

Albemarle-Charlottesville Regional Jail

Pay Tel client for 16 years

Date	Event
1/10/2013	RFP Submission Deadline
4/2/2013	Request issued by Praeses to: <ul style="list-style-type: none">• Double Payment Fee to \$5.95• Charge \$3.00 for Refunds• Raise Call Rates• Increase Commission Offer
4/5/2013	Pay Tel submits response featuring increased commission offer but refuses to increase payment fee, or charge for refunds.
4/16/2013	Praeses sends Rejection Letter to Pay Tel
6/10/2013	Notice of Intent to Award issued. Contract awarded to ICSolutions, who offered a commission of 78.1%.

ICSolutions Offer:

- 78.1% Commission; \$24,000 minimum monthly guarantee
- Compliance with Praeses specified rates: \$0.16 per minute
- Compliance with Praeses specified fees: \$5.95 for all payments, \$2.45 monthly fee on collect accounts, and \$3.00 refund fee
- Optional Features impacting price or commission:
 - Keyword Search: 2% reduction in commission percentage
 - Investigator Pro Voice Biometrics: \$0.02 per minute rate increase
 - Cell phone detection: to be negotiated if used
 - Jail Management System: to be negotiated if used

From: Rebecca Moltz-Landers [<mailto:Rebecca.Moltz-Landers@Praeses.com>]
Sent: Tuesday, April 02, 2013 9:31 AM
To: Rebecca Moltz-Landers
Cc: Jeff Brill (brilli@acri.org); Ann O'Boyle
Subject: ACRJ RFP- Request for Additional Information

Good Morning,

In reference to RFP # 2013-01103-16 for ACRJ, please find the attached letter requesting additional information. Responses are due no later than **Friday, April 5, 2013 at 2:00 PM EST.**

Thank you for your time in responding.

Rebecca Moltz-Landers
National Accounts Manager



330 Marshall Street, Ste. 800
Shreveport, Louisiana 71101
Rebecca.moltz-landers@praeses.com
Phone: 318-424-8125
Fax: 318-213-8137

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Albemarle-Charlottesville Regional Jail Authority
RFP #2013-01103-16

April 2, 2013

Albemarle-Charlottesville Regional Jail Authority (ACRJ) is requesting that Vendor submit additional information based on the criteria listed below. Vendor's response to this request must be delivered via email to Jeff Brill at brillj@acrj.org no later than **2:00 EST on Friday, April 5, 2013**.

- ACRJ requests that Vendor offer a commission rate based on the calling rates and fees below. Additionally, ACRJ requests that Vendor offer a commission guarantee in the form of a Minimum Monthly Guarantee (MMG). The MMG shall be applicable for the Agreement term and any extension period(s). Monthly commission shall be paid by Vendor at the commission rate selected by ACRJ on all Gross Revenues as defined in the RFP or the MMG, whichever is greater. Vendor's additional commission proposal shall factor in ACRJ's desire to implement debit calling at the Facility upon the completion of the initial installation.

CALL TYPE	COLLECT		PRE-PAID COLLECT		DEBIT AND/OR INMATE BASED PRE-PAID	
	<u>Surcharge</u>	<u>Per Minute Rate</u>	<u>Surcharge</u>	<u>Per Minute Rate</u>	<u>Surcharge</u>	<u>Per Minute Rate</u>
Local	\$0.00	\$0.16	\$0.00	\$0.16	\$0.00	\$0.16
Intralata/Intrastate	\$0.00	\$0.16	\$0.00	\$0.16	\$0.00	\$0.16
Interlata/Intrastate	\$0.00	\$0.16	\$0.00	\$0.16	\$0.00	\$0.16
Interlata/Interstate	\$0.00	\$0.16	\$0.00	\$0.16	\$0.00	\$0.16
International	n/a	n/a	n/a	n/a	\$4.00	\$1.00

Commission Rate: _____ (%) **Minimum Monthly Guarantee:** \$ _____

APPROVED FEE	AMOUNT
Pre-Paid Collect Transaction Fee	\$5.95
Monthly Collect Billing Fee	\$2.45
Refund Fee	\$3.00

VENDOR NAME: _____

AUTHORIZED REPRESENTATIVE: _____

SIGNATURE: _____

TITLE: _____

DATE: _____



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www.praeses.com

April 16, 2013

Pay Tel Communications Inc.
Attention: Vince Townsend
P.O. Box 8179
Greensboro, NC 27419

(Sent via e-mail)

Dear Mr. Townsend:

On behalf of Albemarle-Charlottesville Regional Jail Authority, (“ACRJ”), Praeses would like to thank Pay Tel for its thorough response to the Request For Proposal (RFP.) After careful analysis of Pay Tel’s proposal and the proposals of other respondents, Praeses regrets to inform you that Pay Tel has not been chosen as the successful vendor for this RFP.

ACRJ and Praeses recognize and genuinely appreciate the time and effort that went into Pay Tel’s response.

Sincerely,

Rebecca Moltz-Landers
National Accounts Manager

cc: Jeff Brill, ACRJ

**Albemarle-Charlottesville Regional Jail Authority
RFP #2013-01103-16**

April 2, 2013

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