



ALACHUA COUNTY

Budget and Fiscal Services

Procurement

Theodore "TJ" White, Jr. CPPB
Procurement Manager


Thomas J. Rouse
Contracts Supervisor

Darryl R. Kight, CPPB
Procurement Supervisor

September 21, 2023

MEMORANDUM

TO: Theodore "TJ" White, Jr. CPPB, Procurement Manager

FROM: Darryl R. Kight, CPPB, Procurement Supervisor 
Darryl Kight (Sep 21, 2023 13:57 EDT)

FROM: Leira Cruz Cáliz, NIGP-CPP, CPPB, Procurement Agent II 

SUBJECT: INTENT TO AWARD
RFP 24-38-LC Annual Alachua County Jail Inmate Phone System and Services

| | |
|---|-------------------------------------|
| <u>Solicitation Opening Date:</u> | 2:00 PM, Wednesday, August 23, 2023 |
| <u>Solicitation Notifications View Count:</u> | 929 Vendors |
| <u>Solicitations Downloaded by:</u> | 28 Vendors |
| <u>Solicitations Submissions:</u> | 5 Vendors |

Firms:

Global Tel*Link Corporation
d/b/a ViaPath Technologies
Falls Church, VA 22042

Inmate Calling Solutions, LLC
San Antonio, TX 78217

NCIC Inmate Communications
Longview, TX 75601

Securus Technologies. LLC
Carrollton, TX 75007

Smart Communications Holding, Inc.
Seminole, FL 33777

RECOMMENDATION:

The board approve the Evaluation Committee's award ranking below for RFP 24-38-LC Annual Alachua County Jail Inmate Phone System and Services.

1. Securus Technologies. LLC
2. Inmate Calling Solutions, LLC
3. NCIC Inmate Communications
4. Global Tel*Link Corporation, d/b/a ViaPath Technologies
5. Smart Communications Holding, Inc.

Approve the above ranking and authorize staff to negotiate agreement with the top ranked firm. Should the staff be unable to negotiate a satisfactory agreement with the top-ranked firm, negotiations with the unsuccessful firm will be terminated. Negotiations with the second ranked firm may be undertaken in the same manner in order of ranking until an agreement is reached, and so forth.

The actual RFP award is subject to the appropriate signature authority identified in the Procurement Code.



Approved
Theodore "TJ" White, Jr., CPPB
Procurement Manager

Sep 26, 2023

Date

Disapproved
Theodore "TJ" White, Jr., CPPB
Procurement Manager

MM

Vendor Complaints or Grievances; Right to Protest

Unless otherwise governed by state or Federal law, this part shall govern the protest and appeal of Procurement decisions by the County. As used in Part A of Article 9 of the Procurement Code, the term "Bidder" includes anyone that submits a response to an invitation to bid or one who makes an offer in response to a solicitation (e.g., ITB, RFP, ITN), and is not limited solely to one that submits a bid in response to an Invitation to Bid (ITB).

- (1) *Notice of Solicitations and Awards.* The County shall provide notice of all solicitations and awards by electronic posting in accordance with the procedures and Florida law.
- (2) *Solicitation Protest.* Any prospective Bidder may file a solicitation protest concerning a solicitation.
 - (a) *Basis of the Solicitation Protest:* The alleged basis for a solicitation protest shall be limited to the following:
 - i. The terms, conditions or specifications of the solicitation are in violation of, or are inconsistent with this Code, Florida Statutes, County procedures and policies, or the terms of the solicitation at issue, including but not limited to the method of evaluating, ranking or awarding of the solicitation, reserving rights of further negotiations, or modifying or amending any resulting contract; or
 - ii. The solicitation instructions are unclear or contradictory.
 - (b) *Timing and Content of the Solicitation Protest:* The solicitation protest must be in writing and must be received by the Procurement Manager, twhite@alachuacounty.us by no later than the solicitation's question submission deadline. Failure to timely file a solicitation protest shall constitute a total and complete waiver of the Bidder's right to protest or appeal any solicitation defects, and shall bar the Bidder from subsequently raising such solicitation defects in any subsequent Award Protest, if any, or any other administrative or legal proceeding. In the event a solicitation protest is timely filed, the protesting party shall be deemed to have waived any and all solicitation defects that were not timely alleged in the protesting party's solicitation protest, and the protesting party shall be forever barred from subsequently raising or appealing said solicitation defects in a subsequent award protest, if any, or any other administrative or legal proceeding. The solicitation protest must include, at a minimum, the following information:
 - i. The name, address, e-mail and telephone number of the protesting party;
 - ii. The solicitation number and title;
 - iii. Information sufficient to establish that the protesting party has legal standing to file the solicitation Protest because:
 1. It has a substantial interest in and is aggrieved in connection with the solicitation; and
 2. That the protesting party is responsive, in accordance with the criteria set forth in the solicitation, unless the basis for the Solicitation Protest alleges that the criteria set forth in the solicitation is defective, in which case the protesting party must demonstrate that it is responsible in accordance with the criteria that the protesting party alleges should be used;
 - iv. A detailed statement of the basis for the protest;
 - v. References to section of the Code, Florida Statutes, County policies or procedure or solicitation term that the protesting party alleges have been violated by the County or that entitles the protesting party to the relief requested;
 - vi. All supporting evidence or documents that substantiate the protesting party's alleged basis for the protest; and
 - vii. The form of the relief requested.
 - (c) *Review and Determination of Protest:* If the Solicitation Protest is not timely, the Procurement Manager shall notify the protesting party that the Solicitation Protest is untimely and, therefore, rejected. The Procurement Manager shall consider all timely Solicitation Protests and may conduct any inquiry that the Procurement Manager deems necessary to make a determination regarding a protest. The Procurement Manager shall issue a written determination granting or denying the protest. The written determination shall contain a concise statement of the basis for the determination.

- (d) *Appeal*: If the protesting party is not satisfied with the Procurement Manager's determination, the protesting party may appeal the determination to the County Manager by filing a written appeal, which sets forth the basis upon which the appeal is based, including all supporting documentation. The scope of the appeal shall be limited to the basis alleged in the Solicitation Protest. The appeal must be filed with the Procurement Manager within five business days of the date on which the Procurement Manager's written determination was sent to the protesting party. Failure to timely file an appeal shall constitute a waiver of the protesting party's rights to an appeal of the Procurement Manager's determination, and the protesting party shall be forever barred from subsequently raising or appealing said Solicitation defects in a subsequent award protest, if any, or any other administrative or legal proceeding. After considering the appeal, the County Manager must determine whether the solicitation should stand, be revised, or be cancelled, and issue a written determination and provide copies of the determination to the protesting party. The determination of the County Manager shall be final and not subject to further appeal under this code.
- (3) *Award Protest*. Any Bidder who is not the intended awardee and who claims to be the rightful awardee may file an award protest. However, an award protest is not valid and shall be rejected for lack of standing if it does not demonstrate that the protesting party would be awarded the Solicitation if its protest is upheld.
- (a) *Basis of the Award Protest*: The alleged basis for an Award Protest shall be limited to the following:
- i. The protesting party was incorrectly deemed non-responsive due to an incorrect assessment of fact or law;
 - ii. The County failed to substantively follow the procedures or requirements specified in the solicitation documents, except for minor irregularities that were waived by the County in accordance with this Code, which resulted in a competitive disadvantage to the protesting party; and
 - iii. The County made a mathematical error in evaluating the responses to the solicitation, resulting in an incorrect score and not *protesting party not being selected for award*.
- (b) *Timing and Content of the Award Protest*: The Award Protest must be in writing and must be received by the Procurement Manager, twhite@alachuacounty.us by no later than 3:00 PM on the third business day after the County's proposed Award decision was posted by the County. Failure to timely file an Award Protest shall constitute a total and complete waiver of the Bidder's right to protest or appeal the County's proposed Award decision in any administrative or legal proceeding. In the event an Award Protest is timely filed, the protesting party shall be deemed to have waived any and all proposed Award defects that were not timely alleged in the protesting party's Award Protest, and the protesting party shall be forever barred from subsequently raising or appealing said Award defects in any administrative or legal proceeding. The Award Protest must include, at a minimum, the following information:
- i. The name, address, e-mail and telephone number of the protesting party;
 - ii. The Solicitation number and title;
 - iii. Information sufficient to establish that the protesting party's response was responsive to the Solicitation;
 - iv. Information sufficient to establish that the protesting party has legal standing to file the Solicitation Protest because:
 1. The protesting party submitted a response to the Solicitation or other basis for establishing legal standing;
 2. The protesting party has a substantial interest in and is aggrieved in connection with the proposed Award decision; and
 3. The protesting party, and not any other bidder, should be awarded the Solicitation if the protesting party's Award Protest is upheld.
 - v. A detailed statement of the basis for the protest;
 - vi. References to section of the Code, Florida Statutes, County policies or procedure or solicitation term that the protesting party alleges have been violated by the County or that entitles the protesting party to the relief requested;

- vii. All supporting evidence or documents that substantiate the protesting party's alleged basis for the protest; and
 - viii. The form of the relief requested.
- (c) *Review and Determination of Protest:* If the Award Protest is not timely, the Procurement Manager shall notify the protesting party that the Award Protest is untimely and, therefore, rejected. The Procurement Manager shall consider all timely Award Protests and may conduct any inquiry that the county Procurement Manager deems necessary to resolve the protest by mutual agreement or to make a determination regarding the protests. The Procurement Manager shall issue a written determination granting or denying each protest. The written determination shall contain a concise statement of the basis for the determination.
- (d) *Appeal:*
- i. If the protesting party is not satisfied with the Procurement Manager's determination, the protesting party may appeal the determination to the County Manager by filing a written appeal, which sets forth the basis upon which the appeal is based. The scope of the appeal shall be limited to the basis alleged in the award protest. The appeal must be filed with the Procurement Manager within five business days of the date on which the Procurement Manager's written determination was mailed to the protesting party. Failure to timely file an appeal shall constitute a waiver of the protesting party's rights to an appeal of the Procurement Manager's determination, and the protesting party shall be forever barred from subsequently raising or appealing said award defects in any administrative or legal proceeding.
 - ii. After reviewing the appeal, the County Manager will issue a written final determination and provide copies of the determination to the protesting party. Prior to issuing a final determination, the County Manager, in his or her discretion, may direct a hearing officer, or magistrate, to conduct an administrative hearing in connection with the protest and issue findings and recommendations to the County Manager. Prior to a hearing, if held, the Procurement Manager must file with the hearing officer the protest, any background information, and his or her written determination. The protesting party and the County shall equally share the cost of conducting any hearing, including the services of the hearing officer. If applicable, the County Manager may wait to issue a written final determination until after receipt of the findings and recommendations of the hearing officer. The determination of the County Manager shall be final and not subject to further appeal under this code.
- (4) *Burden of Proof:* Unless otherwise provide by Florida law, the burden of proof shall rest with the protesting party.
- (5) *Stay of Procurements during Protests.* In the event of a timely protest, the County shall not proceed further with the solicitation or with the award of the contract until the Procurement Manager, after consultation with the head of the using department, makes a written determination that the award of the solicitation without delay is:
- (a) Necessary to avoid an immediate and serious danger to the public health, safety, or welfare;
 - (b) Necessary to avoid or substantial reduce significant damage to County property;
 - (c) Necessary to *avoid or substantially reduce interruption of essential County Services; or;*
 - (d) Otherwise in the best interest of the public.

