

CONTRACT BRIEF FORM

Purchasing File Auditor's File Read Only File Fixed Asset

BID, PROPOSAL, QUOTE NO.: RFP No. 08-007

ADVERTISED: July 10 & 13, 2008 Longview News-Journal
Posted County website July 15, 2008

FOR: Inmate Telephone Services

OPENED ON: July 29, 2008 at 2:00 PM

COMMISSIONER'S COURT DATE: August 28, 2008

AWARDED TO: Global Tel*Link
2609 Cameron St.
Mobile, AL 33607
Attn.: Mr. Robert H. Jones
Senior Vice President of Sales
Phone 317-558-3151
Fax 317-558-3152
E-mail rpearson@gtl.net

AWARD AMOUNT: Global Tel*Link to pay Gregg County
58% of gross revenues

TERM: (3) years w/option to renew for (2)-additional
12-month periods beginning
August 28, 2008 – August 27, 2009
August 28, 2009 – August 27, 2010
August 28, 2010 – August 27, 2011

CONTRACT PRICING: Global Tel*Link to pay Gregg County
58% of gross revenues

RENEWALS: Two additional 12-month periods
August 28, 2011 – August 27, 2012
August 28, 2012 – August 27, 2013

OTHER: Exhibit of Inmates Telephone Rates

OFFICIAL PROPOSAL FORM

The undersigned agrees, if this proposal is accepted, to furnish any/all items upon which prices are offered, at the prices and upon the terms and conditions contained in this document. The undersigned affirms that they are duly authorized to execute this contract. Having read and understood the attached instructions, specifications, terms and conditions, we submit the following proposal:

Global Tel*Link agrees to provide inmate telephone services for Gregg County, Texas in compliance with all the provisions described in the attached Gregg County RFP No. 08-007 for a period of not less than one (1) year, commencing upon the formal date of award.

Our proposal for operating the inmate telephone services is described in an accompanying narrative and the telephones services are calculated as described in §13 COMMISSIONS.

We propose to pay the Gregg County S.O. 58% Percentage (%) of gross revenues.

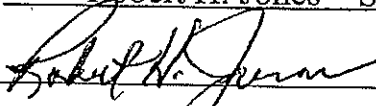
Please check (X) the required submittals that you have attached:

Bid Bond/Security (X) Proof of Insurance (X) 05, 06 & 07 audited financials (X)
List of current Texas clients (X) Three References (X) Completed On-site presentation (X)
)Software-proof of ownership (X) Resumes of project staff (X) Operational Narrative (X)
Background Questionnaire (X) Form of Contract (X)

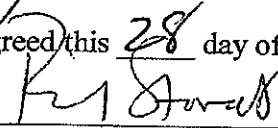
Company Global Tel*Link Address 2609 Cameron St. Mobile, AL 33607


Telephone No. 317-558-3151 Fax No. 317-558-3152 E-mail rpearson@gtl.net

Typed Name and Title Robert H. Jones Senior Vice President of Sales

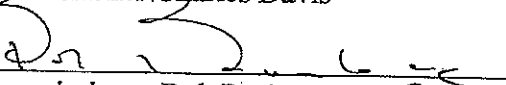
Authorized Signature  Date July 22, 2008

Accepted and Agreed this 28 day of August, 2008


County Judge Bill Stoudt


Commissioner Charles Davis


Commissioner Darryl Primo


Commissioner Bob Barbee


Commissioner John Mathis

Attest 

Connie Wade, County Clerk



13.0 COMMISSIONS

13.1 Contractor shall state their proposed percentage of commission rate which will be payable to the County. Such commission rate shall remain fixed during the contract term, unless the Office of State Procurement, the County, and the Contractor mutually agree to modify the commission rate, at any time during the contract terms.

GTL Response: GTL understands and complies.

Based on a three (3) year contract plus two optional one year renewals, Global Tel*Link offers to pay the County:

58% (Fifty-eight Percent) Commission of Total Gross Revenue

The above commission proposal includes:

- Using the existing inmate telephone system equipment
- 99 existing inmate stations

Our proposed percentage of gross revenue has also been clearly identified on the completed form submitted at **Tab: Official Proposal Form.**

GTL INMATE TELEPHONE RATES

RATE TYPE	CALL TYPE	MILES	TOD 1		TOD 2		TOD 3	
			1ST MIN	ADD'L MIN	1ST MIN	ADD'L MIN	1ST MIN	ADD'L MIN
LOCAL	STATION TO STATION COLLECT	9999	3.95	0.00	3.95	0.00	3.95	0.00
	PERSON TO PERSON COLLECT	9999	5.00	0.00	5.00	0.00	5.00	0.00
INTRASTATE INTRALATA (4)	STATION TO STATION COLLECT	17	3.10	0.08	3.08	0.08	3.06	0.05
		22	3.15	0.12	3.11	0.09	3.09	0.07
		28	3.21	0.18	3.16	0.14	3.13	0.11
		34	3.24	0.24	3.18	0.18	3.14	0.14
		51	3.31	0.31	3.23	0.23	3.19	0.19
		9999	3.33	0.33	3.25	0.25	3.20	0.20
	PERSON TO PERSON COLLECT	17	4.60	0.08	4.58	0.06	4.56	0.05
	22	4.65	0.12	4.61	0.09	4.59	0.07	
	28	4.71	0.18	4.66	0.14	4.63	0.11	
	34	4.74	0.24	4.68	0.18	4.64	0.14	
	51	4.81	0.31	4.73	0.23	4.69	0.19	
	9999	4.83	0.33	4.75	0.25	4.70	0.20	



