

REQUEST FOR LEGISLATIVE ACTION

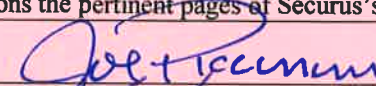
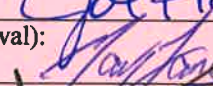

Completed by County Counselor's Office:

Res/~~Ord~~ No.: 19503

Sponsor(s): Alfred Jordan

Date: June 5, 2017

SUBJECT	<p>Action Requested <input checked="" type="checkbox"/> Resolution <input type="checkbox"/> Ordinance</p> <p>Project/Title: <u>Awarding a Thirty-Six Month Contract with Two Twelve Month Options to Extend, for the furnishing of Inmate Pay Telephone Services for use by the Department of Corrections to Securus Technologies of Dallas, Texas under the terms and conditions of Request for Proposal No. 71-16</u></p>																																			
BUDGET INFORMATION <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;">\$</td> </tr> <tr> <td>Amount previously authorized this fiscal year:</td> <td style="text-align: right;">\$</td> </tr> <tr> <td>Total amount authorized after this legislative action:</td> <td style="text-align: right;">\$</td> </tr> <tr> <td>Amount budgeted for this item * (including transfers):</td> <td style="text-align: right;">\$</td> </tr> <tr> <td>Source of funding (name of fund) and account code number:</td> <td></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:																										
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PRIOR LEGISLATION	<p>Prior ordinances and (date): Prior resolutions and (date): 17724, November 11, 2011</p>																																			
CONTACT INFORMATION	<p>RLA drafted by (name, title, & phone): Barbara Casamento, Purchasing Administrator, 881-3253</p>																																			
REQUEST SUMMARY	<p>The Department of Corrections requires a Contract for the furnishing of Inmate Pay Telephone Systems and Services. The Purchasing Department issued Request for Proposal No. 71-16 in response to those requirements.</p> <p>A total of sixteen notifications were distributed and four responses were received and evaluated as follows:</p> <table border="1" style="width:100%; border-collapse: collapse;"> <thead> <tr> <th>Description</th> <th>Century Link New Century, Kansas</th> <th>NCIC Longview, Texas</th> <th>Securus Dallas, Texas</th> <th>GTL Reston Virginia</th> </tr> </thead> <tbody> <tr> <td>Response to Scope of Services – 40 points</td> <td style="text-align: center;">35.55</td> <td style="text-align: center;">28.53</td> <td style="text-align: center;">36.07</td> <td style="text-align: center;">30.91</td> </tr> <tr> <td>Experience and Personnel Qualifications – 10 points</td> <td style="text-align: center;">9.67</td> <td style="text-align: center;">6.83</td> <td style="text-align: center;">8.67</td> <td style="text-align: center;">8.00</td> </tr> <tr> <td>References – 15 points</td> <td style="text-align: center;">14.00</td> <td style="text-align: center;">11.50</td> <td style="text-align: center;">13.50</td> <td style="text-align: center;">13.00</td> </tr> <tr> <td>Pricing – 35 points</td> <td style="text-align: center;">29.75</td> <td style="text-align: center;">26.25</td> <td style="text-align: center;">33.25</td> <td style="text-align: center;">27.42</td> </tr> <tr> <td>Total – 100 points</td> <td style="text-align: center;">88.96</td> <td style="text-align: center;">73.11</td> <td style="text-align: center;">91.49</td> <td style="text-align: center;">79.33</td> </tr> <tr> <td>Estimated Three Year of Revenue</td> <td style="text-align: right;">\$1,663,308.00</td> <td style="text-align: right;">\$1,223,800.00</td> <td style="text-align: right;">\$2,216,000.00</td> <td style="text-align: right;">\$1,540,000.00</td> </tr> </tbody> </table> <p>Pursuant to Section 1054.6 of the Jackson County Code, the Director of Finance and Purchasing recommends the award of a contract for the furnishing of Inmate Telephone Pay Services for the Department of Corrections to Securus Technologies of Dallas, Texas under the terms and conditions of Request for Proposal No. 71-16, as the best proposal received.</p>	Description	Century Link New Century, Kansas	NCIC Longview, Texas	Securus Dallas, Texas	GTL Reston Virginia	Response to Scope of Services – 40 points	35.55	28.53	36.07	30.91	Experience and Personnel Qualifications – 10 points	9.67	6.83	8.67	8.00	References – 15 points	14.00	11.50	13.50	13.00	Pricing – 35 points	29.75	26.25	33.25	27.42	Total – 100 points	88.96	73.11	91.49	79.33	Estimated Three Year of Revenue	\$1,663,308.00	\$1,223,800.00	\$2,216,000.00	\$1,540,000.00
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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 Received, a Memorandum from Ms. Laura Scott, Assistant Director of Administration, Department of Corrections the pertinent pages of Securus's proposal	
REVIEW	Department Director: 	Date: 5-25-17
	Finance (Budget Approval): <i>If applicable</i> 	Date: 5/25/17
	Division Manager: 	Date: 5/26/17
	County Counselor's Office:	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: Joseph Piccinini, Director; Rex Tarwater, Deputy Director
James Eickhoff, Manager of Detention Operations; Jackie Robinson,
Manager of Detention Administration; Brian Johnson, Health & Behavioral
Services Compliance Mgr.
Date: 5/3/17
From: L.J. Scott, Asst Director of Administration
Subject: RFP Number 71-16 Inmate Phone Services

