

IN THE COUNTY LEGISLATURE OF JACKSON COUNTY, MISSOURI

A RESOLUTION awarding a thirty-six month term and supply contract with two twelve-month options to extend for the furnishing of inmate pay telephone services for use by the Corrections Department to Century Link, of Overland Park, KS, under the terms and conditions of Request for Proposals No. 34-11, for a commission payable to the County.

RESOLUTION #17724, November 7, 2011

INTRODUCED BY James D. Tindall, County Legislator

WHEREAS, the Corrections Department has a need for providing inmate pay telephone services; and,

WHEREAS, the Director of Finance and Purchasing has solicited formal written bids on Request for Proposals No. 34-11 for the furnishing of inmate pay telephone services; and,

WHEREAS, a total of nineteen solicitations were distributed and three responses were received and evaluated as follows:

<u>VENDOR</u>	<u>POINTS AWARDED</u>	<u>MINIMUM ANNUAL GUARANTEE</u>
Century Link, Overland Park, KS	239	\$294,029.00
GTL, Reston, VA	228.5	\$160,000.00
Securus, Dallas, TX	206.5	no guarantee

and,

WHEREAS, Century Link will provide these services at no cost to the County and will pay a minimum annual guarantee (MAG) on commissions to the County; and,

WHEREAS, pursuant to section 1054.6, Jackson County Code, 1984, the Director of Finance and Purchasing recommends the award of the contract to Century Link, of Overland Park, KS, under the terms and conditions of Request for Proposals No. 34-11 as the best bidder meeting specifications as set out in the attached recapitulation and analysis; now therefore,

BE IT RESOLVED by the County Legislature of Jackson County, Missouri, that the award be made as recommended by the Director of Finance and Purchasing and that the Director be and hereby is authorized to execute for the County any documents necessary for the accomplishment of the award.

Effective Date: This Resolution shall be effective immediately upon its passage by a majority of the Legislature.

APPROVED AS TO FORM:



Chief Deputy County Counselor



County Counselor

Certificate of Passage

I hereby certify that the attached resolution, Resolution #17724 of November 7, 2011 was duly passed on November 14, 2011 by the Jackson County Legislature. The votes thereon were as follows:


Yeas 8

Nays 0

Abstaining 0

Excused 1
Absent 1

11.14.11
Date



Mary Jo Spino / Clerk of Legislature

REQUEST FOR LEGISLATIVE ACTION

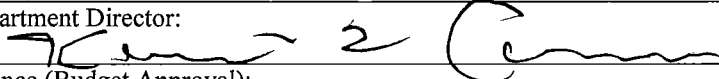
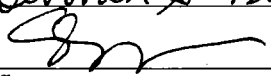
Completed by County Counselor's Office:

