

11223

DATE: May 6, 2010

TO: Board of Acquisition and Contract

FROM: Marguerite Beirne, Chief Information Officer
Department of Information Technology

Kevin Cheverko, Acting Commissioner
Department of Correction

RE: AUTHORIZATION TO ENTER INTO AN AGREEMENT (IT-1150) WITH GLOBAL TEL*LINK CORPORATION FOR INMATE AND COIN TELEPHONE SERVICES FOR A FIVE YEAR PERIOD FOR COMMISSION REVENUE AND OTHER CONSIDERATIONS

BACKGROUND:

- The County provides coin telephone service to the public at various County public places and inmate telephone services at the Department of Correction (DOC). As well as being a service to those who use these telephones, the County receives commissions on their use from the service provider. These commissions have recently averaged about \$700,000 per year. Commissions are monitored for accuracy by the Department of Information Technology (DoIT). Dollars put into escrow and balance rolled forward to be used for system enhancements will be monitored by DOC and DoIT.
- Your Honorable Board approved the provisioning of such services on July 3, 2002 from AT&T Corporation. That agreement (IT-434) was subsequently assigned to Global Tel*Link Corporation ("GTL") with approval from Your Honorable Board on May 11, 2005. A three year extension with GTL was authorized in a resolution approved on July 19, 2007 for a term ending on July 31, 2010.
- The provider, GTL, has provided good service and if the County chooses to execute a new five – year agreement with them with the County's right to extend for three additional years, GTL will:
 - a) Increase commission rates from 47% to 55% on total billed revenue to the telephones
 - b) Put in escrow \$200,000 to be used to pay for enhancements requested by the County
 - c) Rollover a balance of a previous signing bonus of approximately \$38,000 into the new term
 - d) Provide enhancements to the Inmate Phone system documented by letter, which will be incorporated into new agreement
- Since GTL has provided good service and is offering financial and other benefits, we believe it is in the best interests of County to execute a new agreement with them. This agreement is not subject to operation of the Westchester County Procurement Policy pursuant to Section 3(b) of such Policy since it is a concession.

ACTION REQUESTED:

- Authorization to enter into an agreement (IT-1150) with Global Tel*Link Corporation, having an office and place of business at 6260 Lookout Road, Boulder, Colorado 80301, for the provision of public coin and inmate telephone services, for a five-year term commencing on August 1, 2010 and terminating on July 31, 2015, with the County having the right to extend the agreement for one additional three year period, upon the same terms and conditions.

Accordingly, the attached resolution is submitted for your consideration.

APPROVED BOARD OF ACQUISITION & CONTRACT - 5-27-2010 - JOMARY VIEIRA, SECRETARY

RESOLUTION

UPON A COMMUNICATION FROM THE CHIEF INFORMATION OFFICER, DEPARTMENT OF INFORMATION TECHNOLOGY AND THE ACTING COMMISSIONER, DEPARTMENT OF CORRECTION, BE IT HEREBY

RESOLVED, that the County of Westchester is hereby authorized to enter into an agreement (IT-1150) with Global Tel*Link Corporation ("GTL"), having an office and place of business at 6260 Lookout Road, Boulder, Colorado 80301, for the provision of public coin and inmate telephone services, for a five-year term commencing on August 1, 2010 and terminating on July 31, 2015, with the County having the right to extend the agreement for one additional three year period, upon the same terms and conditions; and be it further

RESOLVED, that pursuant to the agreement, GTL will: a) pay commission rates of 55% on total billed revenue to the telephones; b) put in escrow \$200,000 to be used to pay for enhancements requested by the County; c) rollover a balance of a previous signing bonus of approximately \$38,000 into the new term; and d) provide enhancements to the Inmate Phone system documented by letter, which will be incorporated into new agreement; and be it further

RESOLVED, that the County Executive or his duly authorized designee is hereby authorized to execute and deliver any and all documents and to take all action necessary and appropriate to effectuate the purposes hereof.

Account to be Charged/Credited:

Year	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub-Object	Trust Account	Dollars
2010	101	35	1000	9065		337,909
2010	101	16	6000	9120		2,733
2010	161	44	4110	9102		1,025
2011	101	35	1000	9065		810,980
2011	101	16	6000	9120		6,560
2011	161	44	4110	9102		2,460
2012	101	35	1000	9065		810,980

2012	101	16	6000	9120		6,560
2012	161	44	4110	9102		2,460
2013	101	35	1000	9065		810,980
2013	101	16	6000	9120		6,560
2013	161	44	4110	9102		2,460
2014	101	35	1000	9065		810,980
2014	101	16	6000	9120		6,560
2014	161	44	4110	9102		2,460
2015	101	35	1000	9065		473,071
2015	101	16	6000	9120		3,827
2015	161	44	4110	9102		1,435

Budget Funding Year(s): 2010-2015
(must match resolution)

Start Date: August 1, 2010

End Date: July 31, 2015

Funding Source

Tax Dollars: _____

State Aid _____

\$4,100,000

(must match resolution)

Federal Aid _____

Other: Estimated Commission Revenue: \$4,100,000

APPROVED BOARD OF ACQUISITION & CONTRACTS 5-27-2010 - JOMARY VIEIRA, SECRETARY