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**From:** Shannon Brown  
**To:** Jim Foster; Mike Cantrell; John Wiley Price; Ken Mayfield; Maurine dickey  
**CC:** Clemson, Allen; CHRIS THOMPSON; Bob Schell; Ron Stretcher; Dapheny Fain; Linda Boles; Traci Enna; Brenda Sauls; Downes, Danny; Mike Pappas; SHAWN BALUSEK; Leffie Crawford; Shay Cathey  
**Sent:** 11/12/2007 12:09:32 PM  
**Subject:** Fwd: RE: Status Update - RFQ Inmate Phone Service Provider

Judge and Commissioners,  
Below is correspondence that the Purchasing Department received on Friday afternoon from Securus. I told all vendors that I would pass on any information provided. This item is on tomorrow's formal agenda for approval as recommended by the evaluation committee to GTL. Please let me know if you need additional information.

>>> "Daniel McGuinn" <DMcGuinn@securustech.net> 11/09/07 2:02 PM >>>  
Dear Ms. Boles,

Thank you for the update and, as of today, SECURUS has seen that this is on the formal agenda for November 13th.

We do not believe that the process and the timelines allowed for vendors to give Dallas County their most competitive bids. The inclusion of the visitation phone recording and monitoring without a detailed explanation of the requirements of the system in the BAFO forced all vendors to submit extensive questions to Dallas County and the vendors, including SECURUS, could not even begin basic system design and engineering until the answers to the questions were received.

As a simple example, there are approximately 1100 inmate telephones required in the RFQ. There are approximately 1100 visitation phones required, essentially doubling the capital investment involved in this project. While the Best and Final Offering did come out earlier, it offered little or no direction as to the scope involved of installation of these visitation phones. Additionally, the Thursday afternoon receipt of the answers to our questions for a next Wednesday delivery provided little if any time to perform site surveys, investigate further MBE participation, get answers to questions that were generated by the answers to the first set of questions (i.e. How long should recordings of Visitation phones be saved?). Finally, there was no time to price out cost efficiencies in our financial model.

We ask that you reconsider your position and give all of the vendors that participated in the BAFO the opportunity to fully understand the requirements and to explore the most effective and efficient application to meet your requirements. We appreciate the amount of time you and the Selection Committee have provided in making this decision and we know it is your intention to make a decision in the best interest of Dallas County, however, we strongly assert that this Procurement was awarded without full comprehension of the scope instituted at the last minute with the inclusion of Visitation Phone Monitoring and Recording.

Best regards,

Dan McGuinn

-----Original Message-----

From: Linda Boles [mailto:LBoles@dallascounty.org]  
Sent: Friday, November 02, 2007 4:33 PM  
To: Daniel McGuinn  
Subject: Status Update - RFQ Inmate Phone Service Provider

GOVERNMENT  
EXHIBIT NO.

359

3:14-CR-293-M

SBP-1A-162-0099-01-08058

Good Afternoon,

This correspondence is being sent to keep you informed of formal recommendations/actions associated with the aforementioned RFQ.

"Based on the discussion in Commissioners Court on Tuesday, October 30, 2007, I have provided the Court members with additional information on the evaluation process. This information included justification for the committee's decision to include the maintenance/recording of inmate visitation phones in the BAFO process. In addition, I clarified the timeline for the BAFO process. I have recommended, based on the information provided, that the Court move forward with the award as presented by the evaluation committee on Tuesday, October 23, 2007 to GTL. I will plan to place a formal court order on the Tuesday, November 13, 2007 court agenda unless directed otherwise by Commissioners Court. I have reminded the Court members that all information provided to them should remain confidential and I ask that each vendor honor the "no contact" requirement included in the terms of the RFQ. All contact should be coordinated through Linda Boles. I can assure you that all information will be passed on to Commissioners Court.

Shannon Brown  
Purchasing Agent  
Dallas County, Texas  
214-653-7597  
sbrown@dallascounty.org "