Res/Ord No.: 17724

Sponsor(s): James D. Tindall

Date: November 7, 2011

<p>SUBJECT</p>	<p>Action Requested <input checked="" type="checkbox"/> Resolution <input type="checkbox"/> Ordinance</p> <p>Project/Title: <u>Awarding a Thirty-Six Month Term and Supply Contract with Two Twelve Month Options to Extend, for the furnishing of Inmate Pay Telephone Services for use by the Department of Corrections to Century Link of Overland Park, KS under the Terms and Conditions of Request for Proposal No. 34-11.</u></p>												
<p>BUDGET INFORMATION <i>To be completed By Requesting Department and Finance</i></p>	<table border="1"> <tr> <td>Amount authorized by this legislation this fiscal year:</td> <td>\$</td> </tr> <tr> <td>Amount previously authorized this fiscal year:</td> <td>\$</td> </tr> <tr> <td>Total amount authorized after this legislative action:</td> <td>\$</td> </tr> <tr> <td>Amount budgeted for this item * (including transfers):</td> <td>\$</td> </tr> <tr> <td>Source of funding (name of fund) and account code number; FROM / TO</td> <td>FROM ACCT TO ACCT</td> </tr> </table> <p>* If account includes additional funds for other expenses, total budgeted in the account is: \$</p> <p>OTHER FINANCIAL INFORMATION:</p> <p><input checked="" type="checkbox"/> No budget impact (no fiscal note required) – Vendor Pays County <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:	\$	Amount previously authorized this fiscal year:	\$	Total amount authorized after this legislative action:	\$	Amount budgeted for this item * (including transfers):	\$	Source of funding (name of fund) and account code number; FROM / TO	FROM ACCT TO ACCT		
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<p>PRIOR LEGISLATION</p>	<p>Prior ordinances and (date): Prior resolutions and (date): 15976, July 24, 2006</p>												
<p>CONTACT INFORMATION</p>	<p>RLA drafted by (name, title, & phone): Barbara Casamento, Purchasing Supervisor</p>												
<p>REQUEST SUMMARY</p>	<p>The Department of Corrections requires a Term and Supply Contract for the furnishing of Inmate Pay Telephone Systems and Services. Request for Proposal No. 34-11 was issued by Purchasing to address this need.</p> <p>A total of nineteen notifications were distributed and four responses were received, one of which was rejected for being non-responsive to the terms and conditions of the Request for Proposal. The following three responses were evaluated:</p> <table border="1"> <thead> <tr> <th></th> <th>Points Awarded</th> <th>MAG (Minimum Annual Guarantee)</th> </tr> </thead> <tbody> <tr> <td>Century Link, Overland Park , KS</td> <td>239</td> <td>\$294,029.00</td> </tr> <tr> <td>GTL, Reston, VA</td> <td>228.5</td> <td>\$160,000.00</td> </tr> <tr> <td>Securus, Dallas, TX</td> <td>206.5</td> <td></td> </tr> </tbody> </table> <p>Points are for the total score for the entire Evaluation Committee; evaluation points were based on Compliance with Request for Proposal requirements, Systems Proposed, Reference and Qualifications and Pricing. The Evaluation Committee could not calculate a Minimum Annual Guarantee on Commissions for Securus as they included percentages and/or costs for Voice Recognition in all of their cost proposals; Voice Recognition is not an option the County is considering at this time.</p>		Points Awarded	MAG (Minimum Annual Guarantee)	Century Link, Overland Park , KS	239	\$294,029.00	GTL, Reston, VA	228.5	\$160,000.00	Securus, Dallas, TX	206.5	
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	<p>Century Link is recommended for the following reasons: (1) they ranked the highest under Compliance with RFP Requirements, the System Proposed, Qualifications, References and Pricing. (2) Their proposed cost for inmate telephone calls is lower than several Missouri detention facilities comparable in size with ours; and (3) their MAG (Minimum Annual Guarantee) on Commissions paid to the County was the highest. This contract has a MAG of \$294,029.00 Annually and the cost on inmate calls is \$2.05. Under the last contract the County had a MAG of \$200,000.00 Annually and the cost on inmate calls was \$2.05.</p> <p>This Contract will be at No Cost to the County.</p> <p>Pursuant to Section 1054.6 of the Jackson County Code, 1984, the Director of Finance and Purchasing recommends the award for the furnishing of Inmate Pay Telephone Services for the Department of Corrections to Century Link of Overland Park, KS under the Terms and Conditions of Request for Proposal No. 34-11 as the best proposal received.</p>	
CLEARANCE	<input type="checkbox"/> Tax Clearance Completed (Purchasing & Department) N/A <input type="checkbox"/> Business License Verified (Purchasing & Department) N/A <input checked="" type="checkbox"/> Chapter 6 Compliance - Affirmative Action/Prevailing Wage (County Auditor's Office)	
ATTACHMENTS	The Abstract of Bids, a Memorandum from Laura Scott, Manager of Jail Services and the pertinent pages of Century Link's bid documents.	
REVIEW	Department Director:  Finance (Budget Approval): <i>If applicable NA - Deborah S Ball</i> Division Manager:  County Counselor's Office:	Date: 10/28/11 Date: 10-28-11 Date: 10/28/11 Date:

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.




Jackson County Department of Corrections
MEMO



To: Barbara Casamento, Purchasing Supervisor
CC: Ken Conlee, Director; James McCoy, MOD; David Swartzbaugh, MCR;
Jackie Robinson, Corr Administrator
Date: 9/19/11 - Revised
From: L.J. Scott, Mgr Jail Services
Subject: Inmate Telephone Bids No. 34011

