

**REQUEST FOR LEGISLATIVE ACTION**

**Version 6/10/19**

Completed by County Counselor's Office:

Res/~~Ord~~ No.: 20583

Sponsor(s): Crystal Williams

Date: December 7, 2020

<b>SUBJECT</b>	<p>Action Requested  <input checked="" type="checkbox"/> Resolution  <input type="checkbox"/> Ordinance</p> <p>Project/Title: <u>Transferring \$146,000 within the Inmate Security Fund and \$39,172 within the General Fund and awarding the purchase of an electronic Inmate Movement Tracking System for use by the Sheriff's Office and the Department of Corrections to TimeKeeping Systems of Solon, Ohio under the terms and conditions of Request for Proposal No. 60-20.</u></p>																						
<b>BUDGET INFORMATION</b> <i>To be completed By Requesting Department and Finance</i>	<table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td>Amount authorized by this legislation this fiscal year:</td> <td style="text-align: right;">\$185,172</td> </tr> <tr> <td>Amount <b>previously</b> authorized this fiscal year:</td> <td></td> </tr> <tr> <td>Total amount authorized after this legislative action:</td> <td style="text-align: right;">\$185,172</td> </tr> <tr> <td>Amount <b>budgeted</b> for this item * (including transfers):</td> <td style="text-align: right;">\$185,172</td> </tr> <tr> <td>Source of funding (name of fund) and account code number:</td> <td></td> </tr> <tr> <td colspan="2"><b>TRANSFER FROM:</b></td> </tr> <tr> <td>036-2701-56790 Inmate <b>Security Fund, Corrections, Other Contractual Services</b></td> <td style="text-align: right;">\$146,000</td> </tr> <tr> <td>001-2701-56870 General Fund, <b>Corrections, Food Services</b></td> <td style="text-align: right;">\$ 39,172</td> </tr> <tr> <td colspan="2"><b>TRANSFER TO:</b></td> </tr> <tr> <td>036-2701-58170 Inmate <b>Security Fund, Corrections, Other Equipment</b></td> <td style="text-align: right;">\$146,000</td> </tr> <tr> <td>001-2701-58170 General Fund, <b>Corrections, Other Equipment</b></td> <td style="text-align: right;">\$ 39,172</td> </tr> </table> <p>* If account includes additional funds for other expenses, total budgeted in the account is: \$</p> <p><b>OTHER FINANCIAL INFORMATION:</b></p> <p><input type="checkbox"/> No budget impact (no fiscal note required)  <input type="checkbox"/> Term and Supply Contract (funds approved in the annual budget); estimated value and use of contract:          Department: _____ Estimated Use: _____</p> <p>Prior Year Budget (if applicable): _____          Prior Year Actual Amount Spent (if applicable): _____</p>	Amount authorized by this legislation this fiscal year:	\$185,172	Amount <b>previously</b> authorized this fiscal year:		Total amount authorized after this legislative action:	\$185,172	Amount <b>budgeted</b> for this item * (including transfers):	\$185,172	Source of funding (name of fund) and account code number:		<b>TRANSFER FROM:</b>		036-2701-56790 Inmate <b>Security Fund, Corrections, Other Contractual Services</b>	\$146,000	001-2701-56870 General Fund, <b>Corrections, Food Services</b>	\$ 39,172	<b>TRANSFER TO:</b>		036-2701-58170 Inmate <b>Security Fund, Corrections, Other Equipment</b>	\$146,000	001-2701-58170 General Fund, <b>Corrections, Other Equipment</b>	\$ 39,172
Amount authorized by this legislation this fiscal year:	\$185,172																						
Amount <b>previously</b> authorized this fiscal year:																							
Total amount authorized after this legislative action:	\$185,172																						
Amount <b>budgeted</b> for this item * (including transfers):	\$185,172																						
Source of funding (name of fund) and account code number:																							
<b>TRANSFER FROM:</b>																							
036-2701-56790 Inmate <b>Security Fund, Corrections, Other Contractual Services</b>	\$146,000																						
001-2701-56870 General Fund, <b>Corrections, Food Services</b>	\$ 39,172																						
<b>TRANSFER TO:</b>																							
036-2701-58170 Inmate <b>Security Fund, Corrections, Other Equipment</b>	\$146,000																						
001-2701-58170 General Fund, <b>Corrections, Other Equipment</b>	\$ 39,172																						
<b>PRIOR LEGISLATION</b>	<p>Prior ordinances and (date): _____          Prior resolutions and (date): _____</p>																						
<b>CONTACT INFORMATION</b>	<p>RLA drafted by (name, title, &amp; phone): Barbara Casamento, Purchasing Administrator, 881-3253</p>																						
<b>REQUEST SUMMARY</b>	<p>The Sheriff's Office and the Department of Corrections require an electronic Inmate Movement Tracking System to replace and outdated system that is end of life. The requested system is portable and will transfer to a new facility. The Purchasing Department issued Request for Proposal No. 60-20 in response to those requirements.</p> <p>A total of six notifications were distributed and three responses were received, one of which did not meet specifications and was considered to be non-viable. The following two responses were evaluated as follows:</p> <table border="1" style="width:100%; border-collapse: collapse;"> <thead> <tr> <th>Respondent Name and Address</th> <th>Initial Expense</th> <th>Annual Expense Year 2 and Ongoing</th> <th>Total Points Awarded</th> </tr> </thead> <tbody> <tr> <td>TimeKeeping Systems, Solon, OH</td> <td>\$185,172</td> <td>\$36,675</td> <td>79.9</td> </tr> <tr> <td>Guardian RFID, Maple Grove, MN</td> <td>\$183,369</td> <td>\$99,745</td> <td>77.2</td> </tr> </tbody> </table> <p>Evaluation Points were based on the following:</p> <table border="1" style="width:100%; border-collapse: collapse;"> <tr> <td>Responsiveness to Request for Proposal</td> <td>10 Points</td> </tr> <tr> <td>Product/Service Proposed</td> <td>30 Points</td> </tr> </table>	Respondent Name and Address	Initial Expense	Annual Expense Year 2 and Ongoing	Total Points Awarded	TimeKeeping Systems, Solon, OH	\$185,172	\$36,675	79.9	Guardian RFID, Maple Grove, MN	\$183,369	\$99,745	77.2	Responsiveness to Request for Proposal	10 Points	Product/Service Proposed	30 Points						
Respondent Name and Address	Initial Expense	Annual Expense Year 2 and Ongoing	Total Points Awarded																				
TimeKeeping Systems, Solon, OH	\$185,172	\$36,675	79.9																				
Guardian RFID, Maple Grove, MN	\$183,369	\$99,745	77.2																				
Responsiveness to Request for Proposal	10 Points																						
Product/Service Proposed	30 Points																						

