

Alameda County Sheriff's Office

Lakeside Plaza, 1401 Lakeside Drive, 12th Floor, Oakland, CA 94612-4305



Gregory J. Ahern, Sheriff

Director of Emergency Services
Coroner - Marshal

February 3, 2016

Honorable Board of Supervisors
County of Alameda
1221 Oak Street, Suite 536
Oakland, California 94612-4305

Dear Board Members:

SUBJECT: AWARD A CONTRACT FOR HOSTED, INTERNET PROTOCOL-BASED VIDEO VISITATION SOLUTION, REQUEST FOR PROPOSAL NO. 901291

RECOMMENDATION:

Approve and authorize the Purchasing Agent to execute a contract, attached hereto, for Master Contract No. 901291, Procurement Contract No. 11702, with Global Tel*Link Corporation (Principal: Jeffrey B. Haidinger; Location: Reston, VA), to provide hosted, Internet Protocol-based video visitation solution services to the Alameda County Sheriff's Office, for the approximate term of 02/23/16 – 02/22/21, at no cost to the County of Alameda.

DISCUSSION/SUMMARY:

Alameda County requires an experienced vendor to plan, finance, and implement a Hosted, Internet Protocol-Based Video Visitation Solution (HVVS), which will allow County staff, including probation and parole officials, attorneys, and the general public to communicate with inmates at the Alameda County Sheriff's Office (ACSO) facilities. The County desires to obtain HVVS services at the lowest per call and per minute cost to the inmate, while revenue sharing to increase the Inmate Welfare Fund (IWF). The system shall allow for monitoring, scheduling, and management of on-site video visitation, including inmate-to-court, inmate-to-medical services, and inmate-to-attorney.

SELECTION CRITERIA/PROCESS:

The County does not currently have a video visitation solution in place, and the ACSO has determined that the County does not currently have the resources to provide HVVS services.

The ACSO worked with General Services Agency (GSA)-Procurement to develop and issue a Request for Proposal (RFP). The RFP was issued on November 20, 2014; posted on the GSA Current Contracting Opportunities website for approximately 67 days; e-mailed to 24 interested parties; and sent to 2,968 subscribers to the GSA Goods and Services-

Current Contract Opportunities mailing service via E-Gov, including certified Small Local Emerging Businesses (SLEB). Two networking/bidders conferences were held and were attended by six vendors.

On January 26, 2015, two responses to the RFP were received. Both bidders were interviewed and evaluated by the County Selection Committee (CSC) comprised of: two representatives from the ACSO, and one from the San Francisco Sheriff's Office. A maximum total of 500 evaluation points were available for this RFP.

Securus Technologies, Inc. (Securus) was disqualified for not meeting bid requirements/specifications. Securus' bid response contained conditional pricing that could incur costs to the County; in addition, Securus' charge to visitors of \$19.95 per visit was high and deemed unreasonable.

*Global Tel*Link Corporation was the highest scoring qualified vendor. There is no County expenditure for this contract; on March 30, 2015, the Office of Acquisition Policy waived the SLEB requirement for this contract (Expires on April 30, 2020).*


The following is the evaluation summary:

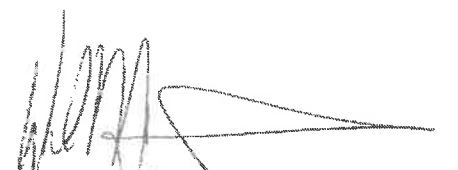
<i>Vendor</i>	<i>Location</i>	<i>Local</i>	<i>SLEB</i>	<i>Evaluation Points</i>
<i>Global Tel*Link Corporation</i>	<i>12021 Sunset Hills Road, Suite 100 Reston, VA 20190</i>	<i>N</i>	<i>N</i>	<i>349</i>

FUNDING:

This project generates commission for the Inmate Welfare Fund and incurs no County cost.

Respectfully submitted,


 Gregory J. Ahern
 Sheriff-Coroner


 Willie A. Hopkins, Jr.
 Director, General Services Agency

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- cc: Susan S. Muranishi, County Administrator
- Steve Manning, Auditor-Controller/Clerk-Recorder
- Donna R. Ziegler, County Counsel