

**COMPETITIVE BID #WG17-18 BID TABULATION
INMATE TELEPHONE & VIDEO VISITATION SERVICES**

BIDDER: Inmate Calling Solutions, LLC d/b/a ICSolutions		Bid Bond: Yes
PROPOSED RATES & COMMISSION SCHEDULE		
Inmate calling rate including mileage bands where applicable:		
Local	\$0.21 per minute prepaid collect or debit / \$0.25 collect	
IntraLATA	\$0.21 per minute prepaid collect or debit / \$0.25 collect	
InterLATA	\$0.21 per minute prepaid collect or debit / \$0.25 collect	
Interstate	\$0.21 per minute prepaid collect or debit / \$0.25 collect	
Provide your proposed Cost of Recovery offer to the County for the following call types. Include your proposed Cost of Recovery offer for prepaid calls.		
Local	84.5%	
IntraLATA	84.5%	
InterLATA	84.5%	
Interstate	84.5%	
Prepaid	84.5%	
Total Cost of Recovery Rate Percentage		84.5%
(*plus \$75,000.00 Annual Contract Signing Bonus/Techology Grant \$400,000.00 Minimum Annual Guarantee (MAG) in Yearly Cost Recovery Revenue 50% Cost Recovery Rate for Inmate Voicemail & Remote Video Visitation		
Variations: See attached proposed alternatives to the Video Visitation System submitted by IC Solutions		
Exceptions:		
Installation Time: 30 days (inmate telephone service)		

BIDDER: Global Tel*Link Corportion		Bid Bond: Yes
PROPOSED RATES & COMMISSION SCHEDULE		
Inmate calling rate including mileage bands where applicable:		
Local	\$0.21	\$163,501.20
IntraLATA	\$0.21	\$142,683.71
InterLATA	\$0.21	\$23,308.08
Interstate	\$0.21	\$110,684.66
		\$440,177.65
Provide your proposed Cost of Recovery offer to the County for the following call types. Include your proposed Cost of Recovery offer for prepaid calls.		
Local	86%	\$140,611.03
IntraLATA	86%	\$122,707.99
InterLATA	86%	\$20,044.95
Interstate	\$95,000.00	\$95,000.00
Prepaid	same as above	\$378,363.98
Total Cost of Recovery Rate Percentage	\$0.18	86.0%
Exceptions:		
Installation Time: 51 days		

BIDDER: iWebVisit.com		Bid Bond: No
Alternative Bid ----- Video Visitation Solution Alternative Bid Option Only		
iWebVisit.com proposes to provide comprehensive visitation management solution only.		
Cost to have iWebVisit provide a fully operational visitation management solution including unlimited use of management, processing and scheduling software as required to manage process, record and store non-confidential video visit sessions for 60 days standard --- The Cost to Baldwin County under this bid --- \$0.00 Dollars.		
The amount of iWebVisit's investment for the Baldwin County Corrections Center Visitation Management Solution is approximately \$135,000.00.		
This amount hereinafter referred to as the Total Recoverable Amount (TRA) will be tracked over the period of use of the system. After the TRA is recovered and the initial investment load is repaid the facility will be entitled to receive a 25% revenue share provided the facility usage remains above 1.5 visits per inmate per month (VPIPM). iWebVisit will provide to the County, monthly usage reports tracking the recovery of the TRA throughout the period of use.		
Exceptions: Did not submit a bid for the Inmate Telephone System as required in the bid specifications. Did not include a bid bond as required in the bid specifications. Did not include the financial information that was required in the bid specifications. Did not list a installation time as required by the bid specifications.		

BIDDER: Legacy Inmate Communications		Bid Bond: Yes
PROPOSED RATES & COMMISSION SCHEDULE		
Inmate calling rate including mileage bands where applicable:		
Local	\$0.21 per minute prepaid debit / \$0.25 collect	
IntraLATA	\$0.21 per minute prepaid debit / \$0.25 collect	
InterLATA	\$0.21 per minute prepaid debit / \$0.25 collect	
Interstate	\$0.21 per minute prepaid debit / \$0.25 collect	
International	\$0.50 per minute prepaid debit / \$0.50 collect	
Provide your proposed Cost of Recovery offer to the County for the following call types. Include your proposed Cost of Recovery offer for prepaid calls.		
Local	\$0.18 per minute prepaid debit / \$0.21 collect	
IntraLATA	\$0.18 per minute prepaid debit / \$0.21 collect	
InterLATA	\$0.18 per minute prepaid debit / \$0.21 collect	
Interstate	\$0.18 per minute prepaid debit / \$0.21 collect	
International	\$0.43 per minute prepaid debit / \$0.43 collect	
Total Cost of Recovery Rate Percentage		85%
Exceptions: Out of State vendor not registered with the Alabama Secretary of State as a foreign corporation to do business in Alabama as required by law.		
Installation Time: 60 days		

BIDDER: Securus Technologies, Inc.		Bid Bond: Yes	
PROPOSED RATES & COMMISSION SCHEDULE			
Inmate calling rate including mileage bands where applicable:			
	Option A	Option B	Option C
Local	\$0.21	\$0.12	\$0.17
IntraLATA	\$0.21	\$0.12	\$0.17
InterLATA	\$0.21	\$0.12	\$0.17
Interstate	\$0.21	\$0.12	\$0.17
Provide your proposed Cost of Recovery offer to the County for the following call types. Include your proposed Cost of Recovery offer for prepaid calls.			
Local	OptionA: 95%	OptionB: 90%	OptionC: 92.5%
IntraLATA	OptionA: 95%	OptionB: 90%	OptionC: 92.5%
InterLATA	OptionA: 95%	OptionB: 90%	OptionC: 92.5%
Interstate	0%		
Prepaid	no bid		
Total Cost of Recovery Rate Percentage			
	OptionA:	\$405,600.00	
	OptionB:	\$277,800.00	
	OptionC:	\$343,200.00	
Exceptions:			
Installation Time: ITS = 29.5 days / SVV = 42 days (concurrent with ITS)			