0.00	Securus does not have such a fee
Universal Service Fund Administrative Fee	\$0.00	Securus does not have such a fee
Other? Describe any other fees that are not covered above	N/A	N/A

Policies

Question	Vendor Policy
What is the Prepaid Account Deposit Minimum?	Securus has <u>no minimum deposit amount</u> .
Does vendor or subcontractor provide ready access to live agents via telephone?	Securus provides ready access to live agents via the telephone.
After what period of inactivity does a prepaid account balance expire?	Advance Connect balances expire after 180 Days. Inmate Debit balances expire after 90 days.
How long does it take after a credit card deposit is received before calling is restored? (# minutes, hours, days?)	Calling is restored immediately upon receiving the credit card deposit.



JEFFERSON COUNTY
DEPARTMENT OF ADMINISTRATIVE SERVICES
 729 MAPLE ST / PO BOX 100
 HILLSBORO MO 63050
WWW.JEFFCOMO.ORG

BID #: 18-0084

Request for Proposal: INMATE PHONE SYSTEM 2019

Date Issued: 11-30-2018

PROPOSALS SHALL BE ACCEPTED UNTIL: THURSDAY, DECEMBER 27, 2018, AT 2:00 P.M. LOCAL TIME.

**Specification
 Contact:**

CAPTAIN ANDY SIDES
 Jefferson County Sheriff's Office
 636-797-5538
 asides@jeffcomo.org

**Contract
 Contact:**

VICKIE PRATT
 Department of Administrative Services
 636-797-5380

**Mail (3) Three
 Complete Copies
 With Vendor And
 Proposal
 Information As
 Shown In Sample:**

SAMPLE ENVELOPE

<i>VENDOR NAME</i>	
<i>VENDOR ADDRESS</i>	
<i>CONTACT NUMBER</i>	DEPARTMENT OF THE COUNTY CLERK
	JEFFERSON COUNTY MISSOURI
	729 MAPLE ST / PO BOX 100
	HILLSBORO MO 63050-0100
<i>SEALED PROPOSAL: (PROPOSAL NAME)</i>	

Contract Term:
**FIVE YEAR CONTRACT
 WITH TWO ONE YEAR
 RENEWAL OPTION
 UPON APPROVAL OF THE
 COUNTY COUNCIL AND
 COUNTY EXECUTIVE**

The undersigned certifies that he/she has the authority to bind this company in an agreement/contract to supply the commodity or service in accordance with all terms, conditions, and pricing specified. This Proposal, if accepted, will constitute an Agreement and Contract with Jefferson County, Missouri, upon approval of the County Council and County Executive. Prices are firm during this agreement term, unless agreed upon in writing by the County. The County has the option to renew this agreement at the same terms and conditions as the original agreement for two additional one-year terms with the written consent of the successful bidder. Price increases for renewals are not authorized unless approved in writing by the County.

**Vendor
 Information:**

Inmate Calling Solutions, LLC	Michael Kennedy
Company Name	Authorized Agent (Print)
2200 Danbury Street	
Address	Signature
San Antonio, TX 78217	Vice President Sales & Marketing
City/State/Zip Code	Title
(866) 228-4040	12/21/18 82-0559085
Telephone #	Date Tax ID #
rfp@icsolutions.com	(210) 693-1016
E-mail	Fax #

9. COMMISSION OFFER FORM & RATE INFORMATION

COMMISSION OFFER FORM

Describe all proposed rates, fees, and County commissions. All proposed rates and fees must be fully compliant with all pertinent FCC/federal, state, and local regulations. The proposed commission payable shall be stated as a percentage of gross revenue for all calls placed on or through the Inmate Telephone System, with no fee additions beyond the maximum rates and fees specifically allowed by the FCC Order, state tariffs, and any other pertinent regulations. Failure to state commissions as a percentage of gross revenue, using only rates and fees that are compliant with all pertinent regulations, will cause vendor's proposal to be deemed non-compliant and ineligible for contract award.

