

#16

RFP 15-013 INMATE PHONES

Company	Global	Securus	Synergy	Legacy	IC Solutions
Total points given	99	87	75	85	86

After reviewing all RFPs submitted, vendors were assigned a score based on criteria stated in RFP. The recommendation to go with Gobal Tel Link was established after negotiations were conducted.

GTL-

Overall Highest Rated after meeting. Commission rate at 90% is higher than what is currently in place. Cost for Family is the same for local calls and depending on ty may be less expensive.

GTL shows to be a stable company which works exclusively with inmate telephones.

Platform shows to be user friendly and includes features that will benefit its users.

GTL's customer service is outstanding. Repairs are completed within hours.

GTL offers iOS and android compatability for billing and investigative purposes.

#16



Corporate Headquarters
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Reston, VA 20190
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Fax: (703) 435-0980

February 26, 2015

Tom Green County
Purchasing Office
113 W. Beauregard
San Angelo, TX 76903-5850

Dear Mr. Grimaldo,

Thank you for the opportunity to continue to provide Tom Green County with our Inmate Telephone System and the new opportunity for our Video Visitation Solution. GTL is committed to providing you with exemplary service and premier technologies unmatched in the Corrections industry today.

On Friday, February 20th, Captain Allen asked if GTL would consider giving Tom Green County \$100,000 in prepaid calling cards in lieu of the \$100,000 signing bonus. GTL has reviewed this request and here is how we can accommodate that request based on your choice of Option A:

OPTION A – Current Rates

PRICE / COST Inmate Non-Coin Telephone System (Based on Average Daily Population of 430)
Commission Percentage (based upon gross revenue)

Call Type	Sur-Charge	1 st Min. Rate	Add'l Min. Rate	% of Gross Revenue Offered
Local calls	\$ 4.65	\$0.00	\$0.00	90%
IntraLATA	\$ 3.78	\$0.2625 (*Day)	\$0.2625 (*Day)	90%
InterLATA	\$ 3.78	\$0.2625 (*Day)	\$0.2625 (*Day)	90%
Interstate Collect	\$ 0.00	\$0.25	\$0.25	0%
Interstate Prepaid	\$ 0.00	\$0.21	\$0.21	0%

Any guaranteed minimum Year 1 = \$18,333 MAG per month plus One Time - \$100,000 in free Prepaid Calling Cards
Year 2 – 5 = \$26,667 MAG per month

Minimum Annual Guarantee (MAG): One month following the Contract Effective Date, GTL will pay Tom Green County a Commission in the amount of \$18,333 to be paid in monthly payments over the first twelve (12) months. Each year thereafter, GTL will adjust the MAG upward or downward to reflect ninety (90%) percent of actual earned commissions for all calls in the prior twelve (12) months. This true-up process will be repeated annually throughout the Initial and all Renewal Terms. All other terms of our offer remain the same.

As President and COO of GTL, my team and I commit to you that your experience with your inmate telephone and video visitation services throughout the course of our partnership will be exemplary.

Sincerely,

Jeffrey B. Haidinger
President and Chief Operating Officer