Four proposals for inmate phone services: from CenturyLink, GTL, NCIC, and Securus were evaluated by three Jackson County Department of Corrections associates: Laura Scott, Assistant Director of Administration; James Eickhoff, Manager of Detention Operations and Brian Johnson, Health & Behavioral Services Compliance Manager. Proposals were initially reviewed in three areas: 1) Scope of Services; 2) Experience and Personnel Qualifications; and 3) References. Upon completion of this review and evaluation, proposals were reviewed and evaluated regarding commission amounts offered by each vendor. All of the above categories were also reviewed with Praeses LLC consultants in order to make well informed decisions related to evaluation.

Scope of Services:

Summary scores under Scope of Services were highest for Securus at 36.07 points mainly due to an efficient implementation and installation history, additional technology at no cost and reliable video visitation equipment owned by Securus rather than a subcontractor. The remaining summary scores for Scope of Services were: CenturyLink – 35.55; GTL 30.91; and NCIC 28.53.

Experience and Personnel Qualifications:

Summary scores under this category were highest for CenturyLink at 9.67 mainly due to 24/7 access to a live operator for the public; excellent service for the public, inmates and the facility, only two lost contracts in the last 5 years, and the fact that they are a local company. The remaining summary scores for Experience and Personnel Qualifications were: GTL 8.0; NCIC 6.83 and Securus 8.67.

References:

Summary scores for References were highest for CenturyLink at 14 with the remaining scores at: 13 for GTL; 11.50 for NCIC and 13.50 for Securus. Communication with other correctional

facilities did confirm that references from Securus are very pleased related to service and video visitation.

Pricing:

Summary scores for pricing were highest for Securus at 33.25 due to the highest commission rate at 84.1%; an upfront supplemental payment of \$200,000; and an estimated annual revenue share of \$670,339. Securus also provides additional technology at no cost. Scores for the other three providers were: Century Link at 29.75; GTL at 27.42 and NCIC at 26.25.

Recommendation:

Total summary scores were highest for Securus and it is the recommendation of the Department of Corrections that Securus be awarded the Inmate Phone Services contract.

