

INMATE TELEPHONE SERVICES AND  
INMATE BANKING SOFTWARE, COMMISSARY SERVICE AND  
FIDUCIARY MANAGEMENT SERVICES  
FOR THE CALHOUN COUNTY ADULT DETENTION CENTER

**AWARD**

October 27, 2021

Wednesday, October 27, 2021, Calhoun County Commissioners Court awarded the bid for Inmate Telephone Services and Inmate Banking Software, Commissary Service and Fiduciary Management Services for the Calhoun County Adult Detention Center for the two year period beginning February 15, 2022 and ending February 14, 2024 with the option to renew yearly for one year terms upon Commissioners Court approval to the following:

Inmate Calling Solutions, LLC, d/b/a ICSolutions

Bid Period: February 15, 2022 thru February 14, 2024

With the option to renew yearly for one year terms upon Commissioners Court approval

**BID FORM Tabulation**

Bid Number 2021.05

Inmate Telephone Services and  
Inmate Banking Software, Commissary Service and Fiduciary Management Services

|   | CTC<br>City Tele Coin      | ICS<br>IC Solutions<br>Awarded<br>the Bid on<br>10/27/21 | Correct<br>Solutions | Crown<br>Correctional<br>Telephone | Prodigy<br>Solutions        |
|---|----------------------------|--|----------------------|------------------------------------|-----------------------------|
| Evaluation Criteria Scores                                      | 80.8                       | 80.4   | 77.4                 | 71.8                               | DID NOT MEET SPECIFICATIONS |
| Cash Sign on Bonus to Calhoun County                            | \$25,000                   | \$25,000   | \$0                  | \$0                                |                             |
| <b>Telephone Services</b>                                       |                            |  |                      |                                    |                             |
| Minimum Monthly Guaranteed Revenue                              | \$4,500                    | \$6,700  | \$0                  | \$0                                |                             |
| Minimum Monthly Guaranteed Commission Percentage                | 68%                        | 85%  | 65%                  | 68%                                |                             |
| <b>Collect Calling Rates</b>                                    |                            |  |                      |                                    |                             |
| Local   | 0.21                       | 0.21   | 0.21                 | 0.20                               |                             |
| Intrastate/IntraLATA  | 0.21                       | 0.21   | 0.21                 | 0.20                               |                             |
| Intrastate/InterLATA  | 0.21                       | 0.21   | 0.21                 | 0.20                               |                             |
| Interstate  | 0.21                       | 0.21   | 0.21                 | 0.20                               |                             |
| <b>Prepaid &amp; Debit Calling Rates</b>                        |                            |  |                      |                                    |                             |
| Local   | 0.21                       | 0.21   | 0.21                 | 0.20                               |                             |
| Intrastate/IntraLATA  | 0.21                       | 0.21   | 0.21                 | 0.20                               |                             |
| Intrastate/InterLATA  | 0.21                       | 0.21   | 0.21                 | 0.20                               |                             |
| Interstate  | 0.21                       | 0.21   | 0.21                 | 0.20                               |                             |
| International Debit   | \$4.00 connect fee<br>0.50 | 0.24   | 1.00                 | 0.35                               |                             |
| <b>Non-Commissionable Billing Fees</b>                          |                            |  |                      |                                    |                             |
| Payment Processing Fee (Live Agent)                             | \$5.95                     | \$5.95   | \$5.95               | \$5.95                             |                             |
| Payment Processing Fee (IVR or Internet)                        | \$3.00                     | \$3.00   | \$3.00               | \$3.00                             |                             |
| Bill Statement Fee (Collect & Direct Billing only)              | \$2.00                     | \$0.00   | n/a                  | \$0.00                             |                             |
| <b>Commissary Services</b>                                      |                            |  |                      |                                    |                             |
| Inmate Self-Service Kiosks & Phone Order Entry                  |                            |  |                      |                                    |                             |
| Minimum Monthly Guaranteed Revenue                              | \$2,500                    | \$2,300  | \$0                  | \$0                                |                             |
| Minimum Monthly Guaranteed Commission Percentage                | 38%                        | 36%  | 36%                  | 38%                                |                             |
| Number of Days to Deliver Items Ordered                         | 3                          | 1  | 2                    | 1                                  |                             |
| <b>ADJUSTED GROSS SALES</b>                                     |                            |  |                      |                                    |                             |
| Commission based on <u>    </u> Adjusted Gross Commissary Sales | Total                      | \$100,000/yr   | 36%                  | Weekly                             |                             |
| Gross Monthly Sales   |                            | \$102,000/yr   |                      |                                    |                             |
| Less Taxes  |                            | postage \$2,000  | Sales Tax            | Postage / Indigent Sales           |                             |
| Less Non-Commissionable Items                                   |                            | Indigent Kits / Items (n/a)                              | Non-Commission Items | Credits / Refunds                  |                             |
| Less Indigent Items & Calling Cards                             |                            | n/a  |                      | Sales Tax                          |                             |
| = Adjusted Commissionable Sales                                 |                            | \$100,000/yr   |                      |                                    |                             |
| % Commission Rate   | 38%                        | 36%  | 36%                  | 38%                                |                             |
| = Calhoun County's Commissary Profit                            |                            | \$36,000/yr  |                      |                                    |                             |