

ITEMS REQUIRING BOCC APPROVAL
1 ITEM

INMATE PHONE AND VIDEO VISITATION-SHERIFF'S OFFICE
FUNDING-SHERIFF'S OFFICE

(Request sent to 51 vendors)

RFP 13-0089 Contract

		Legacy Inmate Communications	Securus Technologies, Inc.	Correct Solutions Group	Global Tel*Link Corporation	Embarq Payphone Services, Inc. dba CenturyLink
Call Rates (20 minutes)						
1	Local	\$2.35	\$3.50	\$3.75	\$4.05	\$3.50
2	Intrastate	\$3.95	\$3.50	\$3.75	\$6.90 IntraLATA \$16.00 InterLATA	\$5.75
3	Interstate	\$5.00	\$3.50	\$20.00	\$2.80	\$2.80
4	International	\$24.79	\$11.50	Dependent on facility phone service	Location dependent	\$13.00
Video Visitation Rates (20 minutes)						
5	Remote Visitation	\$7.00	\$14.99	\$20.00 +credit card processing fee ¹	\$20.00	\$14.00
County Revenue						
6	Commission % of Gross Revenue	81.5% phone 54% video	71.3%	65% phone 20% video	80% + \$100,000.00 prepaid annually OR 68% + \$100,000.00 bonus annually	70.2% phone 20% video
7	Prepaid Commission (year one)	\$100,000.00	\$350,000.00	\$375,000.00	see above	\$100,000.00
8	Annual Technology Grant	\$25,000.00	\$25,000.00	\$25,000.00	see above	\$25,000.00

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		Protocall, LLC and Turnkey Corrections	Edge Access, Inc.	Telmate ³	Lattice, Inc.
Call Rates (20 minutes)					
1	Local	\$3.50	No Bid	\$5.50	\$2.35
2	Intrastate	\$11.00	No Bid	\$5.50	\$9.40 IntraLATA \$16.80 InterLATA
3	Interstate	\$17.75	No Bid	\$5.50	\$5.00
4	International	\$21.75	No Bid	No Bid	No Bid
Video Visitation Rates (20 minutes)					
5	Remote Visitation	\$7.00	No Bid	\$10.00	No Bid
County Revenue					
6	Commission % of Gross Revenue	61%	10% year one 20% year two 35% year three ²	66.5% phone 25% video	68%
7	Prepaid Commission (year one)	\$100,000.00	No Bid	No Bid	\$100,000.00
8	Annual Technology Grant	\$35,000.00	No Bid	No Bid	\$25,000.00

On the recommendation of Kimberly Evans, on behalf of the Sheriff's Office, David Spears moved to **accept the proposal from Securus Technologies, Inc. at the rates listed and establish a contract for five (5) years.** Tim Kaufman seconded the motion. The motion passed unanimously.

A review committee comprised of Major Glen Kurtz, Captain Sharon Willits, Sheriff Jeff Easter, and Undersheriff Dan Bardezbain-Sheriff's Office, Mike Elpers and Greg Gann-DIO and Kim Evans-Purchasing, reviewed the responses. Two vendors, Legacy Inmate Communications and Securus Technologies, Inc were shortlisted and interviewed. The committee unanimously agreed that Securus Technologies, Inc provided the best overall package to meet the needs of the Sheriff's Office, the inmates and their families.

The Sheriff's Office currently utilizes inmate phone services in the Adult Detention and Work Release facilities. Video visitation services were added to this solicitation in order to add efficiencies in staffing for jail personnel, as well as an added convenience for inmate visitors. There will be video visitation kiosks available in the lobby for visitors to use or they can utilize video visitation from their own home computer.

Sedgwick County does not pay for these services. Revenue generated will be paid to the county on a commission basis as listed above. All video visitation from the lobby is at no charge.

Note-single commission rates indicate that commission rates are for both phone and video.

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Definitions:

LATA-Local Access and Transport Area

IntraLATA Your local calling area (inside a particular LATA). A LATA can cover an entire state so all the state will be considered intraLATA, and all calls within that state will be considered local calls (usually for small states). Most states have several LATAs.

InterLATA refers to calls between 2 LATAs. These can be 2 LATAs located in the same state or 2 LATAs located in 2 different states. Therefore long distance calls.

Interstate calls are calls between two states. These calls can also be considered interLATA because they are calls between 2 LATAs.

Intrastate calls are calls within the same state. This term is rather confusing because calls within the same state can be either interLATA or intraLATA.

¹Based on a 30 minute session.

²Commission will be paid only after the estimated installation costs (\$56,729.00) are offset; these rates are calculated from net revenue rather than gross revenue. Incomplete response.

³Based on a 15 minute call length. Incomplete response.

Question - Explain the difference between the Annual Technology Grant and Commission payment structure. Major Glen Kurtz explained that the Annual Technology Grant is used to pay fees and maintenance costs for other technologies used by the Sheriff's Office, including the Backscatter X-Ray and Cross Match fingerprint systems.