



Thomas J. Gibney
5000 6th Ave., Suite 1
Altoona, PA 16602
C – (814)-330-3830
Tom.gibney@gtl.net

March 5, 2014

Warden Allen Nesbitt
Luzerne County Correctional Facility
99 Water Street
Wilkes-Barre, PA 18711

Dear Warden Nesbitt,

I want to thank you for the opportunity to present to you a proposal to extend your current inmate telephone services with DSI-ITI, LLC. Luzerne County has trusted DSI-ITI, LLC., a wholly-owned subsidiary of GTL, to provide offender management and inmate telephone service to the Luzerne County Correctional Facility for almost twenty years now! Once Luzerne County exercises this five (5) year contract extension offer, it allows both of us to continue this successful partnership by providing more value to the County.

We understand that County budgets are extremely tight and that money for needed maintenance, support and upgrades is very hard to procure. In addition, we also realize that budgets for new technologies are constantly being cut. For this reason, we are proposing that we increase your current commission rate, as well as enhance your inmate telephone services and correctional technologies at the Luzerne County Correctional Facility to better meet your evolving needs.

In addition to the lucrative commission offering, detailed below, you will continue to benefit from the following:

- Full integration between the DSI-ITI, LLC Offender Management System (OMS) and the proposed feature-rich ICMv Inmate Telephone System. **NO** other company can provide you these services or level of integration!
- The ability for inmates to call their family and friends while using seamless debit calling. Seamless debit calling is the ability for the inmate to have real time access to their commissary funds to pay for calls. Over 60% of your calls are completed using this advanced technology. Selecting a different approach or company can cause significant revenue declines.
- A company dedicated to servicing both the facility and the called party which is paramount to any successful partnership.
- A company that is located in Altoona, Pennsylvania, very close to your facility!
- The same service technicians that have been servicing your facility will continue to provide service.
- Additional service personnel located not only in Altoona, Pennsylvania, but also in Mobile, Alabama that can remotely diagnose and solve software related issues.

DSI – ITI, LLC.

- A dedicated field service manager, Tom Fulton, who will ensure that all reported issues along with preventive maintenance, is handled in a timely and scheduled manner. This field service manager is **new** to your facility and will be provided at **NO** cost to the facility.
- A company that has multiple call centers, strategically located, for friends and family.
- A company that understands the importance of affordable rates for inmates and their families.
- A company that currently provides inmate telephone services to 98% percent of all inmates in the Commonwealth of Pennsylvania -- both at the County level and the State level!
- A company that is the largest inmate telephone provider in the nation, providing service to over 65,600 inmate telephones.
- A familiar company that already provides your inmate telephone system, jail management software, digital imaging system, lobby kiosk, probation software, etc.

Base Commission Offer

As part of DSI-ITI, LLC.'s Base Commission Offer to Luzerne County for our five (5) year contract extension, the new features and benefits at NO COST to the County are as follows:

- **Commission Increase** – An increase in your commission percentage from 43% to 65% of Total Intrastate Gross Revenue beginning when the current contract expires on 2/7/2015 and continuing until 2/7/2020.
- **New Phone Platform** - Upgrade from the current OCS inmate telephone platform to the Inmate Calling Manager (ICMv) -- a true web based application – including all project management and implementation, as well as on-site & remote training.
- **Maintenance & Support** - Continued Offender Management System (OMS) Maintenance & Support at NO COST for the duration of the new contract. This is a \$66,875.00 value over the course of the 5-year contract.
- **Intake/Booking Kiosk** - DSI-ITI, LLC. will provide one of our new state-of-the-art Intake kiosks that will be installed in the Booking area of the facility to collect all the cash and coin on each newly booked inmate and create an itemized receipt to be placed in Property. Includes installation and training on how to use the kiosk.
- **Scanners and Printer** – DSI-ITI, LLC. will provide 6 Cannon Document Scanners and 1 Xerox Color Laser All-in-One Printer for the purposes of electronic document storage. Includes a 1 year warranty on the scanners and 2 year protection plan on printer.
- **Debit Release Cards** – Via our partnership with Rapid Financial/Outpay, DSI-ITI, LLC. will provide debit cards to the facility to be provided to inmates upon being released in lieu of checks. This is at no cost to the county and the inmate can get 100% of his/her money off the card if they do so within 3 days of release. The county will no longer have to keep uncashed inmate checks on their books for a year because as soon as you swipe the card and place the remaining inmate account balance on the card and it is no longer the responsibility of Luzerne County. Includes the cards, magnetic swipe barcode reader and training.