Public Meeting Minutes (Record)

Ranking for RFP 24-38-LC Annual Alachua County Jail Inmate Phone System and Services

Date: September 21, 2023

Start Time: 10:05 am

Location: County Administration Building
Third Floor Conference Room
12 SE 1st St. 3rd floor
Gainesville, FL 32601

1. Call Meeting to Order

Kevin Smith motioned for Ron Akins to attend remotely due to extraordinary circumstances, Joe Lipsey seconded the motion.

Motion passed 4 -0

2. RFP Process Overview for Today's Meeting

- 2.1. Good morning, I am Leira Cruz Cáliz, with Procurement, and I will be administrating this meeting as the Committee Chair (non-voting member), introduce committee, Kevin Smith, Joe Lipsey, Dennis Garraty and Ron Akins.
- 2.2. Thank you, committee, for taking the time out of your busy schedule to evaluate these proposals. Welcome to the citizens attending this Public Meeting. This meeting is open to the public, citizens will have an announced time (3 minutes; no response required) for public comments. Please review the agenda that is on the screen.
- 2.3. The RFP team will be evaluating vendors' proposal, discussing their scores, and approving the Team's Ranking. This Team's final ranking will be submitted to the BoCC for their approval and authorization to negotiate a contract.

3. RFP Committee Members Process Instructions

- 3.1. **First**, I have collected all signed Disclosure Forms (Conflict of Interest), and I will show them on screen, discuss if necessary.
- 3.2. **Second**, provide procurement points to members for Location.
- 3.3. Due to the cone-of-silence imposed on the committee members, this is the first occasion members have been able to talk and work together as a committee.
- 3.4. *As committee members you have broad latitude in your discussions, deliberations and ranking provided you are not arbitrary and capricious.*
- 3.5. **Third**, Record and Discuss the preliminary scores on the screen. Call for validation of scores to ensure they have been recorded correctly and that they match the scores on your individual score sheets.

| Vendor | Ron Akins | dennis garraty | Joe Lipsey | Kevin Smith | Total Score (Max Score 200) |
|---------------------------------------|-----------|----------------|------------|-------------|--------------------------------|
| Securus Technologies, LLC | 188 | 184 | 190 | 185 | 186.75 |
| Inmate Calling Solutions, LLC | 188 | 171 | 178 | 170 | 176.75 |
| NCIC Inmate Communications | 172 | 173 | 178 | 175 | 174.5 |
| Global Tel*Link Corporation d/b/a ... | 181 | 176 | 166 | 175 | 174.5 |
| Smart Communications Holding,... | 169 | 176 | 180 | 170 | 173.75 |

- 3.6. The team will discuss, evaluate, and rank all vendor submittals. You have your proposal evaluation forms so now we can start discussions with the first vendor. (**Encourage dialog**)
 - 3.6.1. Discuss scores and make Changes if pertinent.
 - 3.6.2. Discussion record and Update: **Proposal Score Evaluation**
 - 3.6.2.1. Encourage discussion on the proposals, scoring and until all members are satisfied.

3.6.2.2. NOTE: Agents will monitor the discussion, keep it on track; keep it on topic.

3.6.3. Call for validation of RFP team **Proposal Scores** for the Team's Final Ranking.

3.6.4. Choose to not have Oral Presentation

4. Motion: Joe Lipsey motioned to not have Oral Presentations with the top three firms. Kevin Smith, seconded.
Vote 4-0 in favor.

5. Motion: Dennis Garraty motioned to approve the above ranking and authorize staff to negotiate agreement with the top ranked firm. Should the staff be unable to negotiate a satisfactory agreement with the top-ranked firm, negotiations with the unsuccessful firm will be terminated. Negotiations with the second ranked firm may be undertaken in the same manner in order of ranking until an agreement is reached, and so forth; Joe Lipsey seconded.

Vote 4-0 in favor.

6. Public Comments (3 minutes):

7. Motion to Approve the Meeting Minutes: Kevin Smith moved to approve the Minutes; Joe Lipsey, seconded the motion.

Vote 40-0 in favor.

8. Meeting Adjourn at 10:44 am



EXECUTIVE SUMMARY
RFP No. RFP 24-38-LC
Annual Alachua County Jail Inmate Phone System and Services

RESPONSE DEADLINE: August 23, 2023 at 2:00 pm

Thursday, September 21, 2023

SOLICITATION OVERVIEW

| | |
|---------------------|---|
| Project Title | Annual Alachua County Jail Inmate Phone System and Services |
| Project ID | RFP 24-38-LC |
| Project Type | Request For Proposal |
| Release Date | June 28, 2023 |
| Due Date | August 23, 2023 |
| Procurement Agent | Leira Cruz Cáliz, CAPM, CPPB |
| Evaluators | Ron Akins, Joe Lipsey, Kevin Smith, dennis garraty |
| Project Description | Purpose: Alachua County operates a jail that has an average daily population of 800 inmates. The County currently operates 228 phone devices, including video phones, at the jail. The County is moving to an agency paid system where the County will cover the cost for inmate phone calls. The County is issuing an RFP to review proposals from any vendor that can install their own equipment, operate and maintain the equipment at the jail. The chosen Contractor shall provide a fully operational, local and long distance, secure and reliable statewide Inmate Phone Service (IPS). The Contractor-provided IPS system shall be inclusive of all equipment, installation, infrastructure and network, training, operation, and ongoing repairs and maintenance of the entire system and its components. |

INTRODUCTION

Summary

Alachua County Board of County Commissioners (hereinafter, the "County" or "Alachua County") is seeking proposals from qualified individuals or entities (hereinafter, referred to as "Consultant" or the "proposer") for the provision of RFP 24-38-LC Annual Alachua County Jail Inmate Phone System and Services.

The following apply to this request for proposal: [Instruction to Proposers](#), [Terms and Conditions](#), [Insurance](#), [Scope of Work](#), [Proposal Requirements and Organization](#), [Request for Proposal Selection Procedures](#), [Evaluation Phases](#), [Attachments](#), [Submittals](#) and [Sample Agreement](#).

Purpose: Alachua County operates a jail that has an average daily population of 800 inmates. The County currently operates 228 phone devices, including video phones, at the jail. The County is moving to an agency paid system where the County will cover the cost for inmate phone calls. The County is issuing an RFP to review proposals from any vendor that can install their own equipment, operate and maintain the equipment at the jail. The chosen Contractor shall provide a fully operational, local and long distance, secure and reliable statewide Inmate Phone Service (IPS). The Contractor-provided IPS system shall be inclusive of all equipment, installation, infrastructure and network, training, operation, and ongoing repairs and maintenance of the entire system and its components.

Background

Location: Alachua County is located in North Central Florida. The County government seat is situated in Gainesville. Gainesville is located 70 miles southwest of Jacksonville, 129 miles southeast of Tallahassee, 140 miles northeast of Tampa - St. Petersburg and 109 miles northwest of Orlando. Alachua County has a population of over 250,000 and a regional airport. The County itself consists of a total area of 969 square miles.

Form of Government: Alachua County is governed by a Board of five (5) elected County Commissioners and operates under the established County Manager Charter form of government. In addition to the five County Commissioners, there are five elected Constitutional Officers: Supervisor of Elections, Sheriff, Clerk of the Court, Tax Collector, and the Property Appraiser. The Alachua County Attorney also reports to the Board.

Contact Information

Leira Cruz Cáliz, CAPM, CPPB

Procurement Agent II

Email: lcruzcaliz@alachuacounty.us

Phone: [\(352\) 337-6268](tel:(352)337-6268)

Department:

Information and Telecom Services

Timeline

| | |
|--|---------------|
| OpenGov Release Project Date | June 28, 2023 |
| Second Ad Date | July 5, 2023 |

EXECUTIVE SUMMARY

RFP No. RFP 24-38-LC

Annual Alachua County Jail Inmate Phone System and Services

| | |
|---|--|
| Pre-Solicitation Meeting (Non-Mandatory) | July 18, 2023, 1:30pm Alachua County Jail (inside main entrance) 3333 NE 39th Ave Gainesville, FL 32609 |
| Question Submission Deadline | August 13, 2023, 12:01am |
| Solicitation Submission Deadline | August 23, 2023, 2:00pm |

| | |
|--|--|
| <p>Solicitation Opening – Teams Meeting</p> | <p>August 23, 2023, 2:00pm</p> <p>The scheduled solicitation opening will occur via Teams Meeting; the information to join is provided below. Attendance (live viewing) of the proposals opening is not required.</p> <p>Join Microsoft Teams meeting Join on your computer, mobile app or room device Click here to join the meeting</p> <p>https://teams.microsoft.com/l/meetup-join/19%3ameeting_ZTQyYzk5YzMtZDc4ZS00N2lxLTljMWUtMjAwNTQwN2NjNTNi%40thread.v2/0?context=%7b%22Tid%22%3a%2290fc851d-766d-4d7b-a09c-bfbf1d2dac94%22%2c%22Oid%22%3a%22c82ab8e7-6ee1-4cd5-9191-4aa322a1828f%22%7d</p> <p>Meeting ID: 259 625 692 241 Passcode: yX9G3Q Download Teams Join on the web Or call in (audio only) +1 469-998-7938,,366862554# United States, Dallas Phone Conference ID: 366 862 554#</p> <p>If you have a disability and need an accommodation in order to participate, please contact the Alachua County ADA Coordinator at ADA@alachuacounty.us or Equal Opportunity Office at 352-374-5275 at least 7 business days prior to the event. If you are unable to notify the Office prior to the event, please inform an Alachua County employee that you need assistance. TDD/TTY users, please call 711 (Florida Relay Service).</p> |
|--|--|

SOLICITATION STATUS HISTORY

EXECUTIVE SUMMARY

RFP No. RFP 24-38-LC

Annual Alachua County Jail Inmate Phone System and Services

| Date | Changed To | Changed By |
|-----------------------|--------------|--|
| Jun 5, 2023 11:27 AM | Draft | Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM |
| Jun 13, 2023 12:26 PM | Review | Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM |
| Jun 27, 2023 3:41 PM | Final | Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM |
| Jun 27, 2023 3:41 PM | Post Pending | Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM |
| Jun 28, 2023 8:30 AM | Open | OpenGov Bot |
| Aug 23, 2023 2:00 PM | Pending | OpenGov Bot |
| Aug 23, 2023 2:49 PM | Evaluation | Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM |

PROPOSALS RECEIVED

| Status | Vendor | Contact Info | Submission Date |
|-----------|--|---|-----------------------|
| No Bid | Bin There Dump That North Central Florida | Sarah Karremans gainesville@bintheredumpthat.com (352) 900-5253 | Jul 2, 2023 9:57 AM |
| Submitted | Global Tel*Link Corporation d/b/a ViaPath Technologies | Minnie McGinnis rfp@viapath.com (972) 535-3322 | Aug 22, 2023 12:02 PM |
| Submitted | Inmate Calling Solutions, LLC | Mike Kennedy rfp@icsolutions.com (886) 228-4040 | Aug 22, 2023 3:36 PM |
| Submitted | NCIC Inmate Communications | William Pope rfp@ncic.com | Aug 23, 2023 10:12 AM |
| No Bid | Network Craze | Michael Featherstone mfeatherstone@networkcraze.com | Jun 28, 2023 9:15 AM |
| Submitted | Securus Technologies. LLC | Rachel Drew salesdirector@securustechnologies.com | Aug 22, 2023 7:26 PM |
| Submitted | Smart Communications Holding, Inc. | Jon Logan jon.logan@smartcommunications.us (888) 253-5178 | Aug 23, 2023 12:31 PM |
| No Bid | The Peavey Corporation dba Lynn Peavey Company | Maria Muniz mmuniz@peaveycorp.com (913) 495-6642 | Jun 28, 2023 9:00 AM |

VENDOR QUESTIONNAIRE PASS/FAIL

EXECUTIVE SUMMARY

RFP No. RFP 24-38-LC

Annual Alachua County Jail Inmate Phone System and Services

| Question Title | Bin There Dump That North Central Florida | Global Tel*Link Corporation d/b/a ViaPath Technologies | Inmate Calling Solutions, LLC | NCIC Inmate Communications |
|---|---|--|-------------------------------|----------------------------|
| Corporate Resolution Granting Signature | No Response | Pass | Pass | Pass |
| State Compliance | No Response | Pass | Pass | Pass |
| Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request | No Response | Pass | Pass | Pass |
| Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request | No Response | Pass | Pass | Pass |
| Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request | No Response | Pass | No Response | Pass |
| Alachua County Government Minimum Wage | No Response | Pass | Pass | Pass |
| Alachua County Location Preference | No Response | Pass | Pass | Pass |
| Drug Free Workplace | No Response | Pass | Pass | Pass |
| Vendor Eligibility | No Response | Pass | Pass | Pass |
| Responsible Agent Designation | No Response | Pass | Pass | Pass |
| Conflict of Interest | No Response | Pass | Pass | Pass |
| Request for Proposal Submittal Documentation | No Response | Pass | Pass | Pass |
| Acknowledgement of Requirements | No Response | Pass | Pass | Pass |

| Question Title | Network Craze | Securus Technologies, LLC | Smart Communications Holding, Inc. | The Peavey Corporation dba Lynn Peavey Company |
|---|---------------|---------------------------|------------------------------------|--|
| Corporate Resolution Granting Signature | No Response | Pass | Pass | No Response |

EXECUTIVE SUMMARY

RFP No. RFP 24-38-LC

Annual Alachua County Jail Inmate Phone System and Services

| Question Title | Network Craze | Securus Technologies. LLC | Smart Communications Holding, Inc. | The Peavey Corporation dba Lynn Peavey Company |
|---|---------------|---------------------------|------------------------------------|--|
| State Compliance | No Response | | | No Response |
| Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request | No Response | Pass | Pass | No Response |
| Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request | No Response | Pass | Pass | No Response |
| Public Record Trade Secret or Proprietary Confidential Business Information Exemption Request | No Response | No Response | Pass | No Response |
| Alachua County Government Minimum Wage | No Response | Pass | Pass | No Response |
| Alachua County Location Preference | No Response | Pass | Pass | No Response |
| Drug Free Workplace | No Response | Pass | Pass | No Response |
| Vendor Eligibility | No Response | Pass | Pass | No Response |
| Responsible Agent Designation | No Response | Pass | Pass | No Response |
| Conflict of Interest | No Response | Pass | Pass | No Response |
| Request for Proposal Submittal Documentation | No Response | Pass | Pass | No Response |
| Acknowledgement of Requirements | No Response | Pass | Pass | No Response |

PRICING RESPONSES

QUESTIONS AND ANSWERS

Approved, Unanswered Questions

Approved, Answers Provided

1. Clarification Questions

Jun 30, 2023 7:07 AM

Question: After the first round of questions are answered, will the County accept additional questions if clarification is needed for any of the County's responses

Jun 30, 2023 7:07 AM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Yes. You may ask questions until the Question Submission Deadline.

Jul 6, 2023 11:09 AM

2. Contract Start Date

Jun 30, 2023 7:07 AM

Question: What is the anticipated start date for this contract?

Jun 30, 2023 7:07 AM

Answered by Theodore White: The contract start date will be determine after the awarded vendor is selected and contract discussions begin.

Jul 10, 2023 9:52 AM

3. Inmate Electronic Messaging System

Jun 30, 2023 7:07 AM

Question: Will contractors be able to charge a fee for electronic messaging system service usage?

Jun 30, 2023 7:07 AM

Answered by Kevin Smith: The County's intent is to evaluate the full budget proposal provided by each provider in order to make the best determination for all communication services at the jail.

Jun 30, 2023 10:29 AM

4. Inmate Tablet Device Service Usage Fees

Jun 30, 2023 7:07 AM

Question: If fees for "premium content" is allowed, may the contractor offer a commission to the County based upon revenues earned from the use of these services or is the County prohibited from receiving commissions?

Jun 30, 2023 7:07 AM

Answered by Kevin Smith: The County's intent is to evaluate the full budget proposal provided by each provider in order to make the best determination for all communication services at the jail.

Jun 30, 2023 10:29 AM

5. Inmate Tablet Device Service Usage Fees

Jun 30, 2023 7:06 AM

Question: Will contractors be able to charge inmates a fee for the access to/use of “premium content” made available on the tablet devices?

Jun 30, 2023 7:06 AM

Answered by Kevin Smith: The County's intent is to evaluate the full budget proposal provided by each provider in order to make the best determination for all communication services at the jail.

Jun 30, 2023 10:29 AM

6. Inmate Tablet Device Applications

Jun 30, 2023 7:06 AM

Question: Page #23 of the RFP states, “In addition to the free basic community tablets, Contractor will offer personal rental tablets with premium content.” Will the County please clarify/define the “premium content” required to be made available on the “personal rental tablets” to be provided?

Jun 30, 2023 7:06 AM

Answered by Kevin Smith: Currently tablets are not permitted for use at the County jail. The County will evaluate all vendor proposals for future tablet use.

Jun 30, 2023 10:29 AM

7. Inmate Tablet Device Applications

Jun 30, 2023 7:06 AM

Question: Page #23 of the RFP states, “Contractor will provide to the ACSO the option of deploying free basic community tablets to Facility.” Will the County please clarify/define what applications/features required to be made available on the “free basic community tablets” to be provided?

Jun 30, 2023 7:06 AM

Answered by Kevin Smith: Currently tablets are not permitted for use at the County jail. The County will evaluate all vendor proposals for future tablet use.

Jun 30, 2023 10:29 AM

8. On-site Contractor Personnel Requirement

Jun 30, 2023 7:05 AM

Question: Page #21 of the RFP states, “Contractor personnel to include IPS System Administrator, Field Repair/Site Technicians and Service Representatives to perform oversight, operational assistance and maintenance and repair to the IPS system and equipment.” Is the County requiring the individual to serve as the “IPS System Administrator” to be a contractor employee who works on-site at the facility full-time?

Jun 30, 2023 7:05 AM

Answered by Kevin Smith: The vendor will be required to provide an IPS System Administrator. The Administrator will need to be available at the jail as needed.

Jun 30, 2023 10:29 AM

9. Inmate Tablet Device Hardware Quantity

Jun 30, 2023 7:05 AM

Question: How many inmate tablet devices, tablet wireless access points and tablet charging stations are currently installed at the facility?

Jun 30, 2023 7:05 AM

Answered by Kevin Smith: Currently, tablets are not being used at the County jail.

Jun 30, 2023 10:29 AM

10. Video Visitation Kiosk Hardware Quantity

Jun 30, 2023 7:04 AM

Question: How many public user video visitation kiosks are currently installed at the facility?

Jun 30, 2023 7:04 AM

Answered by Kevin Smith: 16 are located in the jail lobby.

Jul 5, 2023 12:40 PM

11. Video Visitation Kiosk Hardware Quantity

Jun 30, 2023 7:04 AM

Question: How many inmate video visitation kiosks are currently installed at the facility?

Jun 30, 2023 7:04 AM

Answered by Kevin Smith: 16 are located in the jail lobby.

Jul 5, 2023 12:40 PM

12. Inmate Assistive Communication Hardware Device Quantity

Jun 30, 2023 7:03 AM

Question: How many VRS devices is the facility currently equipped with?

Jun 30, 2023 7:03 AM

Answered by Kevin Smith: VRS is not deployed at the jail.

Jul 12, 2023 1:23 PM

13. Inmate Phone System (IPS) Hardware Quantity

Jun 30, 2023 7:03 AM

Question: How many TTY/TDD devices is the facility currently equipped with?

Jun 30, 2023 7:03 AM

Answered by Kevin Smith: 1

Jul 17, 2023 11:48 AM

14. Inmate Phone System (IPS) Hardware Quantity

Jun 30, 2023 7:02 AM

Question: How many portable/mobile phone carts is the facility currently equipped with?

Jun 30, 2023 7:02 AM

Answered by Kevin Smith: All phone equipment is permanently installed at kiosks within each jail pod.

Jun 30, 2023 10:29 AM

15. Inmate Visitation Telephone Hardware Quantity

Jun 30, 2023 7:02 AM

Question: Page #20 of the RFP states, "Contractor will provide to the Alachua County Sheriff's Office (ACSO) Visitation Phone Monitoring and Recording ("VPM") services. VPM employs digital sensor processor technology to allow voice recording and monitoring of the single-line telephones used in the visitation area." How many "single-line telephones" are currently installed in the visitation area?

Jun 30, 2023 7:02 AM

Answered by Kevin Smith: 15 booths, 30 single line phones.