SUMMARY



CenturyLink



Considered Items	Weighted Scores			
Scope of Services: Maintenance/Response Times, Calling Options, End-User Payment Options, Implementation and Installation Requirements, ITS and User Application, PIN Application, Monitoring and Recording Requirements, Financial Transparency, Video Visitation Solution, Additional Technology Offered Experience and Personnel Qualifications: Key Personnel, Customer Service	35.55	30.91	28.53	36.07
References: Vendor Information and References Pricing: Rates, Fees, Revenue Share, Supplemental Payment, VVS	9.67	8.00	6.83	8.67
	14.00	13.00	11.50	13.50
	29.75	27.42	26.25	33.25
TOTAL	88.96	79.33	73.11	91.49

APPENDIX B – Rates, Fees, and Revenue Share

Respondent shall provide proposals for Jackson County based on the required calling rates and fees listed below as "Option #1 -Jackson County Required Calling Rates." Respondent may provide an alternative proposal for Jackson County based on alternative, lower rates and fees in "Option #2 - Respondent Proposed Calling Rates." Jackson County requires International calling rates for pre-paid and/or debit calls. Respondent must also disclose the amount of the Pre-Paid Account Fee imposed on called parties by any third party provider(s) with whom Respondent contracts to fund pre-paid collect accounts; no mark-up of such third party fees will be allowed.

Respondent may attach additional tables if Respondent chooses to provide more than 2 proposals and calling rate options past those supplied below.

Failure to complete Appendix B may cause Respondent's proposal to be rejected.

Table 1 - Required Rates Option #1

OPTION #1 JACKSON COUNTY REQUIRED CALLING RATES			
CALL TYPE	Collect	Pre-Paid Collect	Debit
	Per Minute Rate	Per Minute Rate	Per Minute Rate
Local	\$ 0.10	\$ 0.10	\$ 0.10
Intralata/Intrastate	\$ 0.10	\$ 0.10	\$ 0.10
Interlata/Intrastate	\$ 0.10	\$ 0.10	\$ 0.10
Interlata/Interstate	\$ 0.10	\$ 0.10	\$ 0.10
International	N/A	N/A	\$ 0.50

Table 2 - Approved Charges/Fees for Option #1

JACKSON COUNTY REQUIRED FEES	
Approved Charge/Fee Name	Amount
Pre-Paid Funding Fee (Live Rep):	\$5.95
Pre-Paid Funding Fee (Web/IVR):	\$3.00
Pre-Paid Funding Fee (Third Party):	No Markup – Respondent to Disclose Fees
MoneyGram:	
Western Union:	
Other Third Party:	
All Other Fees:	Not Allowed

Table 3 - Required Public Pay Telephone Rates for Option #1

JACKSON COUNTY REQUIRED PUBLIC PAY TELEPHONE RATES	
Local	\$0.50 Per Call
Long Distance	\$0.25 Per Minute

Appendix B Continued

Table 4 - Revenue Share Offer for Option #1

Revenue Share Offer for Option #1	
Category	Amount
Revenue Share %:	
Monthly Minimum Guarantee:	
Supplemental Payment:	
Revenue Share for Public Pay Telephone(s):	

OPTION #2 – RESPONDENT PROPOSED CALLING RATES

Table 5 - Option #2- Respondent Proposed Calling Rates

OPTION #2 RESPONDENT PROPOSED CALLING RATES			
CALL TYPE	Collect	Pre-Paid Collect	Debit
	Per Minute Rate	Per Minute Rate	Per Minute Rate
Local			
Intralata/Intrastate			
Interlata/Intrastate			
Interlata/Interstate			
International			

Table 6 - Option #2 - Respondent Proposed Fees

OPTION 2 RESPONDENT PROPOSED FEES	
Approved Charge/Fee Name	Amount
Pre-Paid Funding Fee (Live Rep):	
Pre-Paid Funding Fee (Web/IVR):	
Pre-Paid Funding Fee (Third Party):	No Markup – Respondent to Disclose Fees
MoneyGram:	
Western Union:	
Other Third Party:	
Other Fees:	

Table 7 - Option #2 - Respondent Proposed Public Pay Telephone Rates

RESPONDENT PROPOSED PUBLIC PAY TELEPHONE RATES	
Local	
Long Distance	

Table 8 -Revenue Share Offer for Respondent Proposed Option #2

REVENUE SHARE OFFER FOR RESPONDENT PROPOSED OPTION #2	
Category	Amount
Revenue Share %:	
Monthly Minimum Guarantee:	
Supplemental Payment:	
Revenue Share for Public Pay Telephone(s):	