Technology Incentive Options

As mentioned earlier, DSI-ITI, LLC. is well aware that funding for new technologies is very difficult in this current budget challenging environment. For this reason DSI-ITI, LLC. offers Luzerne County several Technology Incentive Options. DSI-ITI, LLC. proposes reducing the Luzerne County Base Commission Offer by five and three quarter percent (5.75%) in exchange for the below products, goods and services that have a retail value of \$126,398.07 over the course of the five year extension. These products, goods and services are comprised of the following:

Technology Incentive Options		<u>Retail Value</u>	<u>Commission Reduction</u>
<u>OMS Evolution Upgrade</u>	Upgrade from your current legacy OMS application to the new web-based OMS Evolution (OMSe) application. This upgrade includes training, installation, project management and business analysis.	\$ 67,706.00	3.00%
<u>Dynamic Imaging PictureLink System</u>	Provide initial procurement of the cutting edge video imaging system from our strategic partner Dynamic Imaging. Includes installation and yearly maintenance/ support for this product.	\$ 58,692.07	2.75%
<u>TOTAL TECHNOLOGY INCENTIVE PACKAGE</u>		<u>\$126,398.07</u>	<u>5.75%</u>

Note: Luzerne County does not have to select both Technology Incentive Options at the total 5.75% reduction but rather, Luzerne County can select just the desired technology option with the associated commission reduction being applied to the base commission offer of 65% of total intrastate gross revenue.



Should you should have any questions concerning our offer or need additional clarification, I can be reached at (814) 330-3830 or via email at tgibney@gtl.net. Thank you for your time. We look forward to continuing our successful relationship with you and Luzerne County.

Sincerely,

Thomas J. Gibney

Thomas J. Gibney
tgibney@gtl.net
 Account Executive

OMS Evolution Upgrade Pricing

		Price Quote For Luzerne County PA			
EVOLUTION OMS UPGRADE					
Quantity	Description		Unit Cost		Ext. Cost
1	Conversion To Evolution OMS		N/C		N/C
1	Day Installation on Evolution OMS		\$1,000.00		\$1,000.00
8	Day Training on Evolution OMS		\$1,000.00		\$8,000.00
4	Day Training on Evolution OMS Accounting		\$1,000.00		\$4,000.00
4	Days On-Site When Go-Live		\$1,000.00		\$4,000.00
4	Days Refresher Training on Evolution OMS Accounting		\$1,000.00		\$4,000.00
120	Hours Project Management Services		\$135.00		\$16,200.00
160	Hours Project Management Services		\$135.00		\$21,600.00
4	Days Custom Configuration Of OMS (Performed Remotely)		\$1,000.00		\$4,000.00
22	Hotel - \$120.00 per day for one individual		\$120.00		\$2,640.00
22	Food - \$45.00 per day for one individual		\$45.00		\$990.00
8	Mileage Charge		\$159.50		\$1,276.00
TOTAL EVOLUTION OMS UPGRADE FEES					\$67,706.00

PictureLink System Pricing



Dynamic Imaging PictureLink
Cost Proposal for
Luzerne County Correctional Facility
 Price Quote Good for 90 Days



