



Dallas County
COURT ORDER / BRIEFING
Commissioners Court - Feb 18 2020

- Resolution
- Solicitation/Contract
- Executive Session
- Addendum

Authorize a 5 year service contract for Inmate Phone, Video Visitation Service and Inmate Multi-Function Kiosk Provider – with Securus Technologies, most advantageous proposer of three - No cost consideration to Dallas County

Briefing Date: Feb 18 2020
Funding Source:
Originating Department: Purchasing
Prepared by: Abri-Gayle Sterlacci, Contract Specialist
Recommended by: Michael Frosch, Director of Purchasing

BACKGROUND INFORMATION:

BACKGROUND

This action does not encumber funds; the purpose of a service contract is to establish firm pricing for services, for a specific term, which are ordered on an as needed basis.

This service contract will provide Inmate Phone, Video Visitation Service & Inmate Multi-Function Kiosks for the Sheriff's Department, Lew Sterrett Justice Center and Cook Chill detention centers. This contract provides access to communication equipment, wireless technology, and educational resources for approximately 5,100 inmates. The contract will enable inmates to communicate with family and friends, use wireless devices to access educational media and perform administrative functions. Under this contract all current equipment will be replaced with new or like new equipment within 90 days of contract execution. Phone and video visitation services are offered to inmates at a unit cost per minute paid through their personal accounts or family member's accounts. The contract includes 300,000 free minutes annually to be provided to inmates at the discretion of the Sheriff's Department as well as free phone calls during the intake process.

This contract also includes the ability for the Sheriff's department to designate certain phone numbers to be free of charge and these numbers do not impact the free minutes provided to the County. Additionally, the contract makes available free communal tablets which provides inmates a way to utilize the law library, submit requests for medical care, report any issues, and seek additional education options through a mobile wireless device. The overall cost difference to the inmates and their families is substantially lower compared to the current contract and includes five different call types; Local, IntraLATA, InterLATA, Interstate, and International. All call rates are significantly lower than current contract.

NEW CONTRACT HIGHLIGHTS

- In-person visitation option will continue

- No charge to fund the initial inmate account OR to add funds to account utilizing vendor provided website or call center
- Provides the ability for Dallas County to offer communal, at no charge, for various applications
- Contract term of 5 years allows for a gradual return on the new equipment required for this contract
- Better instructions to help inmates facility recovery or transfer of monetary balance in their account
- Revenue component is not part of contract
- Significantly reduced rates for the inmate and families
- Highlighted below are the most commonly utilized services (local calls only) and associated rates for the recommended contract, attached is the entire list of rates for all services offered. The cost per minute for local call and video visitation rates have been reduce 95% and 56% respectively compared to the rates awarded in November 2014. Additionally, this contract will not have a funding fee when loading funds using the vendor provided website and/or call center. If a family utilizes a third party site, such as Western Union, the fees have been reduced 33.6% to a flat fee of \$3.95.

	Current Rates* Local ONLY		New Proposed Rates		Difference		% Price Reduction Per Minute
	1st Min Rate	15 Min Rate	1st Min Rate	15 Min Rate	1st Min Rate	15 Min Rate	
Collect Phone Call	\$0.24	\$3.600	\$0.0119	\$0.178	\$0.228	\$3.422	95.04
Prepaid Phone Call	\$0.24	\$3.600	\$0.0119	\$0.178	\$0.228	\$3.422	95.04
Video Visitation	\$0.298	\$4.463	\$0.1300	\$1.950	\$0.168	\$2.513	56.37
Funding Fee	\$3.00		NO FUNDING FEE		\$3.00		100
Third Party	\$5.95		\$3.95		\$2.00		33.61
Cost for 15 Min Call or Video with (w) and without (w/o) Funding and Third Party fees							

The new and recommended contract pricing will continue the date of execution of the contract and will remain the same for the entire 5 year period. The attached fee structure contains all fees for this contract to include options for rental and download fees for movies and music/games respectively. Any music/games downloaded will remain on the inmates profile during the contract term. Movies are rented and must be watched within 48/hrs. of initiating the start of the movie. Dallas County obtained pricing for both email and voice mail capabilities. Email communication will be activated upon contract execution and the voice mail features will be further evaluated by the requesting department and the determination of utilization will be at the sole discretion of the Sheriff.

PROCUREMENT PROCESS

A four member committee from the following departments reviewed and evaluated the proposals:

- Consolidated Services Department
- Sheriff's Department
- Sheriff's Department
- IT Department

*The Purchasing department only evaluated cost.