Addendum #2 Video Visitation

OPTION 1 REQUIRED VVS RATES		
Category	Per Minute Rate	Cost of a 30-Minute Visit
30-Minute Remote Video Visitation Session (First 90 days – Trial Period):	\$0.20	\$6.00
30-Minute Remote Video Visitation Session (After 90 day Trial Period):	\$0.40	\$12.00
All Other Fees:	Not Allowed	
Proposed VVS Revenue Share (%):		

OPTION 2 ALTERNATIVE (LOWER) VVS RATES (Respondent to Propose)		
Category	Per Minute Rate	Cost of a 30-Minute Visit
30-Minute Remote Video Visitation Session (First 90 days – Trial Period):		
30-Minute Remote Video Visitation Session (After 90 day Trial Period):		
All Other Fees:		
Proposed VVS Revenue Share (%):		

Addendum #3 RFP 71-16 Tables Additional Technologies

ADDITIONAL TECHNOLOGY CHARGES/FEEES AND COMPENSATION

Voice Biometrics – Continuous		
Charge/Fee Name	Charge/Fee Description	Amount

Voice To Text		
Charge/Fee Name	Charge/Fee Description	Amount

Inmate Voicemail (Inbound Only)		
Charge/Fee Name	Charge/Fee Description	Amount
Method of Compensation:		

Automated Inmate Information System		
Charge/Fee Name	Charge/Fee Description	Amount

Kiosks		
Charge/Fee Name	Charge/Fee Description	Amount

Electronic Messaging		
Charge/Fee Name	Charge/Fee Description	Amount
Method of Compensation:		

Mobile Inmate Devices (Tablets)		
Charge/Fee Name	Charge/Fee Description	Amount
Method of Compensation:		

Any Additional Technology/Optional Feature		
Charge/Fee Name	Charge/Fee Description	Amount
Method of Compensation:		

SECURUS FINANCIAL SUMMARY

Securus has carefully designed a solution proposal for Jackson County to engage in the business relationship as a Partner, Customer, and solutions Advocate. Securus' proposed solutions will generate the **highest cost savings, proven efficiency and investigative enhancing tools** coupled with an **attractive revenue sharing** to balance the revenue, safety, and technology needs of the Jackson County Corrections and the community you support.

This proposal provides an RFP Compliant offer that delivers proven technology and support for Jackson County. Our powerful efficiency enhancing services and proven investigative tools will deliver proven capabilities to Jackson County and will **increase operational efficiencies** while **lowering costs** and **enhancing service** options to the inmates and their family and friends. This financial summary provides an easy to understand low call rate and **optional fee(s) for funding that allows funding to multiple numbers to decrease funding events for families**. Our proposed technical and customer service approach will provide superior services to the inmates as well as their family and friends. Securus delivers a turnkey solution with over 29 years of experience, our dedicated project management and support teams ensure a seamless transition with minimal disruption to your facility.

Provided below is a summary highlighting the key solutions of our offer. Securus has included all of the software and hardware equipment required in the RFP as well as the following additional technologies cited by Jackson County for interest and including Securus recommended technologies. Each of these items will drive greater efficiency and return on investigative activity for and will provide additional revenue streams to Jackson County.

REQUIRED SOLUTIONS

The following solutions meet the required and mandatory solutions requested within the RFP for both Inmate Telephone Systems and also Video Visitation systems provided at NO cost to Jackson County.

SECURE CALL PLATFORM (SCP)

Securus proposes that the Jackson County Corrections procure to use Securus' Secure Call Platform (SCP) for the telephone portion of its new inmate communications system. Over 2,700 federal, state, county, and municipal prisons and jails have had SCP installed, making it the world's **most deployed inmate telephone system**. Free upgrades 3-4 times a year throughout the life of the contract and over 550 features with more continually added through partner and customer feedback driven development.

