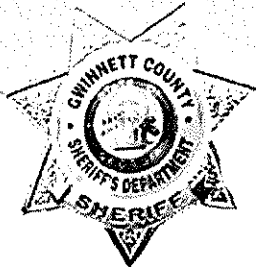


EXHIBIT 7

Excerpts - Telmate's response to RFP RP034-11 for an Inmate Phone System in Gwinnett County, Georgia

PRISON
POLICY INITIATIVE



Inmate Phone System Proposal

SECURE INMATE TELEPHONE AND CALL MONITORING SYSTEM AND SERVICES

Request for Proposal: RP034-11
Prepared for: **Gwinnett County, Georgia**

Prepared by: Christopher Ditto, Telmate
November 25, 2011



Printed on
recycled paper



Table of Contents

To help better understand the full capabilities of our cutting-edge solution, we have divided our proposal into the following sections:

About Us	1
Recent News	2
Where Telmate Is Installed	3
Product Summary	7
At-a-Glance Features Outline	8
Exclusive Labor Saving Features	9
Revenue Generating Features	15
Actual Call Volume & Revenue Increases at Existing Facilities	18
State-of-the-Art Features	20
Service and Customer Care	23
Central Call Architecture [Confidential]	25
Telmate Unified Communication Platform [Confidential]	27
Integrated Security & Fraud Prevention	29
Free Training	31
System Upgrades	32
Proposal	33
C. GENERAL SPECIFICATIONS	33
Telmate's 45 Day Installation Outline	42
D. FIRM QUALIFICATIONS	55
Forms	61
Informational Narrative	66
Time of Proposed Delivery of Goods or Services	67
Telmate's 45 Day Installation Outline	69
References	71
Cost/Commission Offer	90
Description of Services	90
Standard Contract	91



“Today, Telmate is one of the fastest growing inmate telephone systems and services in North America”

Throughout our years of service, we have developed a reputation for excellent customer service and leading technology. All of our customer service personnel, repair technicians and data systems are in-house and fully supported by the finest equipment in the industry. With our vast telecom experience, professional staff and on-location service personnel in 40 States, Telmate can offer correctional facilities unsurpassed inmate telecom management.

At Telmate, we are committed to providing your facility, inmates and the inmate’s friends & family with the best telecommunications solution available. Furthermore, we are committed to offering this solution at a fair price. We constantly work with our clients to improve service and add new features and resources that not only benefit the facility, but the inmates as well.

Our managers and founders put a premium on retaining an outstanding employee team. A team of the industry’s best executives, with broad and diverse operational experience, leads Telmate. They direct, with integrity, vision and wisdom, the talented men and women who are the heart and hands of our company.

Today, Telmate is one of the fastest growing inmate telephone systems and services in North America. From city and county jails to federal facilities, Telmate serves populations of all sizes—many exceeding 1,000 beds. With over 18,000 detainees, our largest account is ICE (U.S. Immigration and Customs Enforcement). Currently, we provide service to over 190 correctional facilities across 40 US States and two Canadian Provinces.

We believe that our ability to provide the industry’s best customer service (daily onsite service and real-time customer issue resolution), inmate calls at a fair price, and the most advanced inmate solution available uniquely positions us as the top choice for inmate communications services.

CONFIDENTIAL

Telmate is a privately held company, co-owned by our CEO (Richard Torgersrud) and our President (Kevin O’Neil).

Financially, our company is extremely stable and has been growing steadily, without debt.

Dun & Bradstreet DUNS # 96-259-0175

Please see Telmate’s financials for the past three years below:

FYE
2010
Revenue \$24,626,000

Cost of service	<u>-\$11,440,000</u>
Gross Profit	<u>\$13,186,000</u>
Selling, general and administrative expenses	<u>\$7,345,000</u>
Net Income	<u>\$5,841,000</u>

BALANCE SHEET as of Q1 2011

Unrestricted Cash	\$7,000,000
Account Receivable	<u>\$334,000</u>
Total Current Assets	\$7,334,000
Fixed Assets	<u>\$2,258,300</u>
Total Assets	<u>\$9,592,000</u>
Account Payable	\$1,804,900
Accrued Expenses	<u>\$2,121,404</u>
Total Liabilities	<u>\$3,926,304</u>
Total Equity	<u>\$5,665,996</u>
Total Liabilities & Equity	<u>\$9,592,000</u>

c. Number of administrative personnel national and in Atlanta

Read, agree, and will comply.

Telmate has approximately 16 administrative personnel nationally, none are currently in the city of Atlanta.

d. Number of marketing personnel national and in Atlanta

Read, agree, and will comply.

Telmate has approximately 7 marketing personnel nationally, three (3) are currently in the city of Atlanta.

e. Number of technical personnel national and in Atlanta

Read, agree, and will comply.

Telmate has approximately 24 technical personnel nationally, none are currently in the city of Atlanta.

To ensure the highest level of service and operations, Telmate will assign a full time local employee to your facility. We will also employ other full time employees in close proximity to the facility who are available to cover