Memorandum

MIAMI-DADE COUNTY

Date: July 3, 2012

To: Honorable Chairman Joe A. Martinez
and Members, Board of County Commissioners

Agenda Item No.9(A)(2)

From: Carlos A. Gimenez
Mayor

Subject: Recommendation for Approval to Modify Contract No. 104 - Payphone Services and Payphone Presubscription Services for Various Miami-Dade County Locations

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RECOMMENDATION

It is recommended that the Board of County Commissioners (Board) approve the modification of the existing contract with Global Tel Link Corporation (Contract No. 104 - Payphone Services and Payphone Presubscription Services for Miami-Dade County Locations) to continue providing payphone and payphone presubscription services to various County Departments for up to an additional 12 months. This is a revenue-generating contract, and the 12-month extension is expected to generate an additional $1.8 million. This revenue projection is based on recent history. Given the prevalence of cell phones since this contract was originally awarded in 2000, annual payphone revenues are substantially lower than the earlier years of this contract.

The purpose of the extension is to allow the County time to review and assess an unsolicited proposal from Global Tel Link Corporation, which incorporates the payphone system with a jail management system. The incorporation of the two systems is not covered under the scope of the existing agreement. The Corrections and Rehabilitation Department is reviewing the unsolicited proposals and staff believes that the proposal represents a unique opportunity to significantly improve operations within the Corrections and Rehabilitation Department and that the extension to this contract will afford the necessary time to fully evaluate this proposal.

TYPE OF CHANGE: Additional time and revenue

CURRENT REVENUE: $81,525,000 (for 144 months, which is the original five-year term with the two one year options and a five-year extension)

PROJECTED REVENUE: $ 1,800,000 (for 12 months)

MODIFIED REVENUE: $83,325,000

USING/MANAGING AGENCY: The Information Technology Department manages the contract and the Corrections and Rehabilitation Department is the primary user agency.

CURRENT EXPIRATION: July 31, 2012 (an initial five-year term, with two one-year options to renew and a five-year extension)

MODIFIED EXPIRATION: July 31, 2013 (for an additional 12 months)

VENDOR:

Vendor:	Address	Address
Global Tel Link Corporation	12021 Sunset Hills Road, Ste 100, Reston, VA Mr. Jeffrey Haidinger (Corporate Headquarters)	7259 NW 12th St, Miami, FL 33126 (Local Offices)

DUE DILIGENCE:	There are no known performance or compliance issues.
CONTRACT MEASURE:	25 percent of gross local service revenues for pay phones at Miami International Airport for Certified Disadvantage Business.
LOCAL PREFERENCE:	The Local Preference Ordinance was applied.
LIVING WAGE:	The Living Wage Ordinance does not apply.
USER ACCESS PROGRAM (UAP):	UAP does not apply to revenue-generating agreements.
PROCUREMENT OFFICER:	Andrew Zawoyski, CPPO

REASON FOR CHANGE

On April 25, 2000, the Board approved Contract No. 104 to TCG Payphones USA, a wholly-owned subsidiary of AT&T Corporation through Resolution R-494-00. The contract provides payphone services and payphone presubscription (long distance) services within a number of County facilities. The original contract award included a five-year term with two one-year options to renew. TCG Payphones USA has since been acquired by Global Tel Link. A five-year extension of this agreement was approved by the Board on June 6, 2006 through Resolution R-679-06, and is set to expire on July 31, 2012.

Global Tel Link submitted an unsolicited proposal to extend the existing agreement for a period of three to five years. The offer included an out-of-scope component for a jail management system for the Corrections and Rehabilitation Department. The action being requested by the Board is to extend the existing contract for up to 12 months so that the County can continue to review the unsolicited proposal and assess the jail management system component of the offer. Once the review and cost benefit analysis is completed, staff will make a recommendation to the Board. An inter-agency team consisting of staff from the Corrections and Rehabilitation Department, Information Technology Department, Internal Services Department, and Office of Management and Budget will review the proposal, and, has also visited Orange County, Florida, where a Global Tel Link jail management system is currently being utilized.