SECURUS VIDEO VISITATION (SVV)

Securus recommends that Jackson County adopt the Securus Video Visitation (SVV) system for its inmate video visitation pilot program. Securus is an industry leader in the rapidly growing video communications market with nearly 200 facility installations of the SVV, and more than 8,000 terminals deployed nationwide. Securus delivers a video visitation service that is **easy to manage** and readily accessible to the incarcerated community and their loved ones. Securus provides both remote and onsite public video visitation services.

PROVIDED ADDITIONAL TECHNOLOGIES OF INTEREST

The following solutions meet the additional technologies of interest as cited in the RFP and will be generally provided at NO Cost to Jackson County.

- Commissary Ordering By ITS –
 - **Securus Commissary Ordering by SCP** allows inmates to place commissary orders using the same phones they use to place inmate telephone calls.

- Voice Biometric Technologies
 - **Investigator Pro (iPro)** Continuous Voice Verification. iPro flags potential criminal calling activity and immediately alerts investigators to those calls. By its near-instantaneous collection and analysis of vast amounts of data, iPro allows investigators to **pre-empt and unravel criminal plans**.
 - **ICER Inter Communication Evaluation and Reporting Tool** uncovering and providing instant alerts on inmate-to-inmate phone communications both within your facility and to any of Securus' 2,600 facilities monitoring over 1 million inmates.
 - **SCP Word Spotting** provides thru voice recognition technologies matching of key words for investigations within recorded inmate telephone calls.

- Inbound/Outbound Voicemail via ITS
 - **Securus Voicemail** provides a **new path of communication** for inmates, and the inmates' family members and friends. Securus Voice Mail has the capability for two-way messages, meaning the inmate can leave messages for their friends and family, and receive a response by voice mail. All messages are monitored and recorded, so in addition to increased communication options, Securus Voice Mail **provides new investigative opportunities**.

- Automated Information Services (AIS)
 - **Automated Information Services (AIS)** –With full integration to your JMS, this IVR answers all incoming calls and automatically responds to over 80% of questions frequently asked by the community and inmates. Relieves burden on staff. Provides the option to route callers to facility personnel.
- Mobile Education/Entertainment
 - **Securus SecureView Tablet Inmate Tablets** – Delivers educational and entertainment programs to inmates on a secure hand held tablet device that can also incorporate a telephone application. **THREADS** – THREADS allows investigators to search for and uncover focused leads on a nationwide basis reviewing any data uploaded into the system including seized cellular telephones.

OPTIONAL ADDITIONAL TECHNOLOGY SOLUTIONS

The following solutions support providing Securus recommendations for value add solutions and services for Jackson County.

- Advanced Investigative Technologies
 - **Location Based Services (LBS)** – Control and oversight to safeguard against cellular phone threats. LBS allows investigation of the destination of inmate calls to cellular telephones, delivers real-time alerts based on when inmates are making calls to cell phones within a defined geographic location, and assists in finding cellular telephone in a warrant or exigent circumstance even when telephones are not in use.
 - **Securus Guarded Exchange (GEX) Integrity Security Services** - providing forensic biometrics analysis services. Currently in use with the Missouri DOC, Guarded Exchange enhances investigative work by supporting your existing efforts with targeted assistance
- Inmate Self Service Applications via Video Visitation Terminals
 - **ConnectUs** - As a component of the Video Visitation Kiosk, The ConnectUs operating system allows Securus to completely manage the inmate experience – what applications are available, when they are available, and to whom they are available – all based on facility directives. Securus ConnectUs will host phone calls, video visitation sessions, inmate forms, grievances, videos, and commissary ordering. ConnectUs **automates traditionally manual operating processes of facilities.**
- PREA Solutions
 - **Securus PREA Compliance Solution**

FINANCIAL SOLUTIONS REVIEW

Securus is proposing multiple financial packages for consideration for both required technologies (ITS and SVV), and also additional technologies of interest – including Securus recommended technologies. The financial offer packaged options are cited based upon revenue sharing, rates, and fees within Appendix and also Addendum#2 and Addendum #3.