Jul 17, 2023 11:48 AM

16. Remote Video Visitation System (VVS) Historical Data - Past 3 Months

Jun 30, 2023 7:01 AM

Question: To allow contractors to more accurately estimate bandwidth needs, will the County please provide historical remote video visitation system (VVS) data (session type, number of sessions, length of sessions/number of minutes, etc.) for each month for the past three months?

Jun 30, 2023 7:01 AM

Answered by Kevin Smith: March 2023: 593 Visits April 2023: 554 Visits May 2023: 571 Visits

Jul 5, 2023 12:40 PM

17. Remote Video Visitation System (VVS) Fees and Commissions

Jun 30, 2023 7:00 AM

Question: Does the County currently receive a commission based upon revenues earned from remote video visitation system (VVS) usage? If so, what is the commission rate?

Jun 30, 2023 7:00 AM

Answered by Kevin Smith: The County is moving to an Agency Paid system, so no commissions will be involved.

Jul 5, 2023 12:40 PM

18. Remote Video Visitation System (VVS) Current Service Rates

Jun 30, 2023 7:00 AM

Question: What are the rates currently charged for the use of remote video visitation system (VVS) services?

Jun 30, 2023 7:00 AM

Answered by Kevin Smith: The current cost for a remote video visitation is \$7.95 for 30 minutes. It's a flat cost for the session to the friend or family member that sets up the visit. There is no charge for visitors to come onsite and use the onsite visitation equipment that is setup in the lobby.

Jul 5, 2023 12:41 PM

19. Remote Video Visitation System (VVS) Fees and Commissions

Jun 30, 2023 6:59 AM

Question: If fees for remote video visitation system (VVS) service usage is allowed, may the contractor offer a commission to the County based upon revenues earned from the use of these services or is the County prohibited from receiving commissions?

Jun 30, 2023 6:59 AM

Answered by Kevin Smith: The County's intent is to evaluate the full budget proposal provided by each provider in order to make the best determination for all communication services at the jail.

Jun 30, 2023 10:29 AM

20. Remote Video Visitation System (VVS) Usage Limits

Jun 30, 2023 6:59 AM

Question: If the County plans on covering the costs associated with use of remote video visitation system (VVS) services, does the County plan on placing a limit on the number of remote video VVS sessions or minutes available to inmates within a specific time period (i.e. daily, weekly, monthly) or will inmates be provided within an unlimited number of remote VVS sessions/minutes?

Jun 30, 2023 6:59 AM

Answered by Kevin Smith: The availability of phone equipment at the jail is at the discretion of the County jail staff.

Jun 30, 2023 10:29 AM

21. Remote Video Visitation System (VVS) Charges

Jun 30, 2023 6:58 AM

Question: Does the County also plan on covering the costs associated with inmate use of remote video visitation system (VVS) services or will contractors be able to charge a fee for the use of these services?

Jun 30, 2023 6:58 AM

Answered by Kevin Smith: The County's intent is to evaluate the full budget proposal provided by each provider in order to make the best determination for all communication services at the jail.

Jun 30, 2023 10:29 AM

22. Inmate Phone System (IPS) Historical Call Data - Past 3 Months

Jun 30, 2023 6:57 AM

Question: To allow contractors to more accurately estimate Inmate Phone System (IPS) usage and tax liabilities, will the County please provide historical call data (call types, number of calls, length of calls/number of minutes, call revenues, etc.) for each month over the past three months?

Jun 30, 2023 6:57 AM

Answered by Kevin Smith: March 2023: 37,591 Calls 413,982 minutes April 2023: 34,826 Calls 384,461 minutes May 2023: 33,157 Calls 368,109 minutes

Jul 5, 2023 12:41 PM

23. Inmate Phone System (IPS) Calling Limits

Jun 30, 2023 6:57 AM

Question: As the costs associated of inmate phone calls will covered by the County, does the County plan on placing a limit on the number of phone calls or minutes available to inmates within a specific time period (i.e. daily, weekly, monthly) or will inmates be provided with an unlimited number of phone calls/minutes?

Jun 30, 2023 6:57 AM

Answered by Kevin Smith: The availability of phone equipment at the jail is at the discretion of the County jail staff.

Jun 30, 2023 10:28 AM

24. Average Daily Population (ADP) Past 12 Months

Jun 30, 2023 6:56 AM

Question: To allow contractors to more accurately forecast service usage/infrastructure needs, will the County please provide the inmate average daily population (ADP) count for each month over the past 12 months?

Jun 30, 2023 6:56 AM

Answered by Kevin Smith: Average daily count for 12 months from October 2021 - September 2022 is 778. Current ADP for the past 6 months is 821. 2021 October – 797 November – 799 December – 777 2022 January - 759 February – 729 March – 753 April - 772 May- 787 June – 773 July – 788 August – 787 September – 818

Jul 25, 2023 11:31 AM

25. Site Walk-Through

Jun 30, 2023 6:55 AM

Question: If a facility walk-through allowed, who should contractors contact to schedule the walk-through?

Jun 30, 2023 6:55 AM

Answered by Kevin Smith: A non-mandatory site visit at the Alachua County jail for vendors has been scheduled for 1:30pm on Tuesday July 18th.

Jul 6, 2023 3:54 PM

26. Incumbent Jail Management System (JMS) Provider Details

Jun 30, 2023 6:55 AM

Question: Would the County please provide please the name and point of contact information for the facility's incumbent Jail Management System (JMS) provider?

Jun 30, 2023 6:55 AM

Answered by Kevin Smith: Securus Technologies

Jun 30, 2023 10:28 AM

27. Site Walk-Through

Jun 30, 2023 6:55 AM

Question: To allow for the most accurate estimate of project installation costs, will the County allow for contractors to schedule and conduct a walk-through of the facility?

Jun 30, 2023 6:55 AM

Answered by Kevin Smith: A non-mandatory site visit at the Alachua County jail for vendors has been scheduled for 1:30pm on Tuesday July 18th.

Jul 6, 2023 3:54 PM

28. Contracts and Addendum with Incumbent Service Provider

Jun 30, 2023 6:54 AM

Question: Would the County please provide a copy of the agreement/contract and all related amendments the County has executed with its incumbent Inmate Phone System (IPS) and Video Visitation System (VVS) service provider?

Jun 30, 2023 6:54 AM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: The agreement with Securus and its Amendments will be posted on the Addendum and Notices Tab.

Jun 30, 2023 10:28 AM

29. Facility Walkthrough

Jul 7, 2023 11:40 AM

Question: Will there be a virtual option for a walkthrough of the facility on July 18?

Jul 7, 2023 11:40 AM

Answered by Kevin Smith: No virtual option will be available.

Jul 10, 2023 9:52 AM

30. Communication Equipment

Jul 10, 2023 12:07 PM

Question: Does the county require the installation/use of traditional handheld phones or will the county consider the use of tablets that facilitate voice and video calls?

Jul 10, 2023 12:07 PM

Answered by Kevin Smith: Currently, tablets are not being used at the County jail.

Jul 12, 2023 1:23 PM

31. Facility Layout

Jul 10, 2023 12:06 PM

Question: For those not able to attend the non-mandatory walk through will the county be able/willing to provide information related to the layout of the facility, that would not compromise security integrity, in order for proposers to be able to provide as accurate a quote as possible?

Jul 10, 2023 12:06 PM

Answered by Kevin Smith: No, written floorplans are not available for public distribution.

Jul 12, 2023 1:23 PM

32. Calling Usage for Each Call Type

Jul 10, 2023 12:33 PM

Question: The Q&A provided calling usage for March, April and May. Can you please provide this information broken down for each call type, as well as total revenue for each if possible: • LOCAL – Collect • INTRALATA – Collect • INTERLATA – Collect • INTERSTATE – Collect • LOCAL – Debit • INTRALATA – Debit • INTERLATA – Debit • INTERSTATE – Debit • International – Debit • LOCAL – Prepaid Collect • INTRALATA – Prepaid Collect • INTERLATA – Prepaid Collect • INTERSTATE – Prepaid Collect

Jul 10, 2023 12:33 PM

Answered by Kevin Smith: No, we do not have this detail available.

Jul 12, 2023 1:23 PM

33. Video Visitation Usage

Jul 10, 2023 12:33 PM

Question: The Q&A also provided the number of visits for March, April and May. Can you please provide the number of visitation minutes for those months, as well as the total revenue per month if possible?

Jul 10, 2023 12:33 PM

Answered by Kevin Smith: This information is not available. Beginning October 1st, the County will be paying for all communication costs for the inmates.

Jul 12, 2023 1:23 PM

34. Additional Usage Data

Jul 10, 2023 12:34 PM

Question: Please provide average monthly usage data for any additional services offered under the current contract, such as voicemail, messaging, etc.

Jul 10, 2023 12:34 PM

Answered by Kevin Smith: No additional data is available.

Jul 12, 2023 1:23 PM

35. Current Rates

Jul 10, 2023 12:35 PM

Question: In order to help us evaluate usage data and recognize additional revenue potential, it is very helpful to have the rates currently being charged to end-users under the current contract. Please provide the following information: Tablet Rates – Rate Charged and Cost Basis (flat rate or per-minute fee) for each: • Tablet Rental Fee • Movie Rental • TV Show Rental • Music • Games • Video Rentals • Video Purchases Messaging Rates – Rate Charged and Cost Basis (per message or per minute) for each: • Voicemail • Email/Text Message • Video Message

Jul 10, 2023 12:35 PM

Answered by Kevin Smith: Under the current contract, inmate calls are charged at .12 per minute. Tablets are not available to inmates at this time.

Jul 12, 2023 1:24 PM

36. Alternate Calling Types

Jul 10, 2023 12:36 PM

Question: Does the current vendor offer any alternate calling types, such as Advance Pay, PayNow or Text-to-Connect? If so, what are the rates and fees charged for these calls?

Jul 10, 2023 12:36 PM

Answered by Kevin Smith: No

Jul 12, 2023 1:24 PM

37. Current Fees

Jul 10, 2023 12:36 PM

Question: Please outline the fees that are being charged to end-users: a. Bill Statement Fee b. PrePaid Account Funding Fee via Web c. PrePaid Account Funding Fee via IVR d. PrePaid Account Funding Fee via Live Operator e. Fees for Instant Pay Calls

Jul 10, 2023 12:36 PM

Answered by Kevin Smith: The County is moving to an Agency Paid system, so no fees will be involved.

Jul 12, 2023 1:24 PM

38. Multiple Pricing Options

Jul 10, 2023 12:37 PM

Question: Will the County allow for a proposal to present multiple pricing options for the County's consideration?

Jul 10, 2023 12:37 PM

Answered by Kevin Smith: Yes, the County will evaluate multiple pricing options.