Respondent Experience and Qualifications	20 Points
References	10 Points
Pricing	30 Points

Although TimeKeeping Systems initial price was higher, their ongoing Annual Maintenance costs were much lower.

Pursuant to Section 1054.6 of the Jackson County Code, the Sheriff's Office, the Department of Corrections and the Purchasing Department recommend the award of a contract for an electronic Inmate Movement Tracking System to TimeKeeping Systems of Solon, Ohio as the overall lowest and best proposed received.

The Director of Finance and Purchasing also requests the following transfers:

TRANSFER FROM:	AMOUNT
036-2701-56790 Inmate Security Fund, Corrections, Other Contractual Services	\$146,000
001-2701-56870 General Fund, Corrections, Food Services	\$ 39,172
TRANSFER TO:	
036-2701-58170 Inmate Security Fund, Corrections, Other Equipment	\$146,000
001-2701-58170 General Fund, Corrections, Other Equipment	\$ 39,172

**CLEARANCE**

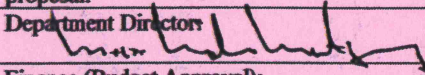
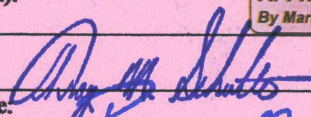
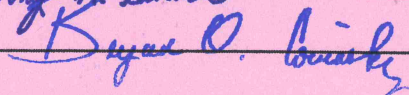
Tax Clearance Completed (Purchasing & Department) N/A  
 Business License Verified (Purchasing & Department) N/A  
 Chapter 6 Compliance - Affirmative Action/Prevailing Wage (County Auditor's Office)

**COMPLIANCE**

MBE Goals  
 WBE Goals    No goals assigned  
 VBE Goals

**ATTACHMENTS**    The Abstract of Bids; an Award Recommendation Memo and the pertinent pages of Timekeeping Systems proposal.

