

41429

DATE: July 21, 2014

TO: Board of Acquisition and Contract

FROM : John B. McCaffrey, Chief Information Officer      Kevin Cheverko, Commissioner  
Department of Information Technology      Department of Correction

RE: AUTHORIZATION FOR THE COUNTY TO AMEND CONTRACT IT-1150 WITH GLOBAL TEL\*LINK CORPORATION IN ORDER TO RENEW THE CONTRACT FOR PUBLIC COIN AND INMATE TELEPHONE SERVICES FOR AN ADDITIONAL THREE-YEAR TERM AND INCREASING THE COMMISSION REVENUE PERCENTAGE FROM 55% TO 65% AND OTHER CONSIDERATIONS

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BACKGROUND:

- On May 27, 2010, your Honorable Board approved a resolution which authorized the County to enter into an agreement (IT-1150) with Global Tel\*Link Corporation (GTL) for the provision of public coin and inmate telephone services for a commission percentage of 55% over a five-year term, August 1, 2010 through July 31, 2015, with the County having the option to renew for one additional three-year term (the Agreement”).
- The County provides coin telephone service to the public at various County public places and inmate telephone services at the Department of Correction. As well as being a service to those who use these telephones, the County receives commissions on their use from GTL. The 2013 commissions to the County were \$777,000.
- Recently the Federal Communications Commission ruled to eliminate commissions on Inter-state calls, thereby reducing the annual commission revenue by \$50,000. In order to offset this loss, GTL has offered a solution. If the County renews the contract for the additional three-year term now, GTL has offered to increase our Intra-state commission percentage from 55% to 65%, resulting in an estimated net increase of commissions by more than \$70,000, for a new estimated annual commission revenue of \$849,900. In addition, GTL will replace the existing inmate telephone system with a state-of-the-art platform, providing a faster and more robust investigative tool at no charge to the County. GTL will also provide training to staff free of charge.
- Since GTL has provided good, reliable service and is offering financial and other benefits, we believe it is in the best interests of County to renew the agreement now. 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.

- We now come before your Honorable Board requesting approval to renew and amend agreement IT-1150 for public coin and inmate telephone services from August 1, 2014 until July 31, 2018 and to increase the commission percentage amount to 65% with all other terms and conditions remaining the same.

ACTION REQUESTED:

- Authorization to amend agreement IT-1150 with Global Tel\*Link Corporation, having an office and place of business at 6260 Lookout Road, Boulder, Colorado, in order to renew the agreement for the provision of public coin and inmate telephone services, for the additional three-year term commencing one year early on August 1, 2014 and terminating on July 31, 2018, and increasing the commission percentage to 65%.

A resolution authorizing the above agreement is submitted herewith for your approval.

APPROVED BOARD OF ACQUISITION & CONTRACT - OSIMAR DOMARY VIEIRA, SECRETARY

## RESOLUTION

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

RESOLVED: that the County of Westchester is hereby authorized to amend agreement IT-1150 with Global Tel\*Link Corporation ("GTL"), having an office and place of business at 6260 Lookout Road, Boulder, Colorado, in order to renew the agreement for the provision of public coin and inmate telephone services, for the additional three-year term commencing one year early on August 1, 2014 and terminating on July 31, 2018; and be it further

RESOLVED, that pursuant to the agreement, GTL will: a) increase their commission percentage rates to 65% on Intra-state revenue to the phones; and B) install a new state-of-the-art inmate platform, providing a faster, more robust investigative tool at no charge to the County; and be it further

RESOLVED, that this procurement is not subject to operation of the Westchester County Procurement Policy pursuant to Section 3(b) of such Policy since it is a concession.

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.

Original Agreement: \$ 4,100,000.00  
**This Amendment: \$ 3,399,600.00**  
 Total: \$ 7,499,600.00

Agreement IT-1150  
 Account to be Charged/Credited:

Year	Fund	Dept	Major Program, Program & Phase Or Unit	Sub-Unit	Object	Dollars
2014	101	35	1000	1000	9065	\$353,250
2014	101	44	4110	4110	9102	\$175
2014	101	16	6000	6600	9120	\$700
2015	101	35	1000	1000	9065	\$847,800
2015	101	44	4110	4110	9102	\$420
2015	101	16	6000	6600	9120	\$1,680
2016	101	35	1000	1000	9065	\$847,800
2016	101	44	4110	4110	9102	\$420
2016	101	16	6000	6600	9120	\$1,680
2017	101	35	1000	1000	9065	\$847,800
2017	101	44	4110	4110	9102	\$420
2017	101	16	6000	6600	9120	\$1,680
2018	101	35	1000	1000	9065	\$494,550
2018	101	44	4110	4110	9102	\$245
2018	101	16	6000	6600	9120	\$980

Budget Funding Year(s): 2014-2018

Start Date: August 1, 2014

End Date: July 31, 2018

Funding Source:

Tax Dollars: \_\_\_\_\_

State Aid \_\_\_\_\_

\$3,399,600  
 (must match resolution)

Federal Aid \_\_\_\_\_

Other: Estimated Commission Revenue: \$3,399,600