Jul 12, 2023 1:24 PM

39. Housing Unit Breakdown

Jul 10, 2023 12:37 PM

Question: Please provide a breakdown by housing unit of the inmate capacity in each. The inmate capacity for each cell block is necessary for determining network requirements and charging stations needed to support the tablets.

Jul 10, 2023 12:37 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: The telephone is a privilege and must be shared equally by all regardless of capacity of housing unit. Tablets are not available to inmates at this time.

Aug 7, 2023 3:26 PM

40. Inmate Population by Agency

Jul 10, 2023 12:38 PM

Question: Please provide a breakdown of the inmate population, in percentages or actual numbers, by local, DOC, or other agency.

Jul 10, 2023 12:38 PM

EXECUTIVE SUMMARY

RFP No. RFP 24-38-LC

Annual Alachua County Jail Inmate Phone System and Services

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Total inmates = 812 Local charges 789 Hold for another agency (No local charges) 12 Total with DOC Holds = 33 Inmates completely DOC sentenced / DOC In-Transit only = 11 Please keep in mind these numbers fluctuate

Aug 4, 2023 1:23 PM

41. New Equipment Required

Jul 10, 2023 12:38 PM

Question: In order to ensure a level playing field for all bidders, please confirm that the successful vendor must provide new equipment. Also, please verify that this applies to both new potential bidders and the incumbent provider.

Jul 10, 2023 12:38 PM

Answered by Kevin Smith: No, this is not a requirement in the Scope of Work.

Jul 12, 2023 1:24 PM

42. Phones Schedule

Jul 10, 2023 12:38 PM

Question: Please provide the schedule in which the inmates have access to the inmate phones.

Jul 10, 2023 12:38 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: The availability of phone equipment at the jail is at the discretion of the County jail staff. REVISED ANSWER: Telephone privileges in General Population may be provided daily between 0800 and 2200 hours. However, during count times, emergencies, feedings, medication pass, clean up, etc. the floor is off limits and the phones aren't available.

Jul 12, 2023 1:24 PM

43. Limits on Use of Services

Jul 10, 2023 12:38 PM

Question: What limits does the County place, if any, on use of the services in this RFP –maximum number of onsite visits allowed per week (or other interval), remote visits per week, calls per week, minutes per call/visit, etc?

Jul 10, 2023 12:38 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: The availability of phone equipment at the jail is at the discretion of the County jail staff. The Sheriff's Office determines the daily schedule for remote and on-site visits. REVISED ANSWER: All inmate visits, to include remote internet visits, must be prescheduled twenty-four (24) hours in advance via electronic registration system. Visitation privileges

EXECUTIVE SUMMARY

RFP No. RFP 24-38-LC

Annual Alachua County Jail Inmate Phone System and Services

will be allowed for all inmates (24) hours after they attend first appearance, or (24) hours following booking for all other inmates who are not being first appeared. Attorney's and clergy are the only exceptions to this rule. All inmates will be provided the opportunity for a total of two (2) free one-hour onsite visits and two (2) paid remote internet visits per week that each last thirty (30) minutes. Inmates are allowed a maximum of two (2) one-hour visit sessions each week. If a visitor signs up for a visit and does not use the whole hour they are allotted, the visit is recorded as the entire hour being utilized and the remainder of that session is forfeited.

Jul 12, 2023 1:25 PM

44. Visitation Phones

Jul 10, 2023 12:39 PM

Question: Section 6.1 on p. 20 of the RFP states that the County would like to have "single-line telephones used in the visitation area." How many visitation phone sets does the County have currently? Are they wired to the inmate telephone system for recording and monitoring today?

Jul 10, 2023 12:39 PM

Answered by Kevin Smith: There are 16 phones located in the lobby visitation area. All phones are tied to the recording, monitoring system.

Jul 12, 2023 1:25 PM

45. Sample Contract

Jul 10, 2023 4:21 PM

Question: The RFP includes a Sample Contract on pages 44-82. Does the County want vendors to include this in our response? If so, should it be as an attachment? If included in the response, are vendors to comply with each paragraph or suggest alternative language; or is this for our reference, only?

Jul 10, 2023 4:21 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: The contract attached is a sample contract for your reference.

Jul 17, 2023 11:48 AM

46. Letter of Transmittal

Jul 12, 2023 11:49 AM

Question: Can the County clarify if the following information is to be provided in the transmittal letter, level of key staffing and their percentage of involvement, project schedule, the use of subcontractors (if any), and office location?

Jul 12, 2023 11:49 AM

Answered by Kevin Smith: Yes, all information regarding staffing levels, project schedule and any other pertinent information should be provided.

Jul 14, 2023 10:23 AM

47. Requirements & Organization

Jul 12, 2023 11:50 AM

Question: On page 25, Section 7, Requirements and Organization does not specify the inclusion of an Executive Summary. Would the County allow the inclusion of an Executive Summary? If so, where should this summary be included?

Jul 12, 2023 11:50 AM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Section 7 addresses the requirements and organization of this proposal.

Jul 17, 2023 2:45 PM

48. Section 6.1 General Requirements

Jul 12, 2023 11:51 AM

Question: Does the County require responses to Section 6.1 General Requirements? If so, where in the Requirements and Organization outline should this information be included?

Jul 12, 2023 11:51 AM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Your proposal should include the scope of Section 6 following requirements and organization of Section 7

Jul 17, 2023 2:48 PM

49. Network Infrastructure

Jul 12, 2023 4:18 PM

Question: What level of network infrastructure is currently in place? Is there network infrastructure in each housing unit? Is there cellular reception in the facility? Will the awarded vendor be able to utilize existing infrastructure?

Jul 12, 2023 4:18 PM

Answered by Kevin Smith: As stated in the Scope of Services, the Contractor-provided ITS system shall be inclusive of all equipment, installation, infrastructure and network, training, operation, and ongoing repairs and maintenance of the entire system and its components.

Jul 17, 2023 11:48 AM

50. Alternate Calling Types

Jul 19, 2023 5:56 PM

Question: Does an inmate get free call all the time; or do they only get the first call free per day?

Jul 19, 2023 5:56 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: All phone calls made by inmates will be free.

Jul 25, 2023 11:15 AM

51. Contract Start Date, Estimated for Planning

Jul 19, 2023 6:00 PM

Question: What is the anticipated or estimated start date for this contract so we can plan accordingly?

Jul 19, 2023 6:00 PM

Answered by Kevin Smith: The start date will be determined during the contract negotiation with the approved vendor.

Jul 25, 2023 11:16 AM

52. Fees, Allowable

Jul 19, 2023 6:04 PM

Question: If fees for “premium content” is allowed, may the contractor offer a commission to the County based upon revenues earned from the use of these services or is the County prohibited from receiving commissions?

Jul 19, 2023 6:04 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Submit your proposal per the Scope of Services Section 6, and provide all required information. Currently, no premium content is offered.

Jul 25, 2023 11:29 AM

53. Recording Retention

Jul 20, 2023 9:09 AM

Question: In order to provide the most accurate quote, please indicate how long does the county require that call recordings, video recordings, and messages be retained and stored?

Jul 20, 2023 9:09 AM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: The call recordings are retained for 3 years the Video Recordings are viewable for 30 days.

Aug 4, 2023 1:24 PM

54. Visitation and Phone Usage Policies

Jul 20, 2023 9:32 AM

Question: Does the jail have any current policies that set out the frequency that inmates are permitted to use the phones and call length? Are there current policies that set out the frequency of in-person or video visits? If so can those policies be provided so that vendors may refer to this for a more accurate quote?

Jul 20, 2023 9:32 AM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Yes. The telephone is a privilege and must be shared equally by all. The lengths of telephone calls are automatically monitored and limited to ten (10) minutes. Yes. All inmate visits, to include remote internet visits, must be prescheduled twenty-four (24) hours in advance via electronic registration system. Visitation privileges will be allowed for all inmates (24) hours after they attend first appearance, or (24) hours following booking for all other inmates who are not being first appeared. Attorney's and clergy are the only exceptions to this rule. All inmates will be provided the opportunity for a total of two (2) free one-hour onsite visits and two (2) paid remote internet visits per week that each last thirty (30) minutes.

Aug 4, 2023 1:24 PM

55. On-site Contractor Personnel Requirement

Jul 22, 2023 5:45 PM

Question: Relating to the County's response to Question #8 – On-site Contractor Personnel Requirement, would the County please confirm that IPS System Administrator to be provided by the contractor is to work on-site at the facility full-time (40 hours per week).

Jul 22, 2023 5:45 PM

Answered by Kevin Smith: The current IPS Administrator is not located on site. The current contract does require the vendor to address any phone problems within 24 hours of notification. So an Administrator would need to respond on-site to equipment issues within 24 hours of notification.

Aug 4, 2023 1:56 PM

56. 2nd Walkthrough

Jul 24, 2023 9:53 AM

Question: Given that some vendors may not have been able to do the facility walkthrough on July 18, would the county facilitate a second walkthrough of the facility prior to the response due date?

Jul 24, 2023 9:53 AM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: No, there will not be a second walk-through.

Jul 25, 2023 11:33 AM

57. No subject

Jul 28, 2023 5:35 PM

Question: Question #17 asked for current video visitation usage and commission rates, and the County answered that “The County is moving to an Agency Paid system, so no commissions will be involved.” However, in several other questions about how video visitation, email, and other tablet services will be paid for in the next contract, the County answered, “The County’s intent is to evaluate the full budget proposal provided by each provider in order to make the best determination for all communication services at the jail.” Please clarify, is the County committed to moving to an Agency Paid system for video visitation, email, and other services outside of traditional phone calls? Or is the County open to receiving offers that charge inmates and/or public users for those services, as well as County commissions for those services?

Jul 28, 2023 5:35 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: The County is committed to moving to an Agency Paid system

Aug 4, 2023 3:52 PM

58. No subject

Jul 28, 2023 5:36 PM

Question: The County responded to multiple questions in the Q&A with: “The County's intent is to evaluate the full budget proposal provided by each provider in order to make the best determination for all communication services at the jail.” These questions relate to allowed commissions, costs or fees for messaging, tablet, premium content, and remote visitation, which directly affects how we determine pricing for the County. To develop the best possible offer for the County, this information is paramount. With this in mind, we respectfully request that the County provide specific information in response to Questions #3, #4, #5, #19, and #21.

Jul 28, 2023 5:36 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: The County is looking for proposals to determine Jail Inmate Phone System and Services that'll best partner with the County.

Aug 7, 2023 3:43 PM

59. SBE Participation

Jul 28, 2023 5:39 PM

Question: On RFP p. 6, Requirement 2.1 the RFP states: “Alachua County has adopted a 15% participation goal and policies which encourage participation of Small Business Enterprises (SBE) in the

provision goods, services and construction.” Does the County have any participation goals for this project? If we choose to use such businesses, how will our level of participation be evaluated?

