



# Baldwin County Commission

## Legislation Text

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File #: 20-1348, Version: 1

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**Meeting Type:** BCC Regular Meeting

**Meeting Date:** 8/4/2020

**Item Status:** New

**From:** Wanda Gautney, Purchasing Director; Sheriff Hoss Mack; Chief Anthony Lowery; Major Steve Arthur; Connie Dudgeon, Sheriff's Finance Director

**Submitted by:** Wanda Gautney, Purchasing Director

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### **ITEM TITLE**

Competitive Bid #WG20-28 - Provision of Installation, Service and Operation of the Inmate Telephone and Video Visitation Services for the Baldwin County Sheriff's Office

### **STAFF RECOMMENDATION**

Award the bid to the bidder providing the highest total cost recovery rate percentage, **Global Tel\*Link Corporation**, as follows for the Inmate Telephone and Video Visitation Services and authorize the Chairman to execute all necessary documents contingent upon the County Attorney approval.

#### **Total Cost Recovery Rate Percentage to County**

##### **Option 1**

**88% Cost Recovery Rate for Inmate Phone Calls**

**\$150,000.00 One-time Signing Bonus**

**\$550,000.00 Minimum Annual Guarantee**

**50% Cost Recovery Rate for Inmate Video Visitation**

**Installation Time: Installation will be completed within 60 days after work begins**

### **BACKGROUND INFORMATION**

#### **Previous Commission action/date:**

04/21/2020 meeting: 1) Approved the specifications and authorized the Purchasing Director to place a competitive bid for the Provision of Installation, Service and Operation of the Inmate Telephone and Video Visitation Services for the Baldwin County Sheriff's Office; and 2) Further, authorized the Chairman/Purchasing Division Commissioner for the Baldwin County Commission to approve any necessary addendums or clarifications if required after the bid is advertised.

**Background:** Bids were opened in the Commission Chambers on June 9, 2020 at 2:00 p.m. four (4) bids were received. The bidder who bid the highest cost recovery rate to the County was Global Tel\*Link Corporation. They bid a cost recovery rate of 90% on Option 3 for Inmate Phone Calls, \$150,000.00 one-time signing bonus, \$550,000.00 Minimum Annual Guarantee in yearly cost

recovery revenue, 50% cost recovery rate for Inmate Video Visitation. Recommend the Commission award the bid to the most beneficial bidder, Global Tel\*Link Corporation. Bid Tabulation attached.

### **FINANCIAL IMPACT**

**Total cost of recommendation:** Revenue

**Budget line item(s) to be used:** Sheriff's Office

**If this is not a budgeted expenditure, does the recommendation create a need for funding?**  
N/A

### **LEGAL IMPACT**

**Is legal review necessary for this staff recommendation and related documents?**  
All legal documents will be reviewed and approved by County Attorney before execution by Chairman.

**Reviewed/approved by:** N/A

**Additional comments:** N/A

### **ADVERTISING REQUIREMENTS**

**Is advertising required for this recommendation?** N/A

**If the proof of publication affidavit is not attached, list the reason:** N/A

### **FOLLOW UP IMPLEMENTATION**

**For time-sensitive follow up, select deadline date for follow up:** 08/04/2020

**Individual(s) responsible for follow up:** Wanda Gautney, Purchasing Director

**Action required (list contact persons/addresses if documents are to be mailed or emailed):**  
Letter to Bidders

**Additional instructions/notes:** N/A