The committee selected the successful respondent on the basis of demonstrated competence and qualifications under the following criteria:

Evaluation Criteria and Weights	Maximum Points
· Company Profile	20 Points
· System Functionality (Technical Approach)	30 Points
·	
Transition/Implementation Plan & Timeline	15 Points
· Cost-Lowest Overall Inmate/Family Costs	35 Points

As part of the solicitation process and in an effort to increase competition, the Purchasing department used its respective commodities. To further increase competition, the Purchasing department sent out 10 email bid notifications to vendors registered under NIGP code 95635, also used historical vendor information, the internet, and vendor contact information obtained from user departments. Notifications were also sent to 15 different Chamber of Commerce.

The following three firms submitted proposals and were ranked by a Selection Committee as follows:
*Denotes successful proposers

<u>Vendor Name</u>	<u>Vendor Address</u>	<u>Vendor Overall Score</u>
*Securus Technologies international Pkwy 75007	4000 Carrollton, TX	96.50 points
GTL Park, VA 22042	3120 Fairview Falls Church,	68.00 points
ICSolutions St. TX 78217	2200 Danbury San Antonio,	75.68 points

PRIOR ACTION

The current inmate phone/video visitation service contract was awarded on November 11, 2014 by Court Order # 2014-1560. The contract service period began January 1, 2015 and following the two renewal options, the contract was scheduled to expire on December 31, 2019. On December 17, 2019, the Court authorized a three month extension allowing the finalization of the contracting process. The extension included an amendment to the revenue sharing (commission based) section of the contract which replaces the revenue share pricing model with a cost per service contract resulting in a fee reduction to the inmates and families beginning January 1, 2020.

Fee Per Minute Jan. 1, 2015 – Dec. 31. 2019
\$.24/per min

Fee Per Minute Jan. 1. 2020 until new contract execution
\$.07/per min

This item was originally considered by the Court on February 4, 2020 and deferred for two weeks at the request of Commissioner Price.

OPERATIONAL IMPACT:

On August 26, 2019, Dallas County released an RFP for Inmate Phone, Video Visitation Service and Inmate Multi-Function Kiosk Provider. On October 21, 2019, Dallas County Purchasing Department received three (3) proposals in response to RFP 2019-064-6828- Inmate Phone, Video Visitation Service and Inmate Multi-Function Kiosk Provider. An evaluation team comprised of four Dallas County employees from various departments and expertise reviewed and ranked proposals based on the evaluation criteria listed in the RFP. Evaluations were completed on November 20, 2019.

FINANCIAL IMPACT:

No cost consideration

LEGAL IMPACT:

The District Attorney-Civil Division has reviewed the contract agreement for Request for Proposal for Inmate Multi-Function Kiosk Provider, and drafted the contract document to form.

PROJECT SCHEDULE:

All equipment will be replaced within 90 days of contract execution.

SBE PARTICIPATION:

No SBE requirement was included in the Request for Proposals due to no cost consideration to the County. T

RECOMMENDATION:

Authorize a 5 year service contract for Inmate Phone, Video Visitation Service and Inmate Multi-Function Kiosk Provider – with Securus Technologies - No cost consideration.

MOTION:

On a motion made by TBD, and seconded by TBD, the following order will be voted on by the Commissioners Court of Dallas County, State of Texas:

Be it resolved and ordered that the Dallas County Commissioners Court does hereby Authorize a 5 year service contract for Inmate Phone, Video Visitation Service and Inmate Multi-Function Kiosk Provider – with Securus Technologies- No cost consideration.

CONTRACT DETAILS:

Contract Title: 2019-064-6828- Inmate Phone, Video Visitation Services & Multi-Function Kiosk Provider
Description: Inmate Phone, Video Visitation Services & Multi-Function Kiosk Provider
Transaction Type: New
Contract Number: **Total Cost:**
Start Date: **Expiration Date:**
Vendor: Securus Technologies

ATTACHMENTS:

[Securus chapter 2252 cert form](#)
[Securus 1295 signed](#)
[Securus Signed Contract](#)
[Revised 10.4.19](#)
[Dallas BAFO and Questions 2019 submitted dec 4](#)
[Securus RFP No. 2019-064-6828 Dallas County usb9](#)
[Dallas County Prepared Cost Summary](#)



TEXAS GOVERNMENT CODE CHAPTER 2252 CERTIFICATION FORM

I, Dennis Reinhold (Person name), the undersigned representative of (Company or Business name) Securus Technologies, LLC

(hereafter referred to as "company") being an adult over the age of eighteen (18) years of age, do hereby depose and verify under oath that the company named-above, under the provisions of Subtitle F, Title 10, Government Code Chapter 2252:

- 1. IS NOT listed on the website of the Comptroller of the State of Texas concerning the listing of companies that are identified under Section 806.051, 807.051 or Section 2253.153; and
2. Will not be listed during the term of the contract between company and Dallas County, Texas.