COLLECT CALLS

Call Category	Surcharge or Connect Fee	First Minute Rate	Each Add'l Minute Rate	Commission % Offered
Local	\$0.00	\$0.17	\$0.17	85%
Intra LATA	\$0.00	\$0.17	\$0.17	85%
Inter LATA	\$0.00	\$0.17	\$0.17	85%
InterState	\$0.00	\$0.21	\$0.21	85%

PREPAID COLLECT, DIRECT BILLED COLLECT or ADVANCE PAY CALLS

Call Category	Surcharge or Connect Fee	First Minute Rate	Each Add'l Minute Rate	Commission % Offered
Local	\$0.00	\$0.17	\$0.17	85%
Intra LATA	\$0.00	\$0.17	\$0.17	85%
Inter LATA	\$0.00	\$0.17	\$0.17	85%
InterState	\$0.00	\$0.21	\$0.21	85%

INMATE CALLING SOLUTIONS

PREPAID DEBIT or DEBIT CARD CALLS

Call Category	Surcharge or Connect Fee	First Minute Rate	Each Add'l Minute Rate	Commission % Offered
Local	\$0.00	\$0.17	\$0.17	85%
Intra LATA	\$0.00	\$0.17	\$0.17	85%
Inter LATA	\$0.00	\$0.17	\$0.17	85%
InterState	\$0.00	\$0.21	\$0.21	85%
International	\$0.00	\$0.50	\$0.50	85%

NOTE: Rates shown above are exclusive of Federal, State and Local Taxes and Regulatory Fees such as the Universal Service Fund. It is understood that these will be charged as a pass-through from the taxing/regulating agency to the called party and that no commission will be paid on these items.

Commission Offer Form (cont.)

Other Fees:

Vendors are required to disclose any/all fees charged to the inmate or called party in excess of the above stated call rates. Disclose fees whether charged directly or by a subcontractor, billing agent, or other third party who accepts payments on your behalf. Failure to accurately disclose fees will be cause for disqualification. The only fees that need not be listed are taxes and pass-through fees imposed by regulatory agencies.

Fees

Description	Fee Amount	Applicable to Collect, Prepaid Collect, Direct Billed and/or Debit?
Prepaid Account Set up Fee	None	N/A
Prepaid Account Funding Fee via Internet	\$3.00	Prepaid Collect
Prepaid Account Funding Fee via Telephone	\$3.00 (IVR) \$5.95 (live)	Prepaid Collect
Prepaid Account Close-Out Fee	None	N/A
Refund Fee	None	N/A
Account Maintenance Fee	None	N/A
Inactive Account Fee	None	N/A

Regulatory Cost Recovery Fee	None	N/A
Bill Statement Fee	None	N/A
Single Bill Fee	None	N/A
Universal Service Fund Administrative Fee	None	N/A
Other? Describe any other fees that are not covered above	None	N/A

Policies

Question	Vendor Policy
What is the Prepaid Account Deposit Minimum?	No Minimum
Does vendor or subcontractor provide ready access to live agents via telephone?	Yes, Live Agents are available 24 hours per day, every day, and can be reached in 90 Seconds or Less
After what period of inactivity does a prepaid account balance expire?	6 Months
How long does it take after a credit card deposit is received before calling is restored? (# minutes, hours, days?)	Less than 1 Minute

ICSolutions Response:

ICSolutions will pay Jefferson County Inmate telephone commissions at the rate of **85% of Adjusted Gross Revenue**. ICSolutions will retain the first \$0.15 of revenue generated by each call to amortize the investment in the Video Visitation System. The County will receive 85% Commission on the total gross revenue generated after the first \$0.15 of each call ("Adjusted Gross Revenue").

Please note that ICSolutions will maintain an amortization schedule relative to revenue withheld for the Video Visitation investment recovery. Once the Video Visitation System is fully amortized via this revenue, ICSolutions will no longer retain the first \$0.15 of each call's revenue. From that point on, Inmate Telephone commissions will be calculated as 85% of Total Gross Revenue generated by all calls.

In all cases, commissions will be calculated using 100% of inmate phone calls, including **local, in-state long distance, interstate, and international calls**.

NOTE: Per the current FCC Orders recommending nationwide caps on calling rates and setting caps on fees, **commissions are allowed for all call types**, including Interstate calls. Therefore, ICSolutions' commission offer is in full compliance with all current and proposed FCC regulations.

Additional County Compensation & Service Rates

The following additional revenue sources are also available.

Remote Video Visitation

ICSolutions offers remote video visitation (conducted from a location outside Jail facilities, such as a home or office). To use this service, friends and family will pay our standard rate of **25¢ per minute**, charged in 30-minute increments. The County will receive **50% of each paid visit** as additional commission income.

Inmate Voicemail

To further increase your commission revenue, ICSolutions can deploy our optional Inmate Voicemail solution. This service allows inmates to receive inbound voicemail messages from friends and family, who pay a fee of **\$1.00 per message**. The County will receive **50%** of each message fee as additional commission income.

