



PLACER COUNTY
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EDWARD N. BONNER
SHERIFF-CORONER-MARSHAL

DEVON BELL
UNDERSHERIFF

To: The Honorable Board of Supervisors
From: Edward N. Bonner, Sheriff-Coroner-Marshall 
Date: June 18, 2013
Subject: Contract between Placer County Sheriff's Office and IC Solutions

Action Requested

Approve the contract between the Sheriff's Office and IC Solutions for inmate telephone services within the Sheriff's Correctional Facilities and Juvenile Detention Facility. There is no cost associated with this contract, and the revenue generated from this contract will be deposited into the Inmate Welfare Fund (IWF). The contract term is from July 1, 2013 to June 30, 2016.

Background

In 2008, the County entered into a three-year contract with Global Tel Link (GTL) to provide inmate telephone services. The contract was permissibly extended one year, and is now continuing on a month-to-month basis.

The current inmate telephone system is outdated and provides limited functionality. In December 2012 Sheriff's Office staff worked with Placer County Procurement to draft and issue an RFP for inmate telephone services. Five vendors submitted proposals which were evaluated by a seven-member panel consisting of Sheriff, Probation and District Attorney staff. The panel selected IC Solutions as the most responsive vendor. The IC Solutions contract will include installation of an upgraded phone system and software platform, installation of video visitation systems and provision of a debit card release system that will replace our current practice of releasing inmates with a check that must be cashed in order to gain access to their funds. The contract will provide these services to both the Auburn and South Placer correctional facilities. The contract is on file with the Clerk of the Board.

The inmate telephone system generates revenue by charging the person that the inmate calls. The current cost is based on mileage rates between the two callers and includes a connection fee. Under this contract, IC Solutions will charge a flat rate which should be less expensive for users. IC Solutions will compensate the County at a rate of 63.1% of gross revenues for the first three years, and 80.1% for each of two 1-year extensions. IC Solutions provides a guaranteed minimum annual revenue of \$285,000. The current vendor compensates the County at a rate of 52% of gross revenues. All funds generated from this contract will be deposited into the IWF. Pursuant to California Penal Code section 4025(e), money and property deposited into the IWF shall be expended by the Sheriff for inmate services and products that are not required by law and not funded through the jail's budget. These include educational programs, indigent hygiene supplies and clothing, and vocational and recreational equipment for inmates.

Fiscal Impact

Revenue from these services is estimated to be at least \$285,000 annually and will be placed directly into the IWF. IWF has no impact on the General Fund.