QTY	Description	Product Unit Cost	Product Ext. Cost	Annual Maintenance During Years 2 & 3	Annual Maintenance During Years 4 & 5
Picturelink Administrative Software					
1	Picturelink Application Server	\$3,990.00	\$3,990.00	\$837.90	\$863.04
1	Arrest Database	\$2,000.00	Included	\$420.00	\$432.60
1	Additional Databases* (ie:employee, sex registrants, juvenile)	\$1,500.00	\$1,500.00	\$315.00	\$324.45
1	Single User Concurrent	\$3,770.00	\$3,770.00	\$791.70	\$815.45
	2 User Concurrent	\$6,270.00	\$0.00	\$0.00	\$0.00
	5 User Concurrent	\$11,070.00	\$0.00	\$0.00	\$0.00
1	Photo Plus	\$50.00	\$50.00	\$10.50	\$10.82
	SQL Express	\$0.00	\$0.00	\$0.00	\$0.00
The PictureLink implementation requires one (1) PictureLink Admin Server, one (1) Arrest Database one (1) Single					
* Cost is per database.					
Picturelink Capture Station Software					
1	Video Capture Machine License	\$5,570.00	\$5,570.00	\$1,169.70	\$1,204.79
PictureLink Investigative Software					
1	2 Concurrent Users	\$5,140.00	\$5,140.00	\$1,079.40	\$1,111.78
	5 Concurrent Users	\$8,140.00	\$0.00	\$0.00	\$0.00
	10 Concurrent Users	\$9,840.00	\$0.00	\$0.00	\$0.00
	25 Concurrent Users	\$14,340.00	\$0.00	\$0.00	\$0.00
Picturelink Hardware					
1	PC (Core i3) Includes Monitor	\$1,215.00	\$1,215.00	\$255.15	\$262.80
1	Power Strip with Surge Protector	\$38.00	\$38.00	N/A	N/A
1	Uniform Background	\$125.00	\$125.00	N/A	N/A
1	Picturelink Setup kit	\$45.00	\$45.00	N/A	N/A
1	Shipping and Handling	\$150.00	\$150.00	N/A	N/A
Digital Camera Hardware					
	Canon EOS Rebel T3i w/18-135mm Lens (Adapters, Cable, Memory Card)	\$1,213.00	\$0.00	\$0.00	\$0.00
1	Canon EOS Rebel T3i w/18-55mm Lens (Adapters, Cable, Memory Card)	\$984.00	\$984.00	\$206.64	\$212.84
1	Pan & Tilt Model 340 w/ 20' Cable (Used for Scars marks and tatoos)	\$248.00	\$248.00	\$52.08	\$53.64
1	Digital Mount Kit	\$148.00	\$148.00	N/A	N/A
1	Digital Lighting Components	\$375.00	\$375.00	N/A	N/A
Server Hardware					
	Server Hardware (Dell PowerEdge R210, 8GB Mem)*	\$2,492.00	\$0.00	\$0.00	\$0.00
	Server Hardware (Dell PowerEdge R410, 16GB Mem)*	\$3,373.00	\$0.00	\$0.00	\$0.00
	Windows Server 2008	\$847.00	\$0.00	N/A	N/A
	Windows 7 Professional *	\$250.00	\$0.00	N/A	N/A
	Shipping and Handling	\$50.00	\$0.00	N/A	N/A
Interfaces					
	Data Exchange License	\$3,900.00	\$0.00	\$0.00	\$0.00
1	Host Interface Services (PictureLink and GTL OMS)	\$4,320.00	Included	\$907.20	\$934.42
	Host Interface Services(PictureLink and other Host) (per day)*	\$1,440.00	\$0.00	\$0.00	\$0.00
<i>*consult w/ Dynamic Imaging for # of days required</i>					
Services					
1	Workstation Configuration, Certification and Testing	\$120.00	Included	N/A	N/A
2	Installation & Training (per day)	\$1,200.00	\$2,400.00	N/A	N/A
	Technical Services (per day)	\$1,200.00	\$0.00	N/A	N/A
1	Project Management Services (per day)	\$1,200.00	\$1,200.00	N/A	N/A
1	Conversion Services	\$3,600.00	Included	N/A	N/A
1	Travel & Expenses	\$1,200.00	\$1,200.00	N/A	N/A

	ID Badge Printing:				
1	ID Badge Printer (Single Sided)	\$2,895.00	\$2,895.00	\$607.95	\$626.19
	ID Badge Printer (Single Sided) with Magnetic Encoder	\$3,395.00	\$0.00	\$0.00	\$0.00
	ID Badge Printer (Double Sided)	\$3,995.00	\$0.00	\$0.00	\$0.00
	ID Badge Printer (Double Sided) w/Magnetic Encoder	\$4,495.00	\$0.00	\$0.00	\$0.00
	ID Printer Supplies:				
1	5 pack Five Color Ribbon (1,000 Images=200 per ribbon)	\$375.00	\$375.00	N/A	N/A
	5 pack Six Color Ribbon (1,020 Images)	\$474.00	\$0.00	N/A	N/A
	Black Ribbon (1,500 Images)	\$20.00	\$0.00	N/A	N/A
1	Blank Cards (1000)	\$170.00	\$170.00	N/A	N/A
	Blank PVC Cards Mag Stripe High Corsivity (1000)	\$240.00	\$0.00	N/A	N/A
	Blank Cards Double Sided Mag Stripe High Corsivity (1000)	\$240.00	\$0.00	N/A	N/A
1	Pressure Sensitive Rollers (5 rollers per pack)	\$32.00	\$32.00	N/A	N/A
1	Premier Cleaning Kit (includes the following) 50 cards, 10 swabs (use 1 after 1 ribbon)	\$60.00	\$60.00	N/A	N/A
	Handheld Slot Punch (P10)	\$80.00	\$0.00	N/A	N/A
	Badge Clips (per 1000) (505-SD)	\$170.00	\$0.00	N/A	N/A
	TOTAL		\$31,680.00	\$6,653.22	\$6,852.82
	Grand Total With 5 yrs of 24/7 Maintenance & Support		\$58,692.07		