INTRASTATE INTERLATA (5)	STATION TO STATION COLLECT	10	3.30	0.26	3.30	0.26	3.30	0.26
		22	3.32	0.30	3.32	0.30	3.32	0.30
		55	3.33	0.32	3.33	0.32	3.33	0.32
		124	3.37	0.35	3.37	0.35	3.37	0.35
		292	3.40	0.39	3.40	0.39	3.40	0.39
		9999	3.42	0.40	3.42	0.40	3.42	0.40
	PERSON TO PERSON COLLECT	10	4.80	0.26	4.80	0.26	4.80	0.26
		22	4.82	0.30	4.82	0.30	4.82	0.30
		55	4.83	0.32	4.83	0.32	4.83	0.32
		124	4.87	0.35	4.87	0.35	4.87	0.35
		292	4.90	0.39	4.90	0.39	4.90	0.39
		9999	4.92	0.40	4.92	0.40	4.92	0.40
INTERSTATE INTRALATA & INTERLATA (63%)	STATION TO STATION COLLECT	9999	4.84	0.89	4.84	0.89	4.84	0.89
	PERSON TO PERSON COLLECT	9999	10.84	0.89	10.84	0.89	10.84	0.89

No Discounts for Debit or Advance Pay



13.2 The percentage of commission to be paid to the County shall be computed on the total gross revenues before any deductions, except for taxes, tax-like surcharges, or regulatory approved fees.

GTL Response: GTL understands and complies. Global Tel*Link pays commissions based on the gross revenue charged for inmate calls from all phones covered by the Agreement. For each allowed call type (local, IntraLATA, InterLATA, interstate, or international; collect or prepaid) gross revenue is defined as the product of total billable minutes times the agreed upon rate for the call type for all completed calls – meaning those accepted by the called party. Total gross revenue is the sum of all revenues charged at the agreed upon rates for all completed calls during each billing period. Gross revenue does not include taxes, billing fees, Federal, State, County or local telecommunications fees that may additionally apply to a consumer's monthly telephone bill.

COMMISSION CALCULATION

The County's commission amount is calculated by multiplying the County's agreed upon commission percentage times the total gross amount charged at the agreed upon rates for all completed inmate calls during the billing period.

$$\text{Commission Percentage} \times \text{Total Gross Revenue} = \text{Commission Amount}$$

There are no deductions of any kind taken from the gross revenue from inmate calls prior to the calculation of the County's commission amount.

13.3 Documentation of calls completed, length of time, and cost of call by station number, shall be provided monthly in recap to the Department of Correction or the Director of the Department of Community Corrections, as applicable, with the contractor's commission payment. Contractor shall provide, with proposal, a sample of such commission reporting that will be provided with the commission payment.

GTL Response: GTL understands and complies. Gregg County will be able to verify call traffic, call revenue, and commission accuracy using two separate and distinct methods of reporting:

- **Monthly Commission Reports:** With a commission check, the County will receive commission reports detailing total gross revenue generated from the inmate phones:

- Revenue Summary Report
- Call Traffic Breakdown Report
- Detailed Gross Revenue per Inmate Phone Report
- Rejected Records Report

GTL also provides a secure **Internet FTP Site** from which revenue data and reports can be accessed by authorized County staff from on-site LazerPhone workstations or from authorized computers at remote locations. These data/reports can be formatted in one of three formats, depending on the County's preference: comma separated value text files, Excel worksheets, or portable document formatted (.pdf) files.

- **LazerPhone Reports:** Gregg County will be able to access the facility's original call data on-line via LazerPhone's password protected management program to request and generate reports detailing total gross revenue for the specified billing period by such criteria as: inmate telephone, call type, inmate PIN, destination number, or virtually any combination of criteria



that the County desires to use to audit detail or summary information contained in monthly commission reports.

Sample reports are included in our proposal. Please see:

Exhibit A. Sample Monthly Commission Reports

Exhibit B. Sample LazerPhone Reports

PROPOSAL EVALUATION CRITERIA	GTI (5) Members	Securus (5) Members	Conversant (5) Members	NCIC (4) Members	Digital Solutions N/A
Bill Jennings	97	95	79	70	--
Rodney Burns	52.5	49	29	49	--
Lloyd Phillips	97	95	45	Not Available	--
Tim Bryan	95	85	68	73	--
Ricky Clark	93	89	69	80	--
TOTAL POINTS	434.5 (86.9 Avg.)	413 (82.6Avg.)	290 (58.0 Avg.)	272 (68.0 Avg.)	--


 Ricky Clark, Chief Deputy

PROPOSAL EVALUATION CRITERIA	GTI (5) Members	Securus (5) Members	Conversant (5) Members	NCIC (4) Members	Digital Solutions N/A
Technical and Operational Considerations (30) Maximum Points	26.00	24.78	17.40	20.40	--
Commission Structure (25) Maximum Points	21.75	20.65	14.50	17.00	--
Technical and Maintenance Support Offered (20) Maximum Points	17.40	16.52	11.60	13.60	--
Contractor's Performance and Experience (20) Maximum Points	17.40	16.52	11.60	13.60	--
Adherence to the Requirements of the RFP (05) Maximum Points	4.35	4.13	2.90	3.40	--
TOTAL POINTS	434.5 (86.9 Avg.)	413 (82.6 Avg.)	290 (58.0 Avg.)	272 (68.0 Avg.)	--


 Ricky Clark, Chief Deputy