



Connect with Purpose

NASPO VALUEPOINT MASTER AGREEMENT FOR INMATE COMMUNICATIONS

State of Nevada RFP #99SWC-S1154
Part II – Cost Proposal

Closing Date: April 20, 2022

Presented to:

Attention Heather Moon, Purchasing Officer II
Nevada State Purchasing Division
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Presented by:

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1. Attachment C

NASPO ValuePoint

| State | Nevada | Georgia | Wisconsin | Virginia | Arizona | Nebraska |
|---|--------|---------|-----------|----------|---------|----------|
| Inmate Population (current annual average daily population) | 10,812 | 42,000 | 20,324 | 24,681 | 38,000 | 5,540 |

2.1 Software Applications

| | | | | | | |
|---|--|----------------|----------------|----------------|----------------|----------------|
| Education | | | | | | |
| Base courses including GED preparation (detail in proposal narrative) | No Cost | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Custom DOC-required curriculum | No Cost ^(A1) | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Video Visitation | \$0.25/minute | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| External Electronic Mail | | | | | | |
| Message Only | \$0.20/Message inbound from friends / family \$0.01/minute outbound from inmate (\$15.00 for 1,500 minutes) | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Pictures | \$0.20/Attachment | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Video Messages | \$0.60/Video Message | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Internal Electronic Communications | No Cost | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Inmate Commissary Ordering | No Cost | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Inmate Trust/Commissary Account access | No Cost | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Inmate Phone Account access | No Cost | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Music Purchases/Download | \$1.59 average per song ^(A2) | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| | \$0.01 per minute (\$15.00 for 1,500 minutes) Standard Streaming Music | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| | \$7.49 per 7-Day Premium Streaming Music with Playlists and Caching ^(A3) | | | | | |
| Music Subscription Services | No Cost for Standard Programs ^(A4) | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Self Improvement Programs | No Cost to Access | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Law Library Research Access | No Cost | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Inmate Grievances | No Cost for Standard eBooks ^(A5) | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Electronic Books | \$0.01/minute (\$15.00 for 1,500 minutes) | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Games | \$0.01/minute (\$15.00 for 1,500 minutes) | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| News | \$0.01/minute (\$15.00 for 1,500 minutes) or Up to \$2.99 average per individual subscription | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Movies | \$0.01/minute (\$15.00 for 1,500 minutes) | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Podcasts | No Cost | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| PDF Document Viewing | No Cost | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Inmate Management Tools | No Cost | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Additional Services: | | | | | | |
| Per minute streaming option without bundle | \$0.05/minute | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Streaming Media (Standard movies + additional streaming video) | \$0.01/minute (\$15.00 for 1,500 minutes) | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Premium Movies (Gold) | \$0.12 per minute or Up to \$19.99 per subscription | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Inmate Calling via the tablets or kiosks | \$0.02/minute base rate without commissions | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Mail Scanning: Facilities to do their own scanning | \$0.08 per piece of mail | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Mail Scanning: Vendor to provide scanning at off-site facility | \$1.25 per piece of mail | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Mail Scanning: Facility to have contracted staff facilitate | \$1.30 per piece of mail | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Payment Services | See "ViaPath Notes" tab for payment tiers ^(A6) | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Software development rate for DOC enhancements | To be negotiated based on requirements | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |

NOTE: Applications should be offered in various languages

| State | Nevada | Georgia | Wisconsin | Virginia | Arizona | Nebraska |
|-------|--------|---------|-----------|----------|---------|----------|
|-------|--------|---------|-----------|----------|---------|----------|

2.2 Kiosks

| | | | | | | |
|----------------------------|---|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|---------------------------------------|
| Inmate/Turnkey Kiosks | # of Near-Field Communication (NFC) stations, Flex stations or equivalent | | | | | |
| Number of Kiosks | 254 | 840 | 407 | 494 | 760 | 111 |
| Lease, Purchase or No Cost | No Cost | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Deposit Kiosks | | | | | | |
| Number of Kiosks | 7 | Per Lobby where payments are received | Per Lobby where payments are received | Per Lobby where payments are received | Per Lobby where payments are received | Per Lobby where payments are received |
| Lease, Purchase or No Cost | No Cost | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |

NOTE: If kiosk is leased, include all costs associated to include maintenance.