FINANCIAL PACKAGE 1

Inmate Telephone Service
Video Visitation

Secure Call Platform (SCP)
Securus Video Visitation (SVV)

SECURUS
Technologies

APPENDIX B – RATES, FEES AND REVENUE SHARE

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Respondent may attach additional tables if Respondent chooses to provide more than 2 proposals and calling rate options past those supplied below.

Failure to complete Appendix B may cause Respondent's proposal to be rejected.

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Local	\$ 0.10	\$ 0.10	\$ 0.10
Intralata/Intrastate	\$ 0.10	\$ 0.10	\$ 0.10
Interlata/Intrastate	\$ 0.10	\$ 0.10	\$ 0.10
Interlata/Interstate	\$ 0.10	\$ 0.10	\$ 0.10
International	N/A	N/A	\$ 0.50

Table 2 - Approved Charges/Fees for Option #1

JACKSON COUNTY REQUIRED FEES	
Approved Charge/Fee Name	Amount
Pre-Paid Funding Fee (Live Rep):	\$5.95
Pre-Paid Funding Fee (Web/IVR):	\$3.00
Pre-Paid Funding Fee (Third Party):	No Markup – Respondent to Disclose Fees
MoneyGram:	\$10.95
Western Union:	\$11.95
Other Third Party:	\$0.00
All Other Fees:	Not Allowed

Table 3 - Required Public Pay Telephone Rates for Option #1

JACKSON COUNTY REQUIRED PUBLIC PAY TELEPHONE RATES	
Local	\$0.50 Per Call
Long Distance	\$0.25 Per Minute

Appendix B Continued

Table 4 - Revenue Share Offer for Option #1

Revenue Share Offer for Option #1	
Category	Amount
Revenue Share %:	84.1%
Monthly Minimum Guarantee:	\$56,000.00
Supplemental Payment:	\$200,000.00
Revenue Share for Public Pay Telephone(s):	100%

OPTION #2 – RESPONDENT PROPOSED CALLING RATES

Table 5 - Option #2- Respondent Proposed Calling Rates

OPTION #2 RESPONDENT PROPOSED CALLING RATES			
CALL TYPE	Collect	Pre-Paid Collect	Debit
	Per Minute Rate	Per Minute Rate	Per Minute Rate
Local	\$0.10	\$0.08	\$0.10
Intralata/Intrastate	\$0.10	\$0.08	\$0.10
Interlata/Intrastate	\$0.10	\$0.08	\$0.10
Interlata/Interstate	\$0.10	\$0.08	\$0.10
International	NA	NA	NA

Table 6 - Option #2 - Respondent Proposed Fees

OPTION 2 RESPONDENT PROPOSED FEES	
Approved Charge/Fee Name	Amount
Pre-Paid Funding Fee (Live Rep):	\$5.95
Pre-Paid Funding Fee (Web/TVR):	\$3.00
Pre-Paid Funding Fee (Third Party):	No Markup – Respondent to Disclose Fees
MoneyGram:	\$10.95
Western Union:	\$11.95
Other Third Party:	\$0.00
Other Fees:	Not Allowed

Table 7 - Option #2 - Respondent Proposed Public Pay Telephone Rates

RESPONDENT PROPOSED PUBLIC PAY TELEPHONE RATES	
Local	\$0.25 per call
Long Distance	\$0.25 per minute

Appendix B Continued

Table 8 -Revenue Share Offer for Respondent Proposed Option #2

REVENUE SHARE OFFER FOR RESPONDENT PROPOSED OPTION #2	
Category	Amount
Revenue Share %:	80.1%
Monthly Minimum Guarantee:	\$52,000
Supplemental Payment:	\$200,000.00
Revenue Share for Public Pay Telephone(s):	100%