Century Link, GTL and Securus were the three bidders on this RFP. The bids were thoroughly reviewed by Laura Scott, Jackie Robinson and Praeses staffs, who act as the inmate phone consultant service for the Department of Corrections. Management staff and the Director reviewed all of the summary data produced by the detailed readings. After this review, vendors were rated in the first three areas: 1) Compliance with RFP Requirements; 2) System Proposed; and 3) References and Qualifications. When this part of the evaluation was complete, the fourth category, Pricing, was reviewed, summarized, discussed and rated. In addition to this activity, the GTL software system was demonstrated during the evaluation of the RFP. The Securus system is currently in use and well known, and the Century Link system had previously been demonstrated at the facility. **Compliance with RFP Requirements:** Century Link was rated highest in this area with fewer exceptions and/or items needing clarification. **System Proposed:** All software systems appear to be comparable in regards to platform types and equipment, user interface/remote access, monitoring and recording, investigative features, pin application, interfacing with BARIS, pre-pay programs and other features and options. Century Link was rated higher in this area for two reasons: 1) The capacity to provide a unique integration with the Keefe commissary system that currently controls the inmate account fund, and 2) Agreeing to comply with the escheatment process according to the Missouri Unclaimed Property Act. Both GTL (at 90 days) and Securus (at 120 days) absorb any outstanding revenue. **References and Qualifications:** Two of the listed references were contacted for each vendor. All feedback from external references was positive in nature. Century Link scored highest in this area. External references were positive and the company is local, located in Overland Park, KS. This is likely to enhance both communication and service. **Pricing:** Century Link scored highest in the pricing category, and Management staff agree that we like the proposed base cost of \$2.05 across all types of calling (except International) with no additional per minute fees. This cost also remains lower than several comparable Missouri facilities: St. Charles County charges \$8 for a 15 minute collect call, Jefferson County charges \$10.95 for a 15 minute collect call, and Missouri Department of Corrections charges \$2.50 for a 15 minute collect call. In addition, a base cost across all calling types is easy for both staff and inmates to remember. There will be fewer questions/issues related to minute by minute fees. **Century Link was selected as the lowest and best bidder.** Please see evaluation scores, which were averaged across all ratings.

**INMATE TELEPHONE RFP No. 34-11
RFP EVALUATION & SCORING-SUMMARY**

EVALUATION CRITERIA	 CenturyLink	 GTL	 SECURUS TECHNOLOGIES
COMPLIANCE WITH RFP REQUIREMENTS	13	8.5	9
SYSTEM PROPOSED	72.5	70	70
REFERENCES AND QUALIFICATIONS	67.5	67.5	62.5
PRICING	86	82.5	65
TOTALS:	239	228.5	206.5

*The total score is that for the entire evaluation committee, broken down per Vendor.



September 19, 2011

Ms. Laura J. Scott
 Manager of Jail Services
 Jackson County, MO Department of Corrections
 1300 Cherry
 Kansas City, MO 64106

Re: Jackson County, MO RFP 34-11 for Inmate Telephone Service

Dear Ms. Scott:

Thank you for this opportunity to provide a pricing scenario using a reduced set of calling rates. Using these calling rates, CenturyLink commits to the following offer to the County:

CALL TYPE	COLLECT		PRE-PAID COLLECT		DEBIT AND/OR INMATE-BASED PRE-PAID	
	Surcharge	Per-Minute Rate	Surcharge	Per-Minute Rate	Surcharge	Per-Minute Rate
Local	\$2.05	\$0.00	\$2.05	\$0.00	\$2.05	\$0.00
IntraLATA/Intrastate	\$2.05	\$0.00	\$2.05	\$0.00	\$2.05	\$0.00
InterLATA/Intrastate	\$2.05	\$0.00	\$2.05	\$0.00	\$2.05	\$0.00
InterLATA/Interstate	\$2.05	\$0.00	\$2.05	\$0.00	\$2.05	\$0.00
International	N/A	N/A	N/A	N/A	\$5.00	\$0.00
Collect Billing Fee	\$2.49		N/A		N/A	
Pre-Paid Collect Fees*	N/A		\$6.95 funding fee (unchanged from original response; see "Billing Fees and Policies" table)		N/A	
Additional Fees	None		Unchanged from original response; see "Billing Fees and Policies" table		None	
Commission Rate	65.6%		65.6%		65.6%	
Coin Pay Phone	Local: \$0.50 coin call Domestic Long Distance: \$1.00 for 4-minute coin call					

*Funding, Transaction, Refund, etc.

Financial Incentive \$ 230,000 annual prepaid commission MAG/MMG Payment \$ 294,029 MAG



All other components of our original response remain unchanged.

Thank you very much for your consideration. If you have any questions please contact me at any time.

Sincerely,

Paul Cooper
General Manager
CenturyLink Correctional Markets
913.345.6002
paul.n.cooper@centurylink.com