2.4 Tablet Device

| | | | | | | |
|---|---|----------------|----------------|----------------|----------------|----------------|
| Tablet (detail Screen Size and Memory Capacity) | | | | | | |
| Lease, Purchase or No Cost | No Cost | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Basic Tablet | To be negotiated if tablets are provided for sale or lease in the future | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Basic Tablet with larger screen | To be negotiated if tablets are provided for sale or lease in the future | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Basic Tablet with added memory | To be negotiated if tablets are provided for sale or lease in the future | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Accessories | | | | | | |
| Headphones | \$3.49 | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Charger | \$7.99 | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Case | To be negotiated if cases are provided for sale in the future | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Screen protector | To be negotiated if screen protectors are provided for sale in the future | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |

NOTE: If tablet is leased, include all costs associated to include maintenance.

Portable device (non-tablet)

| | | | | | | |
|---|---|----------------|----------------|----------------|----------------|----------------|
| Device (detail Screen Size and Memory Capacity) | | | | | | |
| Lease, Purchase or No Cost | To be negotiated if portable devices are provided for sale or lease in the future | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Basic device | To be negotiated if portable devices are provided for sale or lease in the future | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Upgraded device | To be negotiated if portable devices are provided for sale or lease in the future | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Accessories | | | | | | |
| Headphones | To be negotiated if accessories are provided for sale in the future | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Charger | To be negotiated if accessories are provided for sale in the future | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Case | To be negotiated if accessories are provided for sale in the future | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Screen protector | To be negotiated if accessories are provided for sale in the future | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Keyboards --- REQUIRED if upon request | To be negotiated if accessories are provided for sale in the future | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |

| State | Nevada | Georgia | Wisconsin | Virginia | Arizona | Nebraska |
|-------|--------|---------|-----------|----------|---------|----------|
|-------|--------|---------|-----------|----------|---------|----------|

DOC Commission

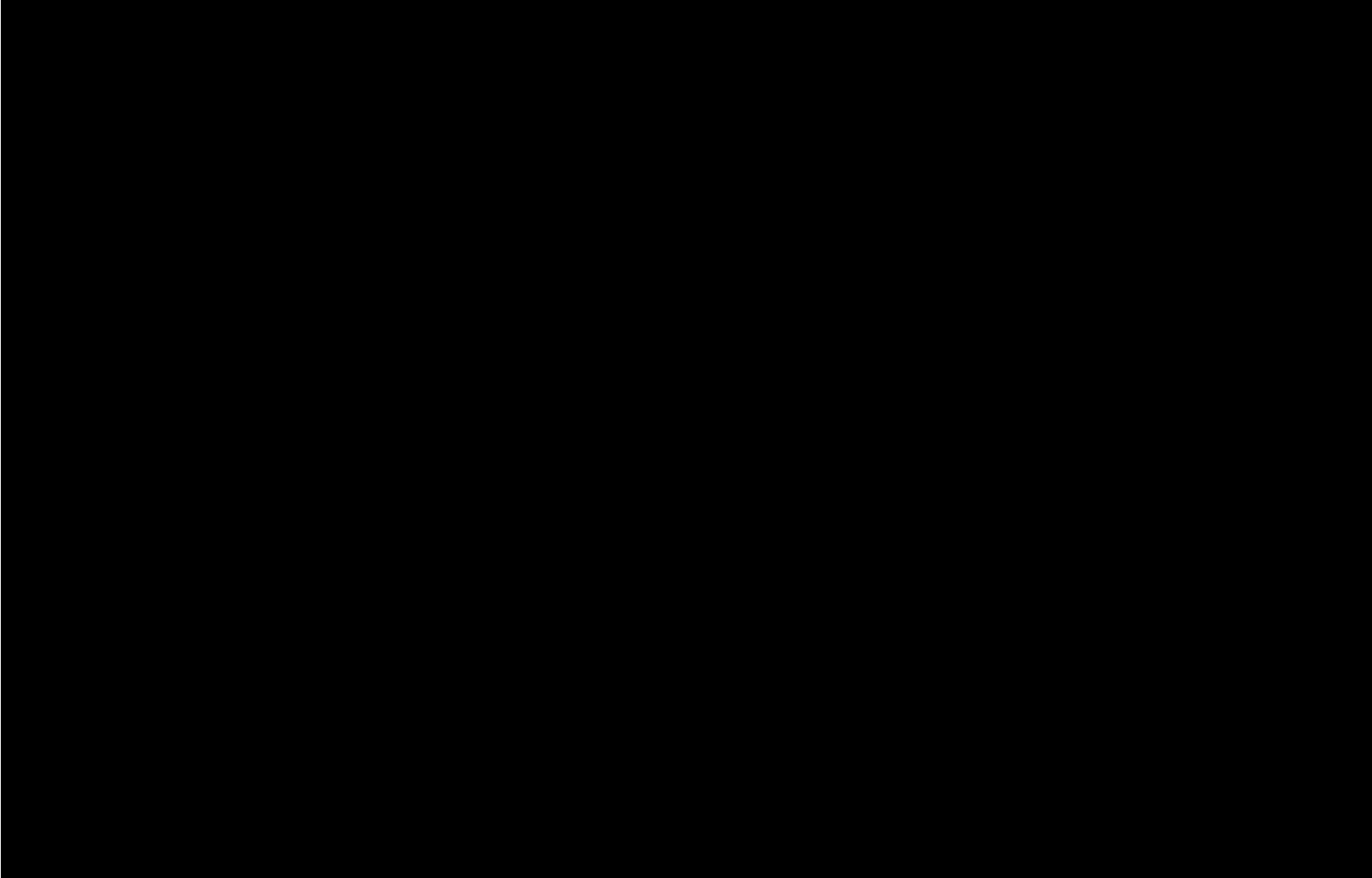
All rates above assumes zero commission. Customer may add to the rates and keep the increase as commission.