Pursuant to Section 2252.152 and 2252.153, Texas Government Code:

Sec. 2252.152. CONTRACTS WITH COMPANIES ENGAGED IN BUSINESS WITH IRAN, SUDAN, OR FOREIGN TERRORIST ORGANIZATION PROHIBITED. A governmental entity may not enter into a governmental contract with a company that is identified on a list prepared and maintained under Section 806.051, 807.051, or 2252.153.

Sec. 2252.153. LISTED COMPANIES. The comptroller shall prepare and maintain, and make available to each governmental entity, a list of companies known to have contracts with or provide supplies or services to a foreign terrorist organization.

[Handwritten signature]

Dennis Reinhold

Signature

Printed Name

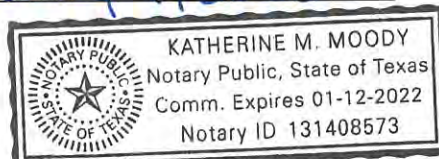
S. Vice President + General Counsel

January 9, 2020

Title

Date

AFFIX NOTARY STAMP / SEAL ABOVE



I swear, or affirm, under penalty of perjury, that the above disclosure is true and correct.

Signature of authorized agent of contracting business entity

Sworn to and subscribed before me, by the said [blank], this the 9th day of January, 2020, to certify which, witness my hand and seal of office.

[Handwritten signature of Katherine Moody]

Katherine Moody

Notary

Signature of officer administering oath

Printed name of officer administering oath

Title of officer administering oath

CERTIFICATE OF INTERESTED PARTIES

FORM 1295

1 of 2

Complete Nos. 1 - 4 and 6 if there are interested parties.
 Complete Nos. 1, 2, 3, 5, and 6 if there are no interested parties.

OFFICE USE ONLY CERTIFICATION OF FILING

Certificate Number:
 2020-575328

Date Filed:
 01/09/2020

Date Acknowledged:

1 Name of business entity filing form, and the city, state and country of the business entity's place of business.

Securus Technologies, Inc.
 Carrollton, TX United States

2 Name of governmental entity or state agency that is a party to the contract for which the form is being filed.

Dallas County

3 Provide the identification number used by the governmental entity or state agency to track or identify the contract, and provide a description of the services, goods, or other property to be provided under the contract.

2019-064-6828
 Inmate Phone, Video Visitation and Multi-Function Kiosk

4	Name of Interested Party	City, State, Country (place of business)	Nature of interest (check applicable)	
			Controlling	Intermediary
	Abel, David	Carrollton, TX United States	X	
	Pickens, Robert	Carrollton, TX United States	X	
	Smith, Richard	Carrollton, TX United States	X	
	Boyd, Geoff	Carrollton, TX United States	X	
	Reinhold, Dennis	Carrollton, TX United States	X	
	Velasco, Barbara	Beverly Hills, CA United States	X	
	Zollo, Stephen	Beverly Hills, CA United States	X	
	Kalawski, Eva	Beverly Hills, CA United States	X	
	Sigler, Maryann	Beverly Hills, CA United States	X	
	Walloch, Dawn	Beverly Hills, CA United States	X	
	Maroldi, Justin	Beverly Hills, CA United States	X	
	Agarwal, Suneet	Beverly Hills, CA United States	X	

CERTIFICATE OF INTERESTED PARTIES

FORM 1295

2 of 2

Complete Nos. 1 - 4 and 6 if there are interested parties.
 Complete Nos. 1, 2, 3, 5, and 6 if there are no interested parties.

OFFICE USE ONLY CERTIFICATION OF FILING

Certificate Number:
 2020-575328

Date Filed:
 01/09/2020

Date Acknowledged:

1 Name of business entity filing form, and the city, state and country of the business entity's place of business.

Securus Technologies, Inc.
 Carrollton, TX United States

2 Name of governmental entity or state agency that is a party to the contract for which the form is being filed.

Dallas County

3 Provide the identification number used by the governmental entity or state agency to track or identify the contract, and provide a description of the services, goods, or other property to be provided under the contract.

2019-064-6828
 Inmate Phone, Video Visitation and Multi-Function Kiosk

4	Name of Interested Party	City, State, Country (place of business)	Nature of interest (check applicable)	
			Controlling	Intermediary

5 Check only if there is NO Interested Party.

6 UNSWORN DECLARATION

My name is Dennis J Reinhold, and my date of birth is _____.

My address is 4000 International Pkwy, Carrollton, TX, 75007, Denton
(street) (city) (state) (zip code) (country)

I declare under penalty of perjury that the foregoing is true and correct.

Executed in Denton County, State of Texas, on the 9 day of January 20, 20.
(month) (year)

DJ Reinhold, SVP / General Counsel
 Signature of authorized agent of contracting business entity
(Declarant)