**REVIEW**

Department Director: 	Date: 12-01-2020
Finance (Budget Approval): <i>If applicable</i>	<div style="border: 1px solid black; padding: 2px; display: inline-block;"> <b>APPROVED</b>  <small>By Mark Lang at 4:33 pm, Dec 01, 2020</small> </div>
Division Manager: 	Date: 12/02/2020
County Counselor's Office: 	Date: 12-3-20

Fiscal Information (to be verified by Budget Office in Finance Department)

- This expenditure was included in the annual budget.
- Funds for this were encumbered from the \_\_\_\_\_ Fund in \_\_\_\_\_.
- There is a balance otherwise unencumbered to the credit of the appropriation to which the expenditure is chargeable and there is a cash balance otherwise unencumbered in the treasury to the credit of the fund from which payment is to be made each sufficient to provide for the obligation herein authorized.
- Funds sufficient for this expenditure will be/were appropriated by Ordinance # \_\_\_\_\_
- Funds sufficient for this appropriation are available from the source indicated below.

Account Number:	Account Title:	Amount Not to Exceed:

- This award is made on a need basis and does not obligate Jackson County to pay any specific amount. The availability of funds for specific purchases will, of necessity, be determined as each using agency places its order.
- This legislative action does not impact the County financially and does not require Finance/Budget approval.







# Office of the JACKSON COUNTY SHERIFF

Sheriff Darryl Forté

---

## INTER-OFFICE MEMO

---

**To:** Ms. Barbara Casamento  
**From:** Sgt. Danny F. Barnes  
**Re:** Inmate Tracking System RFP No. 60-20 – Evaluation Team Recommendation  
**Date:** 11-23-2020

---

Ms. Casamento,

Pursuant to your request, a team consisting of three tenured members of the Sheriff's Office – Detention Center evaluated the bids received in response to RFP No. 60-20, Inmate Tracking Systems, during the week of 11-16-2020. Members reviewed the bids individually and scored the responses according to the evaluation criteria as defined in the RFP.

Members reviewed the proposals submitted by the respondents, in addition to publicly available marketing and informational materials available from each of the respondents. Members viewed demonstrations of the product and service offerings of the two respondents whose proposals indicated they offered the desired products and services. Members reviewed the references offered by the respondents, both those included in their proposal, and via phone calls / emails to provided reference contacts.

During review of the proposals, the evaluation team found that respondent **Global Public Safety – JailTracker**, which requested five exceptions during the RFP process, fails to meet at least 18 of the requirements listed in the bid. These requirements are important to the evaluation team; the scoring of respondent Global Public Safety – JailTracker reflects that. The evaluation team specifically noted the complete lack of offering of inmate tracking system hardware and hardware support from this respondent, which would create the requirement for the Sheriff's Office – Detention Center to source separate hardware and hardware support solutions.

The remaining two respondents, **Guard1** and **GuardianRFID**, were found by the evaluation team to be similar, each with strong proposals and well-documented response to the requirements listed in the RFP.

However, the evaluation team noted that **Guard1**'s proposal used an ambiguous response to requirement 4.2.4 *The computer/scanning device shall be capable of photograph(s) (equipped with camera) for attachment to inmate, location, activity, disciplinary, etc. reports generated using the device without requiring the attachment of separate devices*, to which they responded "The GUARD1 mobile device supports photographs and videos". However, during interview / demonstration with Guard1, when asked for details regarding the requirement, Guard1 reported that while the devices do have cameras, they are not currently capable of attaching those photos to reports. Guard1 reported that ability would be added "in a future update". That is reflected in the evaluation team members' scoring of product / services offered.

The three respondents all provided information that they have been in business for a long time and have strong customer bases and extensive operational experience. Of the three, **GuardianRFID** has been in business for the least amount of time, at 11 years.

The three respondents all provided strong references, however because JailTracker fails to meet so many of the requirements that were important to the evaluation team, the references provided could only speak to those products and services that JailTracker *does* offer. Their references scores reflect that.

When considering pricing evaluation for the two respondents capable of meeting most or all RFP's requirements, the evaluation team requested updated pricing proposals from two respondents to reflect desired quantity of mobile devices and wristbands. The evaluation team also asked one respondent, who had not provided pricing for a "no fault" repair / replacement warranty on the devices to update their pricing to reflect that option.

After these updated proposals (attached) were received and reviewed, the pricing for the two respondents was compared by the evaluation team, keeping total cost of ownership, and anticipated continuing expenses in mind:

Respondent	Initial Expense (Year 1)	Annual Expense (Year 2 and ongoing)
GuardianRFID	\$183,369.35	\$99,745.00
Guard1	\$185,172.00	\$36,675.00

Considering the expenses in the table above, **Guard1** represents a higher initial cost (+\$1,802.65) over **GuardianRFID**, but a significantly lower continuing annual expense (-\$63,070.00 annually) than **GuardianRFID**.