| | | | | | | |
|--|------|----------------|----------------|----------------|----------------|----------------|
| Video Visitation | 0.0% | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| External Electronic Mail | | | | | | |
| Message Only | 0.0% | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Pictures | 0.0% | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Video Messages | 0.0% | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Music Purchases/Download | 0.0% | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Music Subscription Services | 0.0% | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Electronic Books | 0.0% | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Games | 0.0% | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| News | 0.0% | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Movies | 0.0% | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Podcasts | 0.0% | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Tablet (detail Screen Size and Memory Capacity) | | | | | | |
| Basic Tablet | N/A | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Basic Tablet with larger screen | N/A | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Basic Tablet with added memory | N/A | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Tablet Accessories | | | | | | |
| Headphones | 0.0% | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Charger | 0.0% | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Case | N/A | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Screen protector | N/A | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Other Portable Device (detail Screen Size and Memory Capacity) | | | | | | |
| Basic device | N/A | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Upgraded device | N/A | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Other Portable Device Accessories | | | | | | |
| Headphones | N/A | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Charger | N/A | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Case | N/A | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Screen protector | N/A | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |
| Keyboards | N/A | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada | Same as Nevada |

CALLING RATES: PER MINUTE RATE

| | Base Rates | | | Rate Adjustments based on Added Features | | | | | Additional Vendor Features | | |
|-------------------------------|--|---------|-----------------|--|----------------------------------|---|-----------------|---|---|--|--|
| | Collect | Debit | Prepaid Collect | Initial Voice Biometrics | Continuous Call Voice Biometrics | Investigative Tools | Voice Messaging | Cell Phone Detection | | | |
| Local | \$ 0.02 | \$ 0.02 | \$ 0.02 | Included | Included | See "ViaPath Notes" tab ^(B1) | No Cost | See "ViaPath Notes" tab ^(B2) | See "ViaPath Notes" tab ^(B3) | | |
| Intralata | \$ 0.02 | \$ 0.02 | \$ 0.02 | | | | | | | | |
| Interlata | \$ 0.02 | \$ 0.02 | \$ 0.02 | | | | | | | | |
| Interstate | \$ 0.02 | \$ 0.02 | \$ 0.02 | | | | | | | | |
| International ^(B4) | \$ 0.02 | \$ 0.02 | \$ 0.02 | | | | | | | | |
| Additional Fees | FCC allowable funding fee: \$3.00 Web/IVR, \$5.95 Live Operator | | | | | | | | | | |
| Commission Rate | Customer Add To the Base Rate Per Minute and keep the increase as commission | | | | | | | | | | |

| State | Nevada | Georgia | Wisconsin | Virginia | Arizona | Nebraska |
|---|--------|---------|-----------|----------|---------|----------|
| Inmate Population (current annual average daily population) | 10,812 | 42,000 | 20,324 | 24,681 | 38,000 | 5,540 |