Jul 28, 2023 5:39 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: The County will not be evaluating SBE for this project.

Aug 7, 2023 3:13 PM

60. SOS, System Administrator

Jul 28, 2023 5:38 PM

Question: Does the County have an IPS System Administrator today? If so, how many hours do they work?

Jul 28, 2023 5:38 PM

Answered by Darryl R Kight: See response to Questions & Answers #55.

Aug 16, 2023 11:17 AM

61. No subject

Jul 28, 2023 5:38 PM

Question: Is the County’s goal to make all communications free to inmates?

Jul 28, 2023 5:38 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Yes, it is the County's goal to move to an Agency Paid System.

Aug 4, 2023 3:53 PM

62. No subject

Jul 28, 2023 5:38 PM

Question: Does the County want vendors to charge a per-minute rate or per-inmate rate for tablets?

Jul 28, 2023 5:38 PM

Answered by Darryl R Kight: The County will evaluate all information provided in your proposal; we will make an informed decisions per best industrial practices. moreover, the county does not utilize Tables currently; however, recognizable saving will be considers.

Aug 4, 2023 3:57 PM

63. No subject

Jul 28, 2023 5:37 PM

Question: There are multiple responses in the Q&A stating the requested information is not available or is at the County's discretion. To develop the best possible offer for the County, this information is paramount. With this in mind, we respectfully request that the County provide this information, if at all possible: QA #28 As the costs associated of inmate phone calls will be covered by the County, does the County plan on placing a limit on the number of phone calls or minutes available to inmates within a specific time period (i.e. daily, weekly, monthly) or will inmates be provided with an unlimited number of phone calls/minutes? QA #33 - Calling usage information and revenue broken down by each call type (listed below) based on the March, April and May numbers provided. • LOCAL – Collect • INTRALATA – Collect • INTERLATA – Collect • INTERSTATE – Collect • LOCAL – Debit • INTRALATA – Debit • INTERLATA – Debit • INTERSTATE – Debit • International – Debit • LOCAL – Prepaid Collect • INTRALATA – Prepaid Collect • INTERLATA – Prepaid Collect • INTERSTATE – Prepaid Collect QA #34 - Number of visitation minutes and total revenue per month based on the March, April and May numbers provided.

Jul 28, 2023 5:37 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: To your first request, see response to #42. We do not have the information requested for your second question. For your third request, review Official Notice #2 in Addenda and Notices tab that address April, May and June

Aug 7, 2023 4:02 PM

64. Video Visitation Kiosks

Jul 28, 2023 5:38 PM

Question: In response to Questions #10 and #11 of the Q&A relating to video visitation hardware quantities for inmates, visitors, the County stated that “16 are in the lobby.” Can the County please confirm how many video visitation kiosks are installed in housing units for inmate use?

Jul 28, 2023 5:38 PM

Answered by Kevin Smith: There are 16 video kiosks located in the lobby and 52 video kiosks located in the housing units.

Aug 16, 2023 11:19 AM

65. No subject

Jul 28, 2023 5:39 PM

Question: In QA #39 and QA #40, the County acknowledged the Question but did not provide an answer. Does the County intend to provide a response? This information is imperative to develop our best possible offer. QA#39: Please provide a breakdown by housing unit of the inmate capacity in each. The inmate capacity for each cell block is necessary for determining network requirements and charging stations needed to support the tablets. QA #40: Please provide a breakdown of the inmate population, in percentages or actual numbers, by local, DOC, or other agency.

Jul 28, 2023 5:39 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: Answers to #39 and #40 have been provided.

Aug 7, 2023 4:04 PM

66. No subject

Jul 28, 2023 5:37 PM

Question: Page 23 of the RFP requests the option to have free community tablets and “personal rental tablets with premium content.” For the “rental” tablets, who will pay the rental cost – inmates or the Agency? If the inmates, does the Agency expect to receive commissions on any such collected rental fees?

Jul 28, 2023 5:37 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: See Questions and Answer #4.

Aug 7, 2023 4:04 PM

67. No subject

Jul 28, 2023 5:37 PM

Question: Since the County is switching to an Agency-paid system with no commissions required, it is our understanding that ITS and VVS communications will be provided at no cost to inmates. Does the County intend to charge the public for calls or visits?

Jul 28, 2023 5:37 PM

Answered by Darryl R Kight: The County is moving to an Agency Paid system where the County will be paying the costs for inmate phone communications.

Aug 16, 2023 11:29 AM

68. No subject

Jul 28, 2023 5:37 PM

Question: Question #30 asked whether the County would consider the use of tablets to facilitate voice and video calls, and the County answered that tablets are not currently being used. While we understand tablets are not deployed today, will the County consider the use of tablets for phone / video communications in the future contract that will be awarded as a result of this RFP?

Jul 28, 2023 5:37 PM

Answered by Leira Cruz Cáliz, NIGP-CPP, CPPB, CAPM: See answers to questions #4 through #7.

Aug 7, 2023 3:37 PM

ADDENDA & NOTICES

ADDENDA ISSUED:

Addendum #1

Jul 6, 2023 11:52 AM

This Addendum adds a Non-mandatory pre-bid meeting.

July 18, 2023, 1:30pm

Alachua County Jail (inside main entrance)

3333 NE 39th Ave

Gainesville, FL 32609

Addendum #2

Jul 18, 2023 3:42 PM

This addendum extends the Bid Opening to August 9, 2023 and the Question Submission Deadline to July 30, 2023 at 12:01 am.

It also add the Teams Meeting Link for the Bid Opening.

Addendum #3

Aug 2, 2023 4:51 PM

This addendum extends the Bid Opening to August 23, 2023 and the Question Submission Deadline to August 13, 2023 at 12:01 am.

ADDENDA ACKNOWLEDGEMENTS:

Addendum #1

| Proposal | Confirmed | Confirmed At | Confirmed By |
|--|-----------|-----------------------|-----------------|
| Global Tel*Link Corporation d/b/a ViaPath Technologies | X | Jul 6, 2023 1:11 PM | Minnie McGinnis |
| Inmate Calling Solutions, LLC | X | Aug 21, 2023 2:09 PM | Goy Giminski |
| Securus Technologies. LLC | X | Aug 22, 2023 7:15 PM | Rachel Drew |
| NCIC Inmate Communications | X | Jul 13, 2023 9:22 AM | William Pope |
| Smart Communications Holding, Inc. | X | Aug 16, 2023 12:54 PM | Aaron Dexter |

Addendum #2

| Proposal | Confirmed | Confirmed At | Confirmed By |
|--|-----------|----------------------|-----------------|
| Global Tel*Link Corporation d/b/a ViaPath Technologies | X | Jul 18, 2023 3:50 PM | Minnie McGinnis |
| Inmate Calling Solutions, LLC | X | Aug 21, 2023 2:09 PM | Goy Giminski |
| Securus Technologies. LLC | X | Aug 22, 2023 7:15 PM | Rachel Drew |

EXECUTIVE SUMMARY

RFP No. RFP 24-38-LC

Annual Alachua County Jail Inmate Phone System and Services

| | | | |
|------------------------------------|---|-----------------------|--------------|
| NCIC Inmate Communications | X | Aug 16, 2023 11:45 AM | William Pope |
| Smart Communications Holding, Inc. | X | Aug 16, 2023 12:54 PM | Aaron Dexter |

Addendum #3

| Proposal | Confirmed | Confirmed At | Confirmed By |
|--|-----------|-----------------------|-----------------|
| Global Tel*Link Corporation d/b/a ViaPath Technologies | X | Aug 3, 2023 7:04 AM | Minnie McGinnis |
| Inmate Calling Solutions, LLC | X | Aug 21, 2023 2:09 PM | Goy Giminski |
| Securus Technologies, LLC | X | Aug 22, 2023 7:15 PM | Rachel Drew |
| NCIC Inmate Communications | X | Aug 16, 2023 11:45 AM | William Pope |
| Smart Communications Holding, Inc. | X | Aug 16, 2023 12:54 PM | Aaron Dexter |

NOTICES ISSUED:

Notice #1

Jun 30, 2023 11:05 AM

Current Contract with Securus Technologies, and amendments are attached below.

Notice #2

Jul 17, 2023 12:18 PM

Review the documents below as additional details to Question #16

Notice #3

Aug 23, 2023 2:12 PM

Bid Tabulation

Notice #4

Aug 24, 2023 10:33 AM

Alachua County Procurement announces a public meeting to which all persons are invited to attend an Evaluation Committee Meeting on **Thursday, September 21, 2023, at 10:00 AM**, to evaluate technical and written proposals and make final recommendations of the proposals for competitive solicitation for RFP 24-38-LC Annual Alachua County Jail Inmate Phone System and Services. The final recommendations will be sent to the Board of County Commissioners.

Topic: Public Notice of Evaluation Committee Meeting RFP 24-38-LC Annual Alachua County Jail Inmate Phone System and Services

Time: Thursday, September 21, 2023, at 10:00 AM Eastern Time (US and Canada)

Location: Alachua County Administration Building

Third Floor Conference Room

12 SE 1st Street, Gainesville, FL 32601, Third Floor

Join on your computer, mobile app or room device

[Click here to join the meeting](#)

Meeting ID: 273 697 727 620

Passcode: FrMTZ9

Or call in (audio only)

[+1 469-998-7938,,317462736#](#) United States, Dallas

Phone Conference ID: 317 462 736#

These meetings are subject to change and/or cancellation. If you have any questions regarding these meetings, please call 352.384.3090. All persons are advised that, if they decide to contest any decision made at any of these meetings, they will need a record of the proceedings and, for such purpose, they may need to ensure that verbatim record of the proceedings is made which record includes the testimony and evidence upon which the appeal is to be based. If any accommodations are needed for persons with disabilities, please contact the County's Equal Opportunity Office at (352)374-5275 or (TTD) (352)-374-5284.

EVALUATION

PHASE 1

EVALUATORS

| Name | Title | Agreement Accepted On |
|----------------|--------------------------------|-----------------------|
| Ron Akins | Administrative Support Manager | Sep 5, 2023 10:16 AM |
| dennis garraty | security and telecom manager | Sep 10, 2023 12:35 PM |
| Joe Lipsey | Assistant Director | Aug 28, 2023 10:46 AM |
| Kevin Smith | Director - ITS | Sep 6, 2023 11:25 AM |

EVALUATION CRITERIA

| Criteria | Scoring Method | Weight (Points) |
|------------------------|----------------|-------------------|
| Minimum Qualifications | Points Based | 50 (25% of Total) |

Description:

- Resumes of the key staff support the firm's Competency in doing this type of work? Key staff includes the Project Manager, and other project team professionals.
- Has the firm done this type of work in the past?
- Is any of this work to be subcontracted? If so, what are the abilities of the firm(s) to be subcontracted?