However, staff has negotiated enhancements to the existing contract with Global Tel Link, which will be incorporated for this modification period:

- Increases the current commission percentage paid to the County from 35 percent to 40 percent, which will increase gross revenue to the County;
- Provides access to Prison Rape Elimination Act designated telephone numbers;
- Improves three-way call detection settings;
- Installs and maintains the remote disconnect switch feature by individual cell location at the Training and Treatment Center and Pre-Trial Detention Center and continues to maintain this switch feature at the Women's Detention Center;
- Completes installation of the Call IQ System to provide capability of the system software to actively listen to inmate conversations for key words;
- Adds inmate cell location information in the inmate database to allow the inmate to place phone calls only from his or her assigned cell; and
- Adds biometric features (e.g., voice verification and facial recognition, etc.) to the system with the intent of being able to use multifactor biometric authentication of inmate identity.

Deputy Mayor

MEMORANDUM
(Revised)

TO: Honorable Chairman Joe A. Martinez and Members, Board of County Commissioners

DATE: July 3, 2012

FROM: R. A. Cuevas, Jr. County Attorney

SUBJECT: Agenda Item No. 9(A)(2)

Please note any items checked.

_____ **"3-Day Rule" for committees applicable if raised**

_____ **6 weeks required between first reading and public hearing**

_____ **4 weeks notification to municipal officials required prior to public hearing**

_____ **Decreases revenues or increases expenditures without balancing budget**

_____ **Budget required**

_____ **Statement of fiscal impact required**

_____ **Ordinance creating a new board requires detailed County Manager's report for public hearing**

_____ **No committee review**

✓ **Applicable legislation requires more than a majority vote (i.e., 2/3's ✓, 3/5's ____, unanimous _____) to approve**

✓ **Current information regarding funding source, index code and available balance, and available capacity (if debt is contemplated) required**

Approved _____ Mayor
Veto _____
Override _____

Agenda Item No. 9(A)(2)
7-3-12

RESOLUTION NO. _____

RESOLUTION AUTHORIZING MODIFICATION TO THE CONTRACT 104 FOR REVENUE GENERATING PURPOSES IN THE AMOUNT OF $1,800,000 WITH GLOBAL TEL LINK CORPORATION TO CONTINUE TO OBTAIN PAYPHONE AND PAYPHONE PRESUBSCRIPTION SERVICES,WAIVING FORMAL BID PROCEDURES AND THE REQUIREMENTS OF SECTIONS 2-8.3 AND 2-8.4 OF THE MIAMI-DADE COUNTY CODE, PERTAINING TO BID PROTESTS, BY A TWO-THIRD VOTE OF THE BOARD MEMBERS PRESENT, AUTHORIZING THE COUNTY MAYOR OR COUNTY MAYOR'S DESIGNEE TO EXECUTE AN AGREEMENT FOR AND ON BEHALF OF MIAMI-DADE COUNTY AND TO EXERCISE ANY CANCELLATION AND RENEWAL PROVISIONS, AND TO EXERCISE ALL OTHER RIGHTS CONTAINED THEREIN CONTRACT NO. 104; MODIFICATION NO. 2

WHEREAS, this Board desires to accomplish the purposes outlined in the accompanying memorandum, a copy of which is incorporated herein by reference; and

WHEREAS, it has been established that specified items and services which cannot be purchased under normal bid procedures,

NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA, that this Board finds it is in the best interest of Miami-Dade County to waive formal bid procedures and empower the County Mayor or County Mayor's designee to execute a modification to Contract 104, to obtain revenues in the approximate amount of $1,800,000 with Global Tel Link Corporation, therefore, competitive bidding is waived in this instance pursuant to Section 5.03(D) of the Home Rule Charter by a two-third (2/3) vote of the Board members present.

The foregoing resolution was offered by Commissioner , who moved its adoption. The motion was seconded by Commissioner and upon being put to a vote, the vote was as follows:

Joe A. Martinez, Chairman
Audrey M. Edmonson, Vice Chairwoman

Bruno A. Barreiro	Lynda Bell
Esteban L. Bovo, Jr.	Jose "Pepe" Diaz
Sally A. Heyman	Barbara J. Jordan
Jean Monestime	Dennis C. Moss
Rebeca Sosa	Sen. Javier D. Souto
Xavier L. Suarez	

The Chairperson thereupon declared the resolution duly passed and adopted this 3rd day of July, 2012. This resolution shall become effective ten (10) days after the date of its adoption unless vetoed by the Mayor, and if vetoed, shall become effective only upon an override by this Board.

MIAMI-DADE COUNTY, FLORIDA
BY ITS BOARD OF
COUNTY COMMISSIONERS

HARVEY RUVIN, CLERK

By:_____
Deputy Clerk

Approved by County Attorney as
to form and legal sufficiency.

Hugo Benitez