

**ORIGINAL
COST PROPOSAL**

**An RFP Solution Presented
Expressly for**

**State of West
Virginia Division
of Corrections**

**Solicitation No. COR61453
Inmate Telephone System**

July 16, 2014 at 1:30 PM

Presented to:

Department of Administration, Purchasing Division

Attn: Tara Lyle

2019 Washington Street East

Charleston, WV 25305-0130

Presented by:

Adam Mercer, Sr. DOC Account Executive

Tel: 904-589-0788

Securus Technologies, Inc.,

14651 Dallas Parkway, Ste. 600

Dallas, TX 75254



SECURUS™
TECHNOLOGIES
connecting what matters™

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Financial Summary

Securus is pleased to offer the West Virginia Division of Corrections the following financial proposal which includes two separate offers. The blended per minute rate is provided for each offer in the designated charts below.

We believe the combination of our proposed ITS design and its feature-rich capabilities, as well as our superior implementation and transition plan, inclusive of the 17 site install, our company experience, financial stability, and project staff distinguishes Securus from the competition.

Key Features Included in all Offers within the Securus Proposal:

- Secure Call Platform (SCP) – Industry leading inmate calling platform
- THREADS – Unmatched analytical and investigative software, integrated with SCP
- JLG Investigator Pro – Voice biometric technology using continuous voice verification
- Three Investigator 1 positions – Compensation for three investigators to aid current staff
- Three Dedicated Field Technicians – Superior service from dedicated Securus personnel
- Inmate Debit calling platform – Allows inmates to pay for calls. Securus will be responsible for outsourcing the entire debit calling system. Inmate debit accounts will be funded by friends and family members. Offered without requirement to develop trust or commissary interfaces. Inmate debit allows friends and family member's ability to conveniently fund inmate debit accounts through the Securus website to place funds directly on inmate debit accounts.

Securus has provided 2 unique offers for consideration by the Agency:

Offer #1 Includes:

- 0% Commission
- No fees charged to inmate friends and family members
- Domestic Calling Rate - \$0.0695 cents per minute for all domestic calls

Offer #2 Includes:

- 20% Commission
- No fees charged to inmate friends and family members
- Domestic Calling Rate - \$0.1015 cents per minute for all domestic calls

Attachment C – Cost Sheet

Please see Attachment C Cost Sheet on the following page.

ATTACHMENT C - Cost Sheet

Revised by Addendum No. 16

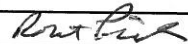
COR61453 - Inmate Telephone System

Item #	Description	Unit of Measure	Estimated Annual Quantity * (Minutes)	Unit Price	Extended Amount
1	Blended Per Minute Rate for all Intrastate Calls (Local, Interlata, Intralata)	Minute	11,500,000	\$ 0.0695	\$ 799,250.00
2	Interstate Calls - Per Minute Rate	Minute	360,000	\$ 0.0695	\$ 25,020.00

GRAND TOTAL \$ 824,270.00

Commission Percentage Paid to Agency - Will not be used in cost evaluation	0%
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Bidder/Vendor Information:

Name:	Securus Technologies, Inc.
Address:	14651 Dallas Parkway, Suite 600 Dallas, Texas 75254
Phone No.:	972-277-0300
Fax No.:	972-277-0514
Email Address:	bpickens@securustech.net
Authorized Signature:	Mr. Robert E. Pickens, President 

* Estimated quantities are for bidding purposes only. More or less may be utilized by the Agency.

Failure to use this form may result in disqualification

ATTACHMENT C - Cost Sheet

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COR61453 - Inmate Telephone System

Item #	Description	Unit of Measure	Estimated Annual Quantity * (Minutes)	Unit Price	Extended Amount
1	Blended Per Minute Rate for all Intrastate Calls (Local, Interlata, Intralata)	Minute	11,500,000	\$ 0.1015	\$ 1,167,250.00
2	Interstate Calls - Per Minute Rate	Minute	360,000	\$ 0.1015	\$ 36,540.00

**GRAND
TOTAL** \$ 1,203,790.00

Commission Percentage Paid to Agency - Will not be used in cost evaluation	20%
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Bidder/Vendor Information:

Name:	Securus Technologies, Inc.
Address:	14651 Dallas Parkway, Suite 600 Dallas, Texas 75254
Phone No.:	972-277-0300
Fax No.:	972-277-0514
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