Smart Comm Software & Optional Wireless Inmate Tablets

When our optional Smart Comm wireless tablets are deployed, inmates can access premium entertainment content at the rate of **\$0.03 per minute**, and the County may collect up to **25%** of this revenue as additional commission income. There is no cost to purchase or rent a tablet. Inmates can access self-service functions – such as commissary ordering, grievance reporting, law library, and MailGuard – at no cost.

Please note that revenue generated by Smart Comm's messaging application supports implementation of the complete infrastructure necessary to support all Smart Comm services – enabling us to offer installation of wireless access points, Case Maker law library, MailGuard Virtual Mailroom, and all associated hardware and software at **no cost to the County**. Therefore, Smart Comm's inmate messaging is a required component of the optional tablet services. Inmate messaging is billed at the rate of **\$0.50 per message** (the same price as a postage stamp) or **\$1.00 per photo**.

In addition, a \$1.50-per-transaction funding fee applies when friends/family deposit funds to an inmate's Smart Comm account. These funds can be used to pay for any combination of email, photo, and premium content streaming.

Smart Comm tablets are deployed at an initial ratio of 1 tablet per 6 inmates. That quantity can be increased during the contract term if such an increase is warranted by actual inmate usage.



JEFFERSON COUNTY
DEPARTMENT OF ADMINISTRATIVE SERVICES
 729 MAPLE ST / PO BOX 100
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BID #: 18-0084

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**Specification
 Contact:**

CAPTAIN ANDY SIDES
 Jefferson County Sheriff's Office
 636-797-5538
 asides@jeffcomo.org

**Contract
 Contact:**

VICKIE PRATT
 Department of Administrative Services
 636-797-5380

**Mail (3) Three
 Complete Copies
 With Vendor And
 Proposal
 Information As
 Shown In Sample:**

SAMPLE ENVELOPE

<i>VENDOR NAME</i>	
<i>VENDOR ADDRESS</i>	
<i>CONTACT NUMBER</i>	
	DEPARTMENT OF THE COUNTY CLERK
	JEFFERSON COUNTY MISSOURI
	729 MAPLE ST / PO BOX 100
	HILLSBORO MO 63050-0100
	<i>SEALED PROPOSAL: (PROPOSAL NAME)</i>

Contract Term:
**FIVE YEAR CONTRACT
 WITH TWO ONE YEAR
 RENEWAL OPTION
 UPON APPROVAL OF THE
 COUNTY COUNCIL AND
 COUNTY EXECUTIVE**

The undersigned certifies that he/she has the authority to bind this company in an agreement/contract to supply the commodity or service in accordance with all terms, conditions, and pricing specified. This Proposal, if accepted, will constitute an Agreement and Contract with Jefferson County, Missouri, upon approval of the County Council and County Executive. Prices are firm during this agreement term, unless agreed upon in writing by the County. The County has the option to renew this agreement at the same terms and conditions as the original agreement for two additional one-year terms with the written consent of the successful bidder. Price increases for renewals are not authorized unless approved in writing by the County.

**Vendor
 Information:**

Global Tel*Link Corporation	Jonathan Walker
Company Name	Authorized Agent (Print)
12021 Sunset Hills Road, Suite 100	
Address	Signature
Reston, VA 20190	Executive Vice President - Business Development
City/State/Zip Code	Title
703-955-3910	63-1071001
Telephone #	Date Tax ID #
RFP@gtl.net	855-631-8857
E-mail	Fax #

SPECIFICATIONS

The Jefferson County Sheriff's Office is seeking proposals for the "Inmate Phone System" at the Jefferson County Sheriff's Office Jail. The Sheriff's Office has had a long-standing contract with Securus and is re-bidding the phone and video visitation system for the entire jail. If the award goes to an organization other than Securus, the organization will coordinate the installation of new equipment, and the removal of equipment with Securus. The new system will start March 1st.

The Sheriff's Office awards contracts on the best proposal. Specifically, and for the proposal, the review team will strongly consider the organization's transparency with other Missouri Customers. Complex billing for inmates, their families, the Sheriff's Office, or other measures in an attempt to hide profits or funds will be rejected. Throughout the facility, the jail has the following phones:

Lower	5 phones	5 video kiosk
Upper	6 phones	6 video kiosk
Dorm 3	5 phones	2 video kiosk
Dorm 2	4 phones	2 video kiosk
Dorm 1	4 phones	2 video kiosk
Holdover	2 phones	
Holdover cells	1 in 209	
	1 in 210	
Video Visit	2 phones	2 video kiosk
TOTAL	30 phones	19 video kiosk

GTL Response: GTL has read, understands, and will comply.

