



DALLAS COUNTY
PURCHASING DEPARTMENT

October 23, 2007

TO: Dallas County Commissioners Court
THROUGH: Shannon Brown, Purchasing Agent
FROM: Linda Boles, Purchasing Supervisor
SUBJECT: Request for Qualifications for Inmate Phone Service Provider
RFQ No. 2007-082-2822

Background/Issue

On May 10, 2007 and by authorization of the Commissioners Court, six (6) proposals were received and opened for the aforementioned RFQ. The six (6) firms submitting proposals were as follows: Consolidated Public Services, Digital Solutions, Inc., Global Tel*Link Corporation, Public Communications Services, Inc., Securus Technologies, and Unisys Solutions. Each firm's proposal was evaluated and scored based on the outlined rating criteria set forth in the RFQ.

On June 12, 2007, the Purchasing Department briefed the Commissioners Court with the recommendation to render Global Tel*Link Corporation, Public Communications Services, Inc., Securus Technologies and Unisys Solutions susceptible firms for award consideration and advancement to Step No. 2 of the RFQ process. On June 19, 2007, Court Order No. 2007-1287 was authorized by the Commissioners Court advancing the aforementioned four firms to Step No. 2 of the RFQ process (rate/revenue consideration, interviews, system overviews and contract compliance).

On July 24, 2007, the Purchasing Department briefed the Commissioners Court with the recommendation to render the same four firms susceptible for advancement to Step No. 3 of the RFQ Process. On July 31, 2007, Court Order No. 2007-1549 was authorized by the Commissioners Court advancing the four firms to Step No. 3 of the RFQ process (Best and Final Offers, contract negotiations).

The purpose of this briefing is to present the Evaluation Committee's unanimous award recommendation on the firm evaluated and rendered to offer the best value to the County with respect to RFQ No. 2007-082-2822 Inmate Phone Service Provider.

Operational Impact

On September 14, 2007, Best and Final Offer letters were sent to each of the four firms requesting responses to five key negotiation points. The negotiation points were as follows:

1. Dallas County wishes to establish a price of \$2.00 for a local, 15 minute call. Please provide the commission rate for this established price.

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2. In addition to the price established for local calls, Dallas County wants to ensure that rates for long-distance calls are lowered from the current rates. Please refer to the original RFP and the associated documents (addenda and general information) and provide pricing/commission rates for long-distance service that is lower than the current rates.
3. Identify and submit resumes for any changes to key personnel proposed for this project.
4. If there are changes in the Minority/Women Business Compliance Documents, explain the changes and re-submit the appropriate M/WBE forms included in the RFQ.
5. Attached with this letter is a draft of the contract outlining standard requirements, terms and conditions of which your firm will need to comply with. Please review and provide any comments and/or exceptions.

Contract/Quotation Assumptions

- Minimum twelve month data/archive storage capability.
- Free calls to the following hot lines; informant, nurse (Parkland), suicide.
- Assume responsibility and provide capability of maintaining and recording Inmate Visitation Phones.
- Sixty (60) day transition period from formal execution of contract.
- Pricing will be valid for 180 days from the date of the BAFO.
- Be clear about what product/services are included in your proposed price.
- This will be an initial five (5) year contract with a thirty day no fault termination clause.

Responses were received October 3, 2007. On October 16, 2007, committee members met to discuss each firm's BAFO response and vote which firm offered the best value to the County. The evaluation committee unanimously voted that Global Tel*Link Corporation offered the County the best overall proposal.

Legal Impact

This request for qualifications was conducted under Local Government Code 262.030. In accordance with the language outlined within this section and made part of the proposal, the contents of all proposals are to be kept confidential until such time that a contract is awarded. A summary of the committee's unanimous recommendation has been provided to the Commissioners Court for their exclusive viewing. Should the Commissioners wish to discuss any of these matters and/or have legal questions to pose to counsel they may do so in closed session pursuant to Texas Government Code §551.0725 and/or 551.071 (1)(b).

Recommendation

The Purchasing Department recommends the Court accept the Evaluation Committee's recommendation to render Global Tel*Link Corporation as the susceptible firm for award consideration and authorize staff to proceed with entering into formal contract negotiations for RFQ No. 2007-082-2822 Inmate Phone Service Provider.

Should the Court concur a Court Order will be scheduled on the next available Formal Agenda.