Additional Pricing Information

Tablet/Kiosk: Additional Features & Services

| Reference | Other Content Name | Rate Adjustment | One Time Cost | Annual Cost | Commission | Comment |
|-----------|---|---|---------------|-------------|------------|--|
| A1 | Custom DOC-required curriculum | N/A | N/A | N/A | N/A | Access to DOC provided curriculum |
| A2 | Music Purchases/Download | \$0.69 - \$2.49 per download | N/A | N/A | N/A | Customer may add to rate and keep increase as commission |
| A3 | Streaming Music with Caching and Playlists | \$9.99 per 14-Day Premium Streaming Music with Playlists and Caching \$12.49 per 30-Day Premium Streaming Music with Playlists and Caching | N/A | N/A | N/A | Customer may add to rate and keep increase as commission |
| A4 | Financial Literacy | Negotiable | Negotiable | Negotiable | N/A | Gives returning citizens a better chance at success through Financial Literacy |
| | Anger Management Course | Negotiable | Negotiable | Negotiable | N/A | Mental health course on Anger Mgmt from an industry expert |
| | Substance Abuse Treatment | Negotiable | Negotiable | Negotiable | N/A | Research-backed substance abuse treatment with a proven track record of successes |
| | Substance Abuse & Smoking Treatment | Negotiable | Negotiable | Negotiable | N/A | Substance abuse treatment with an additional focus on smoking cessation |
| | Virtualia - Digital Job Training | Negotiable | Negotiable | Negotiable | N/A | Vocational training teaches our entrepreneur students how to be a productive contributor to these Freelancing networks |
| | Reentry Magazine | Negotiable | Negotiable | Negotiable | N/A | A magazine-style publication focused on the challenges related to reentry |
| | TOPUCU (The Only Person You Cheat Is You) | Negotiable | Negotiable | Negotiable | N/A | TOPUCU is a program designed to transform your thinking and actions. Consider it a training camp for the mind. |
| A5 | Re-Entry Success: Illegal to Legal: How to Start a Business | Negotiable | Negotiable | Negotiable | N/A | Course designed to help incarcerated learners with business and entrepreneurship skills |
| | GED, HiSet, TASC Prep (i-Pathways) | Negotiable | Negotiable | Negotiable | N/A | Prep courses for the GED, HiSet and other standardized tests |
| A6 | Audiobooks | Negotiable | Negotiable | Negotiable | N/A | |
| | Payment Services | | | | | |

| Electronic Fund Transfer | | | |
|--------------------------|----------|--------|--------|
| Deposit Range | | Trust | |
| Low | High | Credit | Cash |
| \$0.01 | \$9.99 | \$0.90 | \$2.50 |
| \$10.00 | \$19.99 | \$1.75 | \$2.50 |
| \$20.00 | \$99.99 | \$5.95 | \$2.50 |
| \$100.00 | \$199.99 | \$6.95 | \$2.50 |
| \$200.00 | \$300.00 | \$7.95 | \$2.50 |

Customer may add to rate and keep increase as commission

| Self Release / Bail | | | |
|---------------------|------------|---------------|---------------------------|
| Deposit Range | | Self Release | |
| Low | High | Credit | Cash |
| \$0.01 | \$100.00 | \$5.00 + 5.0% | \$5.00 plus an additional |
| \$100.01 | \$2,900.00 | | |

Customer may add to rate and keep increase as commission

| Walk-In Retail | | | |
|----------------|----------|----------------|--------|
| Deposit Range | | Walk in Retail | |
| Low | High | Credit | Cash |
| \$0.01 | \$300.00 | \$4.95 | \$4.95 |

Customer may add to rate and keep increase as commission

All rates above assumes zero commission. Customer may add to the rates and keep the increase as commission.

| Inmate Phone - Rate Adjustments based on Added Features (all call types) | | | | | | |
|--|--|-----------------|---------------|-------------|---|---|
| Reference | Investigative Tools | | | | | |
| | Name | Rate Adjustment | One Time Cost | Annual Cost | Commission | Comment |
| B1 | Voice IQ® - Continuous Voice Biometric | Included | Included | Included | N/A | |
| | Voice IQ® - Initial Voice Biometric | Included | Included | Included | N/A | |
| | Call IQ® Basic & Advanced - Intelligent Keyword Search | Included | Included | Included | N/A | |
| | Called Party IQ® - Inmate to Inmate Call Detection | Included | Included | Included | N/A | |
| | Phone IQ® - Phone Type Identification | Included | Included | Included | N/A | |
| | GTL Data IQ® - Investigative Data Analysis | Included | Included | Included | N/A | Up to 10 User Accounts |
| | GTL Fusion™ - Monitoring 3% of Calls by ViaPath Staff | \$0.008 | Negotiable | Negotiable | N/A | Based on a minimum of 50 million calling minutes per year |
| GTL Fusion™ - Intelligence Information Sharing & Analysts | \$0.002 | Negotiable | Negotiable | N/A | Based on a minimum of 50 million calling minutes per year | |