Table 9 – Required Rates Option #3

Option #3			
JACKSON COUNTY REQUIRED CALLING RATES			
CALL TYPE	Collect	Pre-Paid Collect	Debit
	Per Minute Rate	Per Minute Rate	Per Minute Rate
Local	\$0.05	\$0.05	\$0.05
Intralata/Intrastate	\$0.05	\$0.05	\$0.05
Interlata/Intrastate	\$0.05	\$0.05	\$0.05
Interlata/Interstate	\$0.05	\$0.05	\$0.05
International	N/A	N/A	\$0.50

Table 10 – Approved Charges/Fees for Option #3

JACKSON COUNTY REQUIRED FEES	
Approved Charge/Fee Name	Amount
Pre-Paid Funding Fee (Live Rep):	\$5.95
Pre-Paid Funding Fee (Web/IVR):	\$3.00
Pre-Paid Funding Fee (Third Party)	No Markup – Respondent to Disclose Fees
MoneyGram:	\$10.95
Western Union:	\$11.95
Other Third Party:	\$0.00
All Other Fees:	Not Allowed

Table 11 – Required Public Pay Telephone Rates for Option #3

JACKSON COUNTY REQUIRED PUBLIC PAY TELEPHONE RATES	
Local	\$0.50 Per Call
Long Distance	\$0.25 Per Minute

Table 12 – Revenue Share Offer for Option #3

Revenue Share Offer for Option #3	
Category	Amount
Revenue Share %:	55%
Monthly Minimum Guarantee:	\$20,000
Supplemental Payment:	\$200,000.00
Revenue Share for Public Pay Telephone(s):	100%

OPTION 1 REQUIRED VVS RATES		
Category	Per Minute Rate	Cost of a 30-Minute Visit
30-Minute Remote Video Visitation Session (First 90 days – Trial Period):	\$0.20	\$6.00
30-Minute Remote Video Visitation Session (After 90 day Trial Period):	\$0.40	\$12.00
All Other Fees:	Not Allowed	
Proposed VVS Revenue Share (%):	20%	

OPTION 2 ALTERNATIVE (LOWER) VVS RATES (Respondent to Propose)		
Category	Per Minute Rate	Cost of a 30-Minute Visit
30-Minute Remote Video Visitation Session (First 90 days – Trial Period):	\$0.10	\$3.00
30-Minute Remote Video Visitation Session (After 90 day Trial Period):	\$0.10	\$3.00
All Other Fees:	NA	
Proposed VVS Revenue Share (%):	80% over the \$3.00 base rate	

Section 2)

ADDITIONAL TECHNOLOGY CHARGES/FEEES AND COMPENSATION

Voice Biometrics – Continuous		
Charge/Fee Name	Charge/Fee Description	Amount
No Charge		\$0.00

Voice To Text		
Charge/Fee Name	Charge/Fee Description	Amount
No Charge		\$0.00

Inmate Voicemail (Inbound Only)		
Charge/Fee Name	Charge/Fee Description	Amount
Per Voicemail		\$0.50
Method of Compensation:		

Automated Inmate Information System		
Charge/Fee Name	Charge/Fee Description	Amount
No Charge		\$0.00

Kiosks		
Charge/Fee Name	Charge/Fee Description	Amount
	Please see box below on next page.	

Securus Kiosks Fees

The Client (depositor) will be charged a fee per transaction as follows:

Deposit Amount*	Trust - Cash Transaction Fee	Trust - Credit/Debit Transaction Fee	Phone Account - Cash Transaction Fee	Phone Account - Debit/Credit Transaction Fee
\$0.01 - \$20.00	\$3.95	\$4.95	\$3.00	\$3.00
\$20.01 - \$100.00	\$6.95	\$7.95	\$3.00	\$3.00
\$100.01 - \$200.00	\$8.95	\$9.95	N/A	N/A
\$200.01 - \$300.00	\$10.95	\$11.95	N/A	N/A

Electronic Messaging		
Charge/Fee Name	Charge/Fee Description	Amount
Message Stamps	Per Stamp	\$0.45
Method of Compensation:		

Mobile Inmate Devices (Tablets)		
Charge/Fee Name	Charge/Fee Description	Amount
Subscription	Subscription per Month	\$20.00
	See TABLET details below boxes this page.	
Method of Compensation:		

Any Additional Technology/Optional Feature		
Charge/Fee Name	Charge/Fee Description	Amount
Method of Compensation:		

TABLET Details:

Securus will provide a tablet for each inmate at no charge to Jackson County.

