

64749

Date: August 17, 2018

To: Honorable Board of Acquisition and Contract

From: Marguerite Beirne
Chief Information Officer

Joseph K. Spano
Commissioner of Correction

Re: Authority for the County of Westchester to enter into a concession agreement (IT-1555) with Global Tel Link (“GTL”) for the provision of inmate telephone and payment services and coin telephone services, for a term from August 1, 2018 through July 31, 2021, with a two-year renewal option.

The County of Westchester (“County”) provides coin telephone service at various public places, and telephone and automated payment services to the inmates at the Department of Correction. As well as providing a service to those who need them, they are a source of revenue as the County receives a commission on their use from the service provider, Global Tel Link (“GTL”). Revenue in the past year totaled \$875,000. GTL has provided reliable service for many years and has submitted a favorable proposal to the County’s consideration.

GTL has proposed a three-year concession agreement from August 1, 2018 through July 31, 2021, with a two-year renewal at the County’s sole option. The commission rate would decrease from 65% to 62% to lessen the burden of the cost per call for the families of inmates. The estimated annual commission revenue per year under this new agreement for the Department of Correction is \$775,000. GTL would also put in escrow \$200,000.00 to be used for enhanced technology at the County’s request. The escrow balance of \$61,652.63 remaining from the previous agreement will also be rolled over into the new one. Also, GTL will provide enhanced technology to the inmate telephone system.

Authority of your Honorable Board is requested to enter into a concession agreement with GTL (IT-1555) for the provision of telephone and payment services to inmates at the Department of Correction, for a term from August 1, 2018 through July 31, 2021, with the County having an option to renew for two additional years upon the same terms and conditions.

As a concession, this agreement is exempt from the County Procurement Policy pursuant to Section 3(b) thereof.

The goals and objectives of this agreement are to continue to deliver these important telephone and payment service to inmates at the Department of Correction while providing the County with a reliable stream of commission revenue.

Accordingly, we recommend approval of the annexed Resolution.

MB/JKS/DLV/dv

APPROVED BOARD OF ACQUISITION & CONTRACT - 09/13/2018 - LIS/MRISAJ, SECRETARY

RESOLUTION

Upon a communication from the Chief Information officer and the Commissioner of Correction, be it hereby

RESOLVED, that the County of Westchester (“County”) is authorized to enter into a concession agreement (IT-1555) with Global Tel Link (“GTL”) for the provision of inmate telephone and payment services and coin telephone services, for a term from August 1, 2018 through July 31, 2021, with a two-year renewal option; and be it further

RESOLVED, that pursuant to the agreement, GTL shall: a) pay the County a commission of 62% on the total billed revenue from telephones; b) put in escrow \$200,000.00 to be used for enhanced technology at the County’s request; c) roll over an escrow balance of \$61,652.63 remaining from the previous agreement into the new term; and d) provide enhanced technology to the inmate telephone system; and be it further

RESOLVED, that the County Executive or his duly authorized designee is hereby authorized to execute any documents and take any actions reasonably necessary and appropriate to effectuate the purposes of this Resolution.

Agreement IT-1555
Account to be charged/credited:

Year	Fund	Dept	Major Program, Program & Phase Or Unit	Object/ Sub Object	Trust Account	Dollars
2018	101	35	1000	9065		\$322,920
2019	101	35	1000	9065		\$775,000
2020	101	35	1000	9065		\$775,000
2021	101	35	1000	9065		\$452,080

Budget Funding Year(s): 2018-2021 Start Date: August 1, 2018 End Date: July 31, 2021
(must match resolution)

Funding Source Tax Dollars: _____
 State Aid: _____
\$2,325,000 Federal Aid: _____
 (must match resolution) Other: Estimated Commission Revenue: \$2,325,000