| Reference | Cell Phone Detection | | | | | |
|-----------|--|-----------------|---------------|-------------|------------|---------|
| | Name | Rate Adjustment | One Time Cost | Annual Cost | Commission | Comment |
| B2 | Cellebrite Mobile Forensic Device (UFED) | Negotiable | Negotiable | Negotiable | N/A | |
| | Cellebrite Premium (Unlimited iOS and Android extraction) | Negotiable | Negotiable | Negotiable | N/A | |
| | CellSense Cell Phone Detection Device | Negotiable | Negotiable | Negotiable | N/A | |
| | CEIA PD240CB-SET Handheld Metal Detector | Negotiable | Negotiable | Negotiable | N/A | |
| | Wolfhound-Pro with 12 month extended warranty and software | Negotiable | Negotiable | Negotiable | N/A | |
| | TEK84 Intercept Body Scanner (SSD-017-1102) | Negotiable | Negotiable | Negotiable | N/A | |
| | Adani X-Ray Inspection Systems | Negotiable | Negotiable | Negotiable | N/A | |
| | Cell Phone Interdiction Sweeps | Negotiable | Negotiable | Negotiable | N/A | |
| | RFID - Realtime Location Services | Negotiable | Negotiable | Negotiable | N/A | |

| Reference | Additional Vendor Features | | | | | |
|-----------|---|-----------------|---------------|-------------|------------|---|
| | Name | Rate Adjustment | One Time Cost | Annual Cost | Commission | Comment |
| B3 | Free Inmate Calling Program: Two (2) 10 minute calls per week | Included | Included | Included | N/A | |
| | Increase wireless network coverage | Negotiable | Negotiable | Negotiable | N/A | |
| | Lower tablet ratio | Negotiable | Negotiable | Negotiable | N/A | |
| | Additional On-site Administrators | \$0.0016 | Negotiable | Negotiable | N/A | Based on a minimum of 50 million calling minutes per year |
| | Additional Dedicated Site Technicians | \$0.002 | Negotiable | Negotiable | N/A | Based on a minimum of 50 million calling minutes per year |

| Suggested Rate Tiers based on Annual Minute of Use for Bundled Solution (Inmate Phone, Tablet, Video Visit and Payments) | | | |
|--|------------|-------------------------|------------------------------|
| Minutes of Use (Annual) | | All Call Types Domestic | All Call Types International |
| Low | High | | |
| 75,000,001 | And Up | \$0.020 | \$0.020 |
| 40,000,001 | 75,000,000 | \$0.028 | \$0.028 |
| 15,000,001 | 40,000,000 | \$0.032 | \$0.032 |
| 5,000,001 | 15,000,000 | \$0.033 | \$0.033 |
| 2,500,001 | 5,000,000 | \$0.044 | \$0.044 |
| 1,000,001 | 2,500,000 | \$0.060 | \$0.060 |
| 500,001 | 1,000,000 | \$0.084 | \$0.084 |
| 100,001 | 500,000 | \$0.099 | \$0.099 |
| 1 | 100,000 | \$0.126 | \$0.126 |

B4 International ITS calls, whether made using a debit or prepaid/AdvancePay™ format: The Interstate ITS rate set forth above \$0.02 per minute [NOTE – must comply with permissible interstate rate caps based on ADP for the facility]] plus the applicable call termination rate for the destination country as published on the Company’s website, which may be updated every 3 months in accordance with the FCC Order.

| Digital Mail | | | | | | |
|--------------|---|-----------------|---------------|-------------|------------|--|
| Reference | Other Content | | | | | |
| | Name | Rate Adjustment | One Time Cost | Annual Cost | Commission | Comment |
| C1 | ChemImage VeroVision Mail Screener 3rd Generation | Negotiable | Negotiable | Negotiable | N/A | Optional Solution: scanning for drugs & toxins |