



St. Charles County Government

Department of Finance

Robert W. Schnur, CPA
Director

MEMORANDUM

TO: Steve Ehlmann, County Executive

FROM: Robert W. Schnur, Director *[Signature]*

DATE: September 15, 2011

RE: Notification of Bid Award – Paytel

*Approved by
Consent Agenda
on 9-26-11*

Attached please find a Notification of Bid Award to **Paytel** for an Inmate Phone System for the Department of Corrections. Paytel was chosen after Correction and IS staff conducted evaluations, checked references and compared the commission rates offered by the seven (7) vendors that submitted responses to our request for proposal.

This is a revenue generator; **68% of the revenue generated by this system will be paid to the county.** There will be no cost to the County.

The proposal opening was held on March 30, 2011. These firms submitted proposals: Paytel, Synergy, IC Solutions, Legacy, Securus, GTL and VAC.

After your review of the attached, if this meets with your approval, please sign forward to the Council for inclusion on its next agenda.

If you have any questions, please call.

Enclosure

APPROVED:

[Signature]

 Chuck Gross
 Director of Administration

Date 9/20/11

[Signature]

 Steve Ehlmann
 County Executive

Date 9/21/11

RECEIVED

SEP 21 2011

ST. CHARLES COUNTY COUNCIL

RECEIVED

SEP 19 2011

COUNTY EXECUTIVE OFFICE

RECEIVED

SEP 21 2011

ST. CHARLES COUNTY
COUNSELOR'S OFFICE

201 N. Second Street ♦ Suite 541 ♦ St. Charles, Missouri 63301
(636) 949-7465 ♦ Fax (636) 949-7456

NOTIFICATION OF BID AWARD

**FOR AMOUNTS ABOVE
\$5,000.00**

Process: Upon selecting winning bid, department must obtain Department Head or Elected official Signature and send to Purchasing. If over \$5,000, Purchasing will obtain County Executive's Signature. If over \$25,000, Purchasing will also route to County Counselor's Office for inclusion on Council Agenda. Once all approvals are obtained, copies will be sent to Director of Administration, County Auditor, County Clerk and Department Head.

Department Information Systems

Contact Person Don Brannam Telephone 7472

Item Bid or Service SB 11-087 Inmate Phone System

Bid Opening was held on: 3/30/2011 Bids Opened by: Rick Hooker

The following bids were received:

Vendor: Paytel Price: See attached

Bid meets all specifications: Yes No

Vendor: Synergy Price: See attached

Bid meets all specifications: Yes No

Vendor: IC Solutions Price: See attached

Bid meets all specifications: Yes No

Vendor: Legacy Price: See attached

Bid meets all specifications: Yes No

Vendor: Securus Price: See attached

Bid meets all specifications: Yes No

Vendor: GTL Price: See attached

Bid meets all specifications: Yes No

Bid awarded to: Paytel

If bid was not awarded to lowest bidder, please explain reason: Bid was awarded based on RFP Review, References, Demo Score and Commission Rate. Paytel had the highest score. Commission Revenue only, no funds will be expended.

Authorization:

Account number purchase will be charged against: _____

_____ Bid over \$5,000 Dept. Head/Elected Official Approval [Signature] 3/14/11

_____ Bid over \$5,000 County Executive Approval _____

_____ Bid over \$25,000 Please route to County Counselors Office for Inclusion on Council Agenda

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Bid Opening was held on: 3/30/2011 Bids Opened by: Rick Hooker

The following bids were received:

Vendor: VAC Price: See attached

Bid meets all specifications: Yes No

Vendor: _____ Price: _____

Bid meets all specifications: Yes No

Vendor: _____ Price: _____

Bid meets all specifications: Yes No

Vendor: _____ Price: _____

Bid meets all specifications: Yes No

Vendor: _____ Price: _____

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Vendor: _____ Price: _____

Bid meets all specifications: Yes No

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_____ Bid over \$5,000 County Executive Approval _____

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VENDORS

	PAYTEL	SYNERGY	IC SOLUTIONS	LEGACY	SECURUS	GTL	VAC
SELECTION STEP 1: RFP REVIEW	109	109	109	109	109	101	108
SELECTION STEP 2: REFERENCES	11	10	9.5	9	9	9	7
NARROWED VENDOR POOL: DEMO SCORE	62.6	53	67.4				
OPTION 2 PROPOSED: PRE-PAID COMMISSION RATE	68%	60%	63%				
TOTAL:	250.6	232	248.9				