The following revised information and quantities were provided at Prebid Meeting

Lower	5 phones	5 video kiosk
Upper	6 phones	6 video kiosk
Dorm 3	3 phones	2 video kiosk
Dorm 2	4 phones	2 video kiosk
Dorm 1	4 phones	2 video kiosk
Holdover	2 phones	1 video kiosk in 254
Holdover cells	1 in 209	
	1 in 210	
Video Visit	2 phones	5 video kiosk
Lobby Pay Phone	1 phone	
TOTAL	29 phones	23 video kiosk

1 SCOPE/INTENT

The County is requesting sealed proposals for a fully operational, flexible, secure and reliable inmate telephone system. The provision of inmate phone service and the quality and reliability of service are a high priority.

Suppliers offering a proposal in response to this RFP shall be responsible to submit technical solutions based on their programs that meet or exceed the goals and objectives set forth herein.

GTL Response: GTL has read, understands, and will comply.

2 Project Information

The Inmate Telephone System must support inmate calling at all of the following facilities. See below for quantities of required and/or desired ITS equipment at each facility.

JEFFERSON COUNTY SHERIFF 510 1ST STREET
HILLSBORO, MO 63050
6356-797-5000
Average Daily Population: 340

Equipment	Quantity	Required or Desired?
Standard inmate telephones	xx	Required
Visitation phones (monitored/recorded)	X	
Pay (coin) phones		
TDD/TTY devices	X	
Cart phones		
Hands-free inmate phones		
Portable cordless phones		
Enclosures		
Pedestals		
Workstations with printers		
Laptop computers		
Inmate kiosks	X	
Handheld devices		
Cell phone detection devices	X	
Video Visitation	X	

GTL Response: GTL has read, understands, and will comply.

The following information and quantities were provided at the Pre-bid meeting:

Equipment	Quantity	Required or Desired?
Standard inmate telephones	19	Required
Visitation phones (monitored/recorded)	1 set	Required
Pay (coin) phones	1	Required
TDD/TTY devices	2	Required
Cart phones		
Hands-free inmate phones		
Portable cordless phones		
Enclosures		
Pedestals		
Workstations with printers	0	Removed from RFP
Laptop computers		
Inmate kiosks – Video Visitation	20	Required
Handheld devices		
Cell phone detection devices	1	Desired
Visitor kiosk - Video Visitation	5	Required

COMMISSION OFFER FORM

Describe all proposed rates, fees, and County commissions. All proposed rates and fees must be fully compliant with all pertinent FCC/federal, state, and local regulations. The proposed commission payable shall be stated as a percentage of gross revenue for all calls placed on or through the Inmate Telephone System, with no fee additions beyond the maximum rates and fees specifically allowed by the FCC Order, state tariffs, and any other pertinent regulations. Failure to state commissions as a percentage of gross revenue, using only rates and fees that are compliant with all pertinent regulations, will cause vendor's proposal to be deemed non-compliant and ineligible for contract award.

COLLECT CALLS

Call Category	Surcharge or Connect Fee	First Minute Rate	Each Add'l Minute Rate	Commission % Offered
Local	\$0.00	\$0.21	\$0.21	65%
Intra LATA	\$0.00	\$0.21	\$0.21	65%
Inter LATA	\$0.00	\$0.21	\$0.21	65%
InterState	\$0.00	\$0.21	\$0.21	65%

PREPAID COLLECT, DIRECT BILLED COLLECT or ADVANCE PAY CALLS

Call Category	Surcharge or Connect Fee	First Minute Rate	Each Add'l Minute Rate	Commission % Offered
Local	\$0.00	\$0.21	\$0.21	65%
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InterState	\$0.00	\$0.21	\$0.21	65%

PREPAID DEBIT or DEBIT CARD CALLS

Call Category	Surcharge or Connect Fee	First Minute Rate	Each Add'l Minute Rate	Commission % Offered
Local	\$0.00	\$0.21	\$0.21	65%
Intra LATA	\$0.00	\$0.21	\$0.21	65%
Inter LATA	\$0.00	\$0.21	\$0.21	65%
InterState	\$0.00	\$0.21	\$0.21	65%
International	\$0.50	\$0.50	\$0.50	65%

In addition to the commission offer GTL's offer provide a Minimum Annual Guarantee in the amount of \$95,000.