Option #1:

Phone Call App, Religion, and Books **\$0.00**
Podcasts, Music, Games **up to \$20.00**
Edovo Educational Apps **\$0.01 per minute**

Option #2:

All Tablet Content at no cost **\$0.02 per minute**

BENEFITS BEYOND REVENUE SHARING

Our customer solutions drive more than just revenue sharing and commission dollars. As facilities work to improve efficiencies to make the most of staffing, we have worked to deliver technologies to support this goal. Securus has projected Jackson County's savings over the term of the agreement using similar sized facilities that currently make use of our proposed technologies. These savings are based on proven returns and we are confident that Jackson County will realize similar efficiency driven benefits with our technology.

The following table is based on Securus' **Comprehensive Offer** of Inmate Telephone Systems, Video Visitation Systems, and with several Additional Technologies with several, if taken, will reduce call commission payments to Jackson County.

PROJECTED COSTS SAVING OVER 5 YEARS

Solutions	Method	Benefit	Savings
Enterprise Efficiencies	Integration with JMS, Commissary, & ICE Pro Bono	Provide seamless efficiency between shared key records and configurable privileges	\$196,815
Security Intelligence	Biometrics, Analytics, Forensics, & Data Mining	Gather intelligence on events with criminal intent, and predict/notify next pattern of event.	\$295,220
Automated Information Services	Automate responses for inmates and community inquires	Ability to automate responses to 80% of inbound community calls and inmate inquiries	\$850,076
Video Visitation (Public)	Automate a current manual process	Save staff time and reduce opportunities for the introduction of contraband	\$363,630,
Video Visitation (Remote)	Optimize Video Visits for Remote Access for Visitor	Revenue Generator per Visit. Reduce traffic coming in for public video visitation for safety and security.	\$196,815
Video Visitation Terminal Connectus Smart Apps (Grievances, Medical Appointments)	Automate and improve current processes	Enhancements in workflow automation to support improved inmate services without staff intervention	\$511,719
Inmate Tablet Services	Deliver hand held mobile devices for multi-use on revenue producing	Revenue Generated Costs Savings Inmate Engagement	\$500,110

	transactions(Phone, Commissary, Entertainment) and Cost Savings transactions also Inmate Focus Programs for Content Education	Inmate Focus Programs Delivery	
Securus projects total savings with the implementation of SCP Enterprise Efficiencies/Integrations, SCP Security Intelligence, AIS, AIS Voicemail, Video Visitation, ConnectUs (Self Service Applications) & Tablets:			\$2,914,385

Jackson County with Securus' proven efficiency driven technologies will realize **\$2,914,385 cost savings over a 5 year period, with \$582,877 per year.** These cost savings are based upon man hours saved thru efficiencies achieved.

A LOOK TOWARD THE FUTURE

Securus is uniquely prepared to serve the best interests of Jackson County, as it selects a technology provider that share the County's focus on fiscal objectives, high performance methods, and viable experience to support their mission for *next-generation* corrections and justice management. Securus meets or exceeds both the technology and service needs as defined in the County's RFP.

Safety, Security, and Guidance are the edicts of Jackson County Corrections for the inmate to participate in correctional programs to support re-entry to the community. Securus' innovative, forward-thinking, and problem-solving solutions for inmate telephone systems, inmate video visitation, inmate self-service information systems, community information access systems, biometrics security intelligence, and inmate tablets - supports the vision for a "*new generation corrections management*" at Jackson County. Securus looks forward to partnering with Jackson County to support that vision.