EXECUTIVE SUMMARY

RFP No. RFP 24-38-LC

Annual Alachua County Jail Inmate Phone System and Services

- D. Based on questions above, award points as follows:
1. 21-30 points - Exceptional Experience
 2. 11-20 points - Average Experience
 3. 0-10 points - Minimal Experience
- E. Has the company or key staff recently done this type of work for the County, the State, or for local government in the past?
1. If the work was acceptable, award up to ten (10) points.
 2. If the firm has not done this type of work, award zero (0) points.
- F. Are there factors, such as unique abilities, which would make a noticeable (positive) impact on the project?
1. If the answer is yes, award from one (1) to ten (10) points and note reasons.
 2. If the answer is no, award zero (0) points.
- G. Did the firm provide a single point of contact for all contract and implementation related issues from project start to finish?

| Criteria | Scoring Method | Weight (Points) |
|-----------------------------|----------------|-------------------|
| Written Proposal Evaluation | Points Based | 20 (10% of Total) |

Description:

- A. Does the level of key staffing and their percentage of involvement, the use of subcontractors (if any), office location, and/or information contained in the transmittal letter indicate that the firm will, or will not, meet time and budget requirements?
- B. To your knowledge, has the firm met or had trouble meeting time and budget requirements on similar projects?
- C. Have proof of insurability and other measures of financial stability been provided?
- D. Are time schedules reasonable?
- E. Current Workload.
- F. This factor is designed to determine how busy a firm is by comparing all Florida work against Florida personnel.
1. If the work was acceptable, award up to ten (20) points.
 2. If the firm has not done this type of work, award zero (0) points.

EXECUTIVE SUMMARY
RFP No. RFP 24-38-LC
Annual Alachua County Jail Inmate Phone System and Services

| Criteria | Scoring Method | Weight (Points) |
|----------|----------------|------------------|
| Location | Points Based | 10 (5% of Total) |

Description:
Points Provided by Procurement.

| Criteria | Scoring Method | Weight (Points) |
|--------------------------|----------------|---------------------|
| Understanding of Project | Points Based | 25 (12.5% of Total) |

- Description:
- A. Did the proposal indicate a thorough understanding of the project?
 - B. Did the firm include a diagram specific to Alachua County depicting overall call and data flow required functional components?
 - C. Is the appropriate emphasis placed on the various work tasks?
 - 1. If the work was acceptable, award up to twenty-five (25) points.
 - 2. If the firm has not done this type of work, award zero (0) points.

| Criteria | Scoring Method | Weight (Points) |
|------------------|----------------|---------------------|
| Project Approach | Points Based | 25 (12.5% of Total) |

- Description:
- A. Did the firm develop a workable approach to the project?
 - B. Does the proposal specifically address the County's needs or is it "generic" in content?

| Criteria | Scoring Method | Weight (Points) |
|-----------------|----------------|------------------|
| Project Manager | Points Based | 10 (5% of Total) |

- Description:
- A. Did the firm provide an assigned project manager to oversee the project?
 - B. Does the project manager have experience with projects comparable in size and scope?
 - C. Does the Project Manager have a stable job history? Have they been with the firm long, or have there been frequent job changes?

EXECUTIVE SUMMARY

RFP No. RFP 24-38-LC

Annual Alachua County Jail Inmate Phone System and Services

| Criteria | Scoring Method | Weight (Points) |
|--------------|----------------|-------------------|
| Project Team | Points Based | 20 (10% of Total) |

Description:

- A. Was a project team identified?
- B. Is the team makeup appropriate for the project?
- C. Do the team members have experience with comparable projects?
- D. Are there any sub contracted firms involved? Will this enhance the project team?
- E. Are the hours assigned to the various team members for each task appropriate?

| Criteria | Scoring Method | Weight (Points) |
|------------------|----------------|------------------|
| Project Schedule | Points Based | 10 (5% of Total) |

Description:

- A. Is the proposed schedule reasonable based on quantity of personnel assigned to the project?
- B. Are individual tasks staged properly and in proper sequence?
- C. Did the firm incorporate the scope of work into a manageable timeline?

| Criteria | Scoring Method | Weight (Points) |
|-----------------------|----------------|------------------|
| Proposal Organization | Points Based | 10 (5% of Total) |

Description:

- A. Was proposal organization per the RFP?
- B. Was all required paperwork submitted and completed appropriately?
- C. Did the proposal contain an excessive amount of generic boilerplate, resumes, pages per resume, photographs, etc.?

| Criteria | Scoring Method | Weight (Points) |
|-----------------|----------------|-------------------|
| Proposal Budget | Points Based | 20 (10% of Total) |

Description:

- A. Was the proposal budget per the RFP?
- B. Was the proposal budget submitted and completed appropriately?
- C. Does the proposal budget address total cost of ownership?

AGGREGATE SCORES SUMMARY

| Vendor | Ron Akins | dennis garraty | Joe Lipsey | Kevin Smith |
|--|-----------|----------------|------------|-------------|
| Securus Technologies. LLC | 188 | 184 | 190 | 185 |
| Inmate Calling Solutions, LLC | 188 | 171 | 178 | 170 |
| Global Tel*Link Corporation d/b/a ViaPath Technologies | 181 | 176 | 166 | 175 |
| NCIC Inmate Communications | 172 | 173 | 178 | 175 |
| Smart Communications Holding, Inc. | 169 | 176 | 180 | 170 |

| Vendor | Total Score (Max Score 200) |
|--|--------------------------------|
| Securus Technologies. LLC | 186.75 |
| Inmate Calling Solutions, LLC | 176.75 |
| Global Tel*Link Corporation d/b/a ViaPath Technologies | 174.5 |
| NCIC Inmate Communications | 174.5 |
| Smart Communications Holding, Inc. | 173.75 |

VENDOR SCORES BY EVALUATION CRITERIA

| Vendor | Minimum Qualifications Points Based 50 Points (25%) | Written Proposal Evaluation Points Based 20 Points (10%) | Location Points Based 10 Points (5%) | Understanding of Project Points Based 25 Points (12.5%) |
|--|---|---|--|--|
| Securus Technologies. LLC | 48.3 | 20 | 0 | 25 |
| Inmate Calling Solutions, LLC | 42.5 | 19.5 | 0 | 24.5 |
| Global Tel*Link Corporation d/b/a ViaPath Technologies | 44.8 | 18 | 0 | 24 |
| NCIC Inmate Communications | 42.8 | 18.5 | 0 | 24 |

EXECUTIVE SUMMARY

RFP No. RFP 24-38-LC

Annual Alachua County Jail Inmate Phone System and Services

| Vendor | Minimum Qualifications Points Based 50 Points (25%) | Written Proposal Evaluation Points Based 20 Points (10%) | Location Points Based 10 Points (5%) | Understanding of Project Points Based 25 Points (12.5%) |
|------------------------------------|---|--|--------------------------------------|---|
| Smart Communications Holding, Inc. | 42.3 | 19 | 0 | 24.3 |

| Vendor | Project Approach Points Based 25 Points (12.5%) | Project Manager Points Based 10 Points (5%) | Project Team Points Based 20 Points (10%) | Project Schedule Points Based 10 Points (5%) |
|--|---|---|---|--|
| Securus Technologies. LLC | 25 | 9.5 | 20 | 10 |
| Inmate Calling Solutions, LLC | 24.5 | 10 | 19.8 | 9.8 |
| Global Tel*Link Corporation d/b/a ViaPath Technologies | 24.5 | 9.8 | 19.3 | 8.8 |
| NCIC Inmate Communications | 24.8 | 9.5 | 17.5 | 9.3 |
| Smart Communications Holding, Inc. | 24 | 10 | 19.3 | 9.3 |

| Vendor | Proposal Organization Points Based 10 Points (5%) | Proposal Budget Points Based 20 Points (10%) | Total Score (Max Score 200) |
|--|---|--|-----------------------------|
| Securus Technologies. LLC | 9.5 | 19.5 | 186.75 |
| Inmate Calling Solutions, LLC | 9 | 17.3 | 176.75 |
| Global Tel*Link Corporation d/b/a ViaPath Technologies | 9 | 16.5 | 174.5 |
| NCIC Inmate Communications | 9.5 | 18.8 | 174.5 |
| Smart Communications Holding, Inc. | 9.5 | 16.3 | 173.75 |

INDIVIDUAL PROPOSAL SCORES

Global Tel*Link Corporation d/b/a ViaPath Technologies

Minimum Qualifications | Points Based | 50 Points (25%)

EXECUTIVE SUMMARY

RFP No. RFP 24-38-LC

Annual Alachua County Jail Inmate Phone System and Services

Ron Akins: 48

dennis garraty: 46

Joe Lipsey: 50

The respondents proposal provided examples of competency in all the question areas.

Kevin Smith: 35

Written Proposal Evaluation | Points Based | 20 Points (10%)

Ron Akins: 18

dennis garraty: 19

Joe Lipsey: 15

The plan does not include timelines, but clearly establishes the process by which installation will occur if approved as the vendor.

Kevin Smith: 20

Location | Points Based | 10 Points (5%)

Ron Akins: 0

dennis garraty: 0

Joe Lipsey: 0

Kevin Smith: 0

Understanding of Project | Points Based | 25 Points (12.5%)

Ron Akins: 23

dennis garraty: 23

Joe Lipsey: 25

The documented history of completing similar work speaks to their understanding of the project .

Kevin Smith: 25

Project Approach | Points Based | 25 Points (12.5%)

Ron Akins: 25

dennis garraty: 23

Joe Lipsey: 25

The proposal outlined those items identified in the scope of services.

Kevin Smith: 25

Project Manager | Points Based | 10 Points (5%)

Ron Akins: 10

dennis garraty: 9

Joe Lipsey: 10

Yes, to all three questions.

Kevin Smith: 10

Project Team | Points Based | 20 Points (10%)

Ron Akins: 19

dennis garraty: 18

Joe Lipsey: 20

A experienced sub-contracted team is identified who maintains offices in Florida.

Kevin Smith: 20

Project Schedule | Points Based | 10 Points (5%)

Ron Akins: 10

dennis garraty: 10

Joe Lipsey: 5

The proposal reflected confidence in their ability to complete the project within the the project timeline.

Kevin Smith: 10

Proposal Organization | Points Based | 10 Points (5%)

Ron Akins: 10

dennis garraty: 8

Joe Lipsey: 8

The proposal reflected what was included in the proposal.

Kevin Smith: 10

Proposal Budget | Points Based | 20 Points (10%)

Ron Akins: 18

dennis garraty: 20

Joe Lipsey: 8

Kevin Smith: 20

Inmate Calling Solutions, LLC

Minimum Qualifications | Points Based | 50 Points (25%)

Ron Akins: 50

dennis garraty: 45

Joe Lipsey: 40

Single point of contact was Identified, No subcontracted work was indicated, however they report offices located in Jacksonville where the point of contact maintains current office space.