NOTE: Rates shown above are exclusive of Federal, State and Local Taxes and Regulatory Fees such as the Universal Service Fund. It is understood that these will be charged as a pass-through from the taxing/regulating agency to the called party and that no commission will be paid on these items.

Commission Offer Form (cont.)

3 Other Fees:

Vendors are required to disclose any/all fees charged to the inmate or called party in excess of the above stated call rates. Disclose fees whether charged directly or by a subcontractor, billing agent, or other third party who accepts payments on your behalf. Failure to accurately disclose fees will be cause for disqualification. The only fees that need not be listed are taxes and pass-through fees imposed by regulatory agencies.

		Offer
»	GTL Video Visitation Offers	
	- Remote Video Visitation Rate - Per Minute	\$0.25
	- Video Visitation Commission Offer	25%

4 Fees³

Description	Fee Amount	Applicable to Collect, Prepaid Collect, Direct Billed and/or Debit?
Prepaid Account Set up Fee	\$0.00	
Prepaid Account Funding Fee via Internet	\$3.00	Applicable for all prepaid collect accounts for prepaid collect, direct billed and/or Debit
Prepaid Account Funding Fee via Telephone	\$5.95	Applicable for all prepaid collect accounts for prepaid collect, direct billed and/or Debit
Prepaid Account Close-Out Fee	\$0.00	
Refund Fee	\$0.00	
Account Maintenance Fee	\$0.00	
Inactive Account Fee	\$0.00	
Regulatory Cost Recovery Fee	\$0.00	
Bill Statement Fee	\$0.00	

³ All fees tariffed or published are subject to change from time to time as prescribed by the FCC, state agency, tax authorities, or at the discretion of GTL or any third parties providing services.

Alternative Proposal

GTL would like to offer an optional/alternative offer. GTL's Option II provides all the same solutions as are offered in the main option but also includes a tablet solution. In the following section we have provided a side-by-side view of both the main offer and our optional offer.

GTL Offer Summary

	Offer I	Offer II
» GTL ITS Offers		
- Call Rate Per Minute (in-state call types)	\$0.21	\$0.21
- Call Rate Per Minute (Interstate – Collect/Prepaid)	\$0.21	\$0.21
- Call Rate Per Minute (International calls)	\$0.50	\$0.50
- ITS Commission Offer (gross revenue from all call types) –	65%	65%
- Minimum Annual Guarantee	\$95,000	\$120,000
» GTL Video Visitation Offers		
- Remote Video Visitation Rate - Per Minute	\$0.25	\$0.25
- Video Visitation Commission Offer	25%	25%
» GTL Tablet Offers		
- Inmate Content & Messaging - Per Minute	N/A	\$0.05
- Video-on-Demand – VisitNow	N/A	\$0.25
- Friends & Family Messaging – Per Message	N/A	\$0.25
- Tablet Commission Offer	N/A	25%
Products & Solutions		
Communications Solutions		





JEFFERSON COUNTY
DEPARTMENT OF ADMINISTRATIVE SERVICES
 729 MAPLE ST / PO BOX 100
 HILLSBORO MO 63050
WWW.JEFFCOMO.ORG

 **ORIGINAL**

BID #: 18-0084

Request for Proposal: INMATE PHONE SYSTEM 2019

Date Issued: 11-30-2018

PROPOSALS SHALL BE ACCEPTED UNTIL: THURSDAY, DECEMBER 27, 2018, AT 2:00 P.M. LOCAL TIME.

Specification Contact:

CAPTAIN ANDY SIDES
 Jefferson County Sheriff's Office
 636-797-5538
 asides@jeffcomo.org

Contract Contact:

VICKIE PRATT
 Department of Administrative Services
 636-797-5380

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SAMPLE ENVELOPE

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<i>VENDOR ADDRESS</i>	
<i>CONTACT NUMBER</i>	DEPARTMENT OF THE COUNTY CLERK
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FIVE YEAR CONTRACT WITH TWO ONE YEAR RENEWAL OPTION UPON APPROVAL OF THE COUNTY COUNCIL AND COUNTY EXECUTIVE

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Vendor Information:

Encartele	Don Peeler
Company Name	Authorized Agent (Print)
8210 S 109th St	
Address	Signature
La Vista, NE 68128	Secretary
City/State/Zip Code	Title
402-509-8764	12/13/18 86-1116129
Telephone #	Date Tax ID #
don.peeler@encartele.net	402-342-1001
E-mail	Fax #



