

COMPETITIVE BID #WG20-28 BID TABULATION
INMATE TELEPHONE & VIDEO VISITATION SERVICES

BIDDER: Inmate Calling Solutions, LLC d/b/a ICSolutions		Bid Bond: Yes
PROPOSED RATES & COMMISSION SCHEDULE		
Inmate calling rate including mileage bands where applicable:		
Local		\$0.21 per minute
IntraLATA		\$0.21 per minute
InterLATA		\$0.21 per minute
Interstate		\$0.21 per minute
Provide your proposed Cost of Recovery offer to the County for the following call types. Include your proposed Cost of Recovery offer for prepaid calls.		
Local		85.5%
IntraLATA		85.5%
InterLATA		85.5%
Interstate		85.5%
Prepaid		85.5%
Total Cost of Recovery Rate Percentage		85.5%
		plus \$100,000.00 Annual Technology Grant
		\$450,000.00 Minimum Annual Guarantee (MAG)
		\$112,500.00 in Advance Cost Recovery Payments paid each quarter
Inmate Voicemail Rates	25%	
Remote Video Visitation Rates	50%	
Exceptions:	See Attached	
Installation Time: Not applicable, IC Solutions equipment is already installed so no installation time is required.		

BIDDER: Global Tel*Link Corportion			Bid Bond: Yes		
PROPOSED RATES & COMMISSION SCHEDULE					
Inmate calling rate including mileage bands where applicable:					
	Option 1	Option 2	Option 3	Option 4	
Local	\$0.25 collect/\$0.21 prepaid	\$0.25 collect/\$0.21 prepaid	\$0.25 collect/\$0.21 prepaid	\$0.25 collect/\$0.21 prepaid	
IntraLATA	\$0.25 collect/\$0.21 prepaid	\$0.25 collect/\$0.21 prepaid	\$0.25 collect/\$0.21 prepaid	\$0.25 collect/\$0.21 prepaid	
InterLATA	\$0.25 collect/\$0.21 prepaid	\$0.25 collect/\$0.21 prepaid	\$0.25 collect/\$0.21 prepaid	\$0.25 collect/\$0.21 prepaid	
Interstate	\$0.25 collect/\$0.21 prepaid	\$0.25 collect/\$0.21 prepaid	\$0.25 collect/\$0.21 prepaid	\$0.25 collect/\$0.21 prepaid	
Provide your proposed Cost of Recovery offer to the County for the following call types. Include your proposed Cost of Recovery offer for prepaid calls.					
Local	88%	93%	90%	95%	
IntraLATA	88%	93%	90%	95%	
InterLATA	88%	93%	90%	95%	
Interstate	88%	93%	90%	95%	
Prepaid	88%	93%	90%	95%	
Contract Minimum Guarantee (MAG)	\$550,000.00	N/A	\$550,000.00	N/A	
One-Time Signing Bonus	\$150,000.00	N/A	\$150,000.00	N/A	
Total Cost of Recovery Rate Percentage		Option 1- 88%; Option 2 - 93%; Option 3 - 90%; Option 4 - 95% plus \$150,000.00 one-time signing bonus and \$550,000.00 Minimum Annual Guarantee (MAG) included with Option 1 or Option 3			
Video Visitation Commission	50%	50%	50%	50%	
Exceptions:	See Attached				
Installation Time: Installation will be completed within 60 days after work begins					

BIDDER: NCIC Inmate Communications		Bid Bond: Yes
PROPOSED RATES & COMMISSION SCHEDULE		
Inmate calling rate including mileage bands where applicable:		
Local	\$0.19 per minute	
IntraLATA	\$0.19 per minute	
InterLATA	\$0.19 per minute	
Interstate	\$0.19 per minute	
Provide your proposed Cost of Recovery offer to the County for the following call types. Include your proposed Cost of Recovery offer for prepaid calls.		
Local	86.5%	
IntraLATA	86.5%	
InterLATA	86.5%	
Interstate	86.5%	
Prepaid	86.5%	
Total Cost of Recovery Rate Percentage		86.5%
Option 2: NCIC is offering rates of \$0.19/minute for all calls within US, but they are offering a Cost Recovery Rate of 97%. Under this option, there would be a \$3.00 Transaction Fee on all calls (not commissionable to Baldwin County).		
NCIC is not proposing to charge Baldwin County or Sheriff's Office any fees or costs for Video Visitation Service. NCIC is proposing a per-minute rate of only \$0.25 for off-site (remote) Video Visitation making the system available <u>in increments of one-minute.</u>		
Exceptions: See Attached		
Installation Time: 60 days or less		

BIDDER: Securus Technologies, Inc.		Bid Bond: Yes	
PROPOSED RATES & COMMISSION SCHEDULE			
Inmate calling rate including mileage bands where applicable:			
Local	\$0.21 per minute		
IntraLATA	\$0.21 per minute		
InterLATA	\$0.21 per minute		
Interstate	\$0.21 per minute		
Provide your proposed Cost of Recovery offer to the County for the following call types. Include your proposed Cost of Recovery offer for prepaid calls.			
Local	84.6%		
IntraLATA	84.6%		
InterLATA	84.6%		
Interstate	84.6%		
Prepaid	84.6%		
Total Cost of Recovery Rate Percentage		84.6%	
		plus \$75,000.00 Annual Technology Grant	
		\$400,000.00 Minimum Annual Guarantee (MAG)	
		\$475,000.00 total year 1 up front cash value for Prepaid Commission & Technology Grant	
Video Visitation Services:	20 minute Remote Visitation Call	\$5.95	
	40 minute Remote Visitation Call	\$10.95	
	Onsite Video Visitation	Free	
	Site Commission% on Inmate Video Calls	50%	
eMessaging (Secure Inmate eMail): Site Commission% on Stamp Revenue		50%	
Optional Features:	Guarded Exchange Call Video Monitoring	\$2.00 per call	
	Guarded Exchange Call Monitoring	\$0.02 per call	
	AllPaid (Cash Bail)	No Cost	
Exceptions: See Attached			
Installation Time: 60 days			