Kevin Smith: 35

Written Proposal Evaluation | Points Based | 20 Points (10%)

Ron Akins: 19

dennis garraty: 19

Joe Lipsey: 20

The proposal followed the RFP mandates and articulated the projected staffs functions and performance histories. Their project timeline was specific with identified timelines.

Kevin Smith: 20

Location | Points Based | 10 Points (5%)

Ron Akins: 0

dennis garraty: 0

Joe Lipsey: 0

Kevin Smith: 0

Understanding of Project | Points Based | 25 Points (12.5%)

Ron Akins: 25

dennis garraty: 23

Joe Lipsey: 25

The proposal reflected project understanding, knowledge of what is specifically needed locally and documented emphasis placed on specific tasks.

Kevin Smith: 25

Project Approach | Points Based | 25 Points (12.5%)

Ron Akins: 25

dennis garraty: 23

Joe Lipsey: 25

Project approach was workable and specific.

Kevin Smith: 25

Project Manager | Points Based | 10 Points (5%)

Ron Akins: 10

dennis garraty: 10

Joe Lipsey: 10

Yes to all three questions

Kevin Smith: 10

Project Team | Points Based | 20 Points (10%)

Ron Akins: 20

dennis garraty: 19

Joe Lipsey: 20

Project team was identified and appropriate for the project. They are well qualified and experienced doing this work. No subcontractors are identified for the project.

Kevin Smith: 20

Project Schedule | Points Based | 10 Points (5%)

Ron Akins: 10

dennis garraty: 9

Joe Lipsey: 10

Yes to all three questions.

Kevin Smith: 10

Proposal Organization | Points Based | 10 Points (5%)

Ron Akins: 10

dennis garraty: 8

Joe Lipsey: 8

Lots of photos, excessive information on equipment functionality

Kevin Smith: 10

Proposal Budget | Points Based | 20 Points (10%)

Ron Akins: 19

dennis garraty: 15

Joe Lipsey: 20

Kevin Smith: 15

NCIC Inmate Communications

Minimum Qualifications | Points Based | 50 Points (25%)

Ron Akins: 47

dennis garraty: 44

Joe Lipsey: 45

NO WORK IS TO SUBCONTRACTED

Kevin Smith: 35

Written Proposal Evaluation | Points Based | 20 Points (10%)

Ron Akins: 18

dennis garraty: 18

Joe Lipsey: 18

Documents indicate no issues meeting implementation deadlines; Primary contact lives in Georgia approximately 1hour and 50 minutes from Alachua county, but installation staff would travel from Texas; No subcontractors to be used

Kevin Smith: 20

Location | Points Based | 10 Points (5%)

Ron Akins: 0

dennis garraty: 0

Joe Lipsey: 0

Kevin Smith: 0

Understanding of Project | Points Based | 25 Points (12.5%)

Ron Akins: 23

dennis garraty: 23

Joe Lipsey: 25

The proposal was thorough.

Kevin Smith: 25

Project Approach | Points Based | 25 Points (12.5%)

Ron Akins: 25

dennis garraty: 24

Joe Lipsey: 25

The approach was specific to the RFP, line by line.

Kevin Smith: 25

Project Manager | Points Based | 10 Points (5%)

Ron Akins: 10

dennis garraty: 8

Joe Lipsey: 10

Yes to all three questions.

Kevin Smith: 10

Project Team | Points Based | 20 Points (10%)

Ron Akins: 17

dennis garraty: 18

Joe Lipsey: 15

Yes to questions A, B, and C. No sub contractors will be involved and specific hours were not assigned.

Kevin Smith: 20

Project Schedule | Points Based | 10 Points (5%)

Ron Akins: 8

dennis garraty: 9

Joe Lipsey: 10

Kevin Smith: 10

Proposal Organization | Points Based | 10 Points (5%)

Ron Akins: 9

dennis garraty: 9

Joe Lipsey: 10

The proposals organization provided the information required in a concise and easy to follow format.

Kevin Smith: 10

Proposal Budget | Points Based | 20 Points (10%)

Ron Akins: 15

dennis garraty: 20

Joe Lipsey: 20

Kevin Smith: 20

Securus Technologies. LLC

Minimum Qualifications | Points Based | 50 Points (25%)

Ron Akins: 50

dennis garraty: 48

Joe Lipsey: 50

Key staff are assigned as this is the current vendor.

Kevin Smith: 45

Written Proposal Evaluation | Points Based | 20 Points (10%)

Ron Akins: 20

dennis garraty: 20

Joe Lipsey: 20

Has been working in Florida since 1986,supprting facilities at all levels, Local ,County and DOC

Kevin Smith: 20

Location | Points Based | 10 Points (5%)

Ron Akins: 0

dennis garraty: 0

Joe Lipsey: 0

Kevin Smith: 0

Understanding of Project | Points Based | 25 Points (12.5%)

Ron Akins: 25

dennis garraty: 25

Joe Lipsey: 25

Yes, to all 3 Questions

Kevin Smith: 25

Project Approach | Points Based | 25 Points (12.5%)

Ron Akins: 25

dennis garraty: 25

Joe Lipsey: 25

Kevin Smith: 25

Project Manager | Points Based | 10 Points (5%)

Ron Akins: 10

dennis garraty: 8

Joe Lipsey: 10

Yes to all questions

Kevin Smith: 10

Project Team | Points Based | 20 Points (10%)

Ron Akins: 20

dennis garraty: 20

Joe Lipsey: 20

No Subcontractors Identified

Kevin Smith: 20

Project Schedule | Points Based | 10 Points (5%)

Ron Akins: 10

dennis garraty: 10

Joe Lipsey: 10

Kevin Smith: 10

Proposal Organization | Points Based | 10 Points (5%)

Ron Akins: 10

dennis garraty: 8

Joe Lipsey: 10

The proposal followed the RFP.

Kevin Smith: 10

Proposal Budget | Points Based | 20 Points (10%)

Ron Akins: 18

EXECUTIVE SUMMARY

RFP No. RFP 24-38-LC

Annual Alachua County Jail Inmate Phone System and Services

dennis garraty: 20

Joe Lipsey: 20

some reductions in current costs to the county were identified

Kevin Smith: 20

Smart Communications Holding, Inc.

Minimum Qualifications | Points Based | 50 Points (25%)

Ron Akins: 50

dennis garraty: 44

Joe Lipsey: 40

No sub contracted work, has performed this work in 17 Florida counties

Kevin Smith: 35

Written Proposal Evaluation | Points Based | 20 Points (10%)

Ron Akins: 17

dennis garraty: 19

Joe Lipsey: 20

Home offices in Florida

Kevin Smith: 20

Location | Points Based | 10 Points (5%)

Ron Akins: 0

dennis garraty: 0

Joe Lipsey: 0

Kevin Smith: 0

Understanding of Project | Points Based | 25 Points (12.5%)

Ron Akins: 23

dennis garraty: 24

Joe Lipsey: 25

Kevin Smith: 25

Project Approach | Points Based | 25 Points (12.5%)

EXECUTIVE SUMMARY

RFP No. RFP 24-38-LC

Annual Alachua County Jail Inmate Phone System and Services

Ron Akins: 22

dennis garraty: 24

Joe Lipsey: 25

Very specific approach to the project reflecting the counties needs

Kevin Smith: 25

Project Manager | Points Based | 10 Points (5%)

Ron Akins: 10

dennis garraty: 10

Joe Lipsey: 10

Yes to all three questions

Kevin Smith: 10

Project Team | Points Based | 20 Points (10%)

Ron Akins: 17

dennis garraty: 20

Joe Lipsey: 20

No subcontractors identified,

Kevin Smith: 20

Project Schedule | Points Based | 10 Points (5%)

Ron Akins: 7

dennis garraty: 10

Joe Lipsey: 10

Yes to all three questions

Kevin Smith: 10

Proposal Organization | Points Based | 10 Points (5%)

Ron Akins: 8

dennis garraty: 10

Joe Lipsey: 10

The proposal covered what was required

Kevin Smith: 10

Proposal Budget | Points Based | 20 Points (10%)

EXECUTIVE SUMMARY

RFP No. RFP 24-38-LC

Annual Alachua County Jail Inmate Phone System and Services

Ron Akins: 15

dennis garraty: 15

Joe Lipsey: 20

Kevin Smith: 15











ITA 24-38-LC Alachua County Jail Inmate Phone System and Services

Final Audit Report

2023-09-26

| | |
|-----------------|--|
| Created: | 2023-09-21 |
| By: | Mandy Mullins (mmmullins@alachuacounty.us) |
| Status: | Signed |
| Transaction ID: | CBJCHBCAABAAv2KvCDrqM6BszmBnMHmgoZsiDmQt9Vgm |

"ITA 24-38-LC Alachua County Jail Inmate Phone System and Services" History

-  Document created by Mandy Mullins (mmmullins@alachuacounty.us)
2023-09-21 - 5:08:52 PM GMT- IP address: 163.120.80.69
-  Document emailed to Leira Cruz Caliz (lcruzcaliz@alachuacounty.us) for signature
2023-09-21 - 5:17:01 PM GMT
-  Email viewed by Leira Cruz Caliz (lcruzcaliz@alachuacounty.us)
2023-09-21 - 5:41:34 PM GMT- IP address: 163.120.80.11
-  Document e-signed by Leira Cruz Caliz (lcruzcaliz@alachuacounty.us)
Signature Date: 2023-09-21 - 5:41:50 PM GMT - Time Source: server- IP address: 163.120.80.11
-  Document emailed to Darryl Kight (dkight@AlachuaCounty.US) for signature
2023-09-21 - 5:41:52 PM GMT
-  Email viewed by Darryl Kight (dkight@AlachuaCounty.US)
2023-09-21 - 5:51:49 PM GMT- IP address: 149.19.43.13
-  Document e-signed by Darryl Kight (dkight@AlachuaCounty.US)
Signature Date: 2023-09-21 - 5:57:06 PM GMT - Time Source: server- IP address: 149.19.43.13
-  Document emailed to TJ White (twhite@alachuacounty.us) for signature
2023-09-21 - 5:57:08 PM GMT
-  Email viewed by TJ White (twhite@alachuacounty.us)
2023-09-26 - 10:38:37 AM GMT- IP address: 98.180.0.215
-  Document e-signed by TJ White (twhite@alachuacounty.us)
Signature Date: 2023-09-26 - 10:39:50 AM GMT - Time Source: server- IP address: 98.180.0.215

✔ Agreement completed.
2023-09-26 - 10:39:50 AM GMT