The scoring completed by the evaluation team (which includes 6.7.1, Responsiveness to Request for Proposal, previously scored by Jackson County Purchasing Department) is as follows:

EVALUATOR 1	Responsiveness	Products/Services	Experience/Quals	References	Pricing
JailTracker	5	8	18	6	N/A
GuardianRFID	5	28	18	8	20
Guard1	8	20	20	10	30

EVALUATOR 2	Responsiveness	Products/Services	Experience/Quals	References	Pricing
JailTracker	5	10	5	3	N/A
GuardianRFID	5	25	18	8	19
Guard1	8	15	10	6	29

EVALUATOR 3	Responsiveness	Products/Services	Experience/Quals	References	Pricing
JailTracker	5	8	10	6	N/A
GuardianRFID	5	28	17	10	18
Guard1	8	22	16	10	28

AVERAGES	Responsiveness	Products/Services	Experience/Quals	References	Pricing
JailTracker	5	8.6	11	5	N/A
GuardianRFID	5	27	17.6	8.6	19
Guard1	8	19	15.3	8.6	29

TOTAL SCORE	(100 Possible)
JailTracker	29.6
GuardianRFID	77.2
Guard1	79.9

The evaluation team recommends award to **Guard1**.

*Danny F. Barnes*  
Sgt. Danny F. Barnes, #25/0340

# **GUARD1**

by TimeKeeping Systems

**Protecting lives  
and reputations**



## **Request for Proposal # 60-20**

### **Pricing Proposal**

Submitted by:

Barry Markwitz, President  
Nicole Clark, Regional Sales Manager  
TimeKeeping Systems, Inc.  
30700 Bainbridge Road, Solon, OH 44139

Tel. 216-595-0890

[sales@guard1.com](mailto:sales@guard1.com)



**5.7.14 Pricing for the following:**

**5.7.14.1 Base Proposal for the Equipment and Software Detailed in Section 4.0**

Qty.	Part Number	Description	Price	Total
1	G1RT-SW-CLOUD	GUARD1 Cloud with Integration to External System	9995.00	9,995.00
1	CLOUD-SQLSTD	GUARD Cloud - SQL Server Standard upgrade	3300.00	3,300.00
65	G1-SUPERMAX-KIT	GUARD1 SuperMAX Mobile Device, Ethernet Dock and spare battery	1795.00	116,675.00
350	NFC-MOUNT	Wallmount RFID Tag	9.95	3,482.50
23	PDC-4RPE	PDC Clincher Wristband, RFID Tag included, 450 per package	450.00	10,350.00
7	PDC-LABEL	Label for PDC Clincher Wristband, 1600 per package	49.95	349.65
1	LX500C	Primera LX500C Color Label Printer	1395.00	1395.00
1	PDC-705-00-PDA	PDC Dual Heater Wristband Laminator	449.95	449.95
			Total	\$145,997.10

**5.7.14.2 Any Options Offered by the Respondent**

Qty.	Part Number	Description	Price	Total
1	GUARD1-DURESS-1	Non-Rechargeable Duress Device	495.00	495.00
1	HOLSTER-NR-H	Holster for Non-Rechargeable Duress Device	49.95	49.95
1	SCANSTATION-02	ScanStation RFID Scanner, POE, PrisonProof Housing, no annual fee	895.00	895.00

**5.7.14.3 Implementation and Training**

Qty.	Part Number	Description	Price	Total
5	PROF-SVCS	Onsite Professional Services, per day	1500.00	7500.00
1	PROF-SVC-REMOTE	Remote Professional Services, per day	1500.00	1500.00
			Total	\$9000.00

**5.17.14.4 Software and Hardware Maintenance for three years**

Qty.	Part Number	Description	Price	Total
12	CLOUD-HOSTING	Hosting, per month	250.00	3,000.00
12	CLOUD-SUPPORT	Support and Management, per month	125.00	1,500.00
65	G1RT-AL-U	Android License for GUARD1 Real Time, Unlimited Users (per device, per year)	395.00	25,675.00
		Annual cost	Total	\$30,175.00
		Three year cost		\$90,525.00

**Optional No Fault Option**

Qty.	Part Number	Description	Price	Total
65	NO-FAULT	Year One Coverage	No charge	No charge
65	NO-FAULT	Year Two No Fault Coverage for SuperMax Device / Dock / Battery	100.00 per device	6,500
65	NO-FAULT	Year Three No Fault Coverage for SuperMax Device / Dock / Battery	100.00 per device	6,500