ATTACHMENT "A"

Service Deliverables and Values

Provided by CONTRACTOR as Value Added with No Additional Cost to PARTICIPANT*

Service/Product	Unit	Total
Description	Value	Qty
Icenet Inmate Telephone Unit	\$350.00	30
Icenet Registration and Setup	\$1,500.00	1
Visitation Phones	\$350.00	2
7" Comm Info Display (CID) Device	\$1,500.00	25
50" Content Broadcasting Display	\$1,100.00	10
CidNet Content Broadcasting Annual Lic. Fee	\$3,600.00	5
CidNet Content Campaign Management**	\$400.00	5
Hardware & Labor Installation	\$10,000.00	1
TDD/TTY Device	\$500.00	1
Total		\$91,700.00
Software Installation and Setup (hourly)	\$200.00	
Training (hourly)	\$200.00	
Hardware Installation and Setup (hourly)	\$200.00	

Commission: A commission of Seventy Eight Percent (78%) on Gross Billed Revenue will be paid for Inmate Phone calls during the term of this Agreement. A commission of Fifty Two Percent (52%) on CidNet Data will be paid for CidNet Data used for CidNet Services during the term of this Agreement.

***CidNet Content Broadcasting Annual Licensing Fee is Three Hundred Sixty Dollars (\$360.00) per Display per year.**

****CidNet Content Campaign Management is Four Hundred Dollars (\$400.00) per year with identical content to appear on all Content Broadcasting Displays.**

COMMISSION OFFER FORM

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Local	\$0	\$0.31	\$0.31	78%
Intra LATA	\$0	\$0.31	\$0.31	78%
Inter LATA	\$0	\$0.31	\$0.31	78%
InterState	\$0	\$0.21	\$0.21	78%

PREPAID COLLECT, DIRECT BILLED COLLECT or ADVANCE PAY CALLS

Call Category	Surcharge or Connect Fee	First Minute Rate	Each Add'l Minute Rate	Commission % Offered
Local	\$0	\$0.31	\$0.31	78%
Intra LATA	\$0	\$0.31	\$0.31	78%
Inter LATA	\$0	\$0.31	\$0.31	78%
InterState	\$0	\$0.21	\$0.21	78%

PREPAID DEBIT or DEBIT CARD CALLS

Call Category	Surcharge or Connect Fee	First Minute Rate	Each Add'l Minute Rate	Commission % Offered
Local	\$0	\$0.31	\$0.31	78%
Intra LATA	\$0	\$0.31	\$0.31	78%
Inter LATA	\$0	\$0.31	\$0.31	78%
InterState	\$0	\$0.21	\$0.21	78%
International	\$0	\$0.55	\$0.55	78%

NOTE: Rates shown above are exclusive of Federal, State and Local Taxes and Regulatory Fees such as the Universal Service Fund. It is understood that these will be charged as a pass-through from the taxing/regulating agency to the called party and that no commission will be paid on these items.

Commission Offer Form (cont.)

Other Fees:

Vendors are required to disclose any/all fees charged to the inmate or called party in excess of the above stated call rates. Disclose fees whether charged directly or by a subcontractor, billing agent, or other third party who accepts payments on your behalf. Failure to accurately disclose fees will be cause for disqualification. The only fees that need not be listed are taxes and pass-through fees imposed by regulatory agencies.

Fees

Description	Fee Amount	Applicable to Collect, Prepaid Collect, Direct Billed and/or Debit?
Prepaid Account Set up Fee		
Prepaid Account Funding Fee via Internet	\$3.00	Yes
Prepaid Account Funding Fee via Telephone	\$5.95	Yes
Prepaid Account Close-Out Fee		
Refund Fee		
Account Maintenance Fee		
Inactive Account Fee	\$3.00 after 60 days	Yes
Regulatory Cost Recovery Fee		
Bill Statement Fee		
Single Bill Fee		
Universal Service Fund Administrative Fee		
Other? Describe any other fees that are not covered above		

Policies

Question	Vendor Policy
What is the Prepaid Account Deposit Minimum?	No minimum deposit amount.
Does vendor or subcontractor provide ready access to live agents via telephone?	Yes
After what period of inactivity does a prepaid account balance expire?	After 60 days of account inactivity, \$3.00 is subtracted from the balance for the Inactive Account Fee. That fee is then re-applied every 30 days until the balance is \$0.
How long does it take after a credit card deposit is received before calling is restored? (# minutes, hours, days?)	Instant