

# Memorandum



Date: July 16, 2013

Agenda Item No. 8(F)(2)

To: Honorable Chairwoman Rebeca Sosa  
and Members, Board of County Commissioners

From: Carlos A. Gimenez  
Mayor

Resolution No. R-623-13

Subject: Resolution Authorizing a Competitive Contract Modification Relating to Payphone Services and Payphone Subscription Services for Various County Departments

This item was amended at the July 9, 2013 Finance Committee meeting as follows: 1) the modification to the existing contract will be for 12 months and eliminates the cancellation clause; and 2) the vendor agreed to a 5 percent increase in revenues to the County. The value of the 5 percent increase is estimated to be an additional \$250,000 to the County during this 12-month modification period in addition. This would increase the total estimated revenues to \$2,150,000.

### Recommendation

It is recommended that the Board of County Commissioners (Board) authorize a contract modification with authority to exercise options-to-renew (OTRs). The item is described below and in more detail in the accompanying attachment:

**Item 1 – Payphone Services and Payphone Subscription Services for Various County Locations:** Modifies this revenue-generating contract for 12 months so the Information Technology Department may continue to obtain payphone services. Anticipated revenue for the 12 months is approximately \$2,150,000.

### Scope

The impact of the item is countywide in nature.

### Fiscal Impact/Funding Source

The allocation and funding source is listed in the attached item.

### Track Record/Monitor

There are no known performance/compliance issues with the vendor recommended for award in this package. The department's contract manager is reflected in the attached item.

### Delegated Authority

If the items in this package are approved, the County Mayor or County Mayor's designee will have the authority to exercise, in their discretion, subsequent options-to-renew periods and extend contracts for purchase of goods and services in accordance with the terms and conditions of each contract.

### Due Diligence

Due diligence was conducted in accordance with the Internal Services Department's Procurement Guidelines to determine Contractor responsibility, including verifying corporate status and review of performance or compliance issues. The lists referenced include convicted vendors, debarred vendors, delinquent contractors, suspended vendors, and federal excluded parties. There were no adverse findings relating to Contractor responsibility. This information is provided pursuant to R-187-12.

### Background

Additional background information is attached.

Attachment

Edward Marquez  
Deputy Mayor



**MEMORANDUM**  
(Revised)

**TO:** Honorable Chairwoman Rebeca Sosa  
and Members, Board of County Commissioners

**DATE:** July 16, 2013

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

**SUBJECT:** Agenda Item No. 8(F)(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 Mayor'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. 8(F)(2)  
7-16-13

RESOLUTION NO. R-623-13

RESOLUTION AUTHORIZING MODIFICATION OF  
COMPETITIVE CONTRACT FOR GOODS AND SERVICES  
AND APPROXIMATELY \$2,150,000.00 IN REVENUE

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

**NOW, THEREFORE, BE IT RESOLVED BY THE BOARD OF COUNTY COMMISSIONERS OF MIAMI-DADE COUNTY, FLORIDA**, that:

**Section 1.** This Board authorizes the modification of a competitive contracts as set forth in item 1 of the incorporated memorandum for goods and services and approximately ~~[[ \$1,900,000 ]]~~<sup>1</sup> >> \$2,150,000.00 << in revenue.

**Section 2.** This Board authorizes the County Mayor or County Mayor's designee to execute contracts for the items approved herein and exercise contract modifications, options-to-renew, ~~[[any cancellation provisions,]]~~ and any other rights contained therein in accordance with the terms and conditions of such contracts.

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<sup>1</sup> Committee amendments are indicated as follows: words stricken through and/or ~~[[double bracketed]]~~ shall be deleted, words underlined and/or >> double arrowed<< constitute the amendment proposed

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

	Rebeca Sosa, Chairwoman		aye
	Lynda Bell, Vice Chair		aye
Bruno A. Barreiro	aye	Esteban L. Bovo, Jr.	aye
Jose "Pepe" Diaz	aye	Audrey M. Edmonson	absent
Sally A. Heyman	aye	Barbara J. Jordan	aye
Jean Monestime	aye	Dennis C. Moss	aye
Sen. Javier D. Souto	aye	Xavier L. Suarez	aye
Juan C. Zapata	aye		

The Chairperson thereupon declared the resolution duly passed and adopted this 16<sup>th</sup> day of July, 2013. 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

Approved by County Attorney as  
to form and legal sufficiency.

By: **Christopher Agrippa**  
Deputy Clerk

Oren Rosenthal

**Item 1 – Contract Modification**

<b>Contract No.:</b> 104	<b>Title:</b> Payphone Services and Payphone Presubscription Services for Various County Locations
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<b>Type of Change:</b>	
<input checked="" type="checkbox"/> Additional Time	<input type="checkbox"/> Authorization to use Charter County Transportation Surtax Funds as a Component of MDT Operating Funds
<input checked="" type="checkbox"/> Additional Revenue	

**Contract Description and Reason for Change:**

On July 3, 2012, the Board approved a one-year extension to this agreement (Resolution R-578-12) to allow the County time to review and assess an unsolicited proposal received from Global Tel Link (GTL), which proposed incorporating the payphone system with a jail management system. In addition to the review performed by Miami-Dade Corrections and Rehabilitation, staff issued a Request for Information (RFI) to see if other vendors would be interested in providing a jail management system as part of the pay phone agreement. Besides GTL, three additional firms responded to the RFI advising that they would be interested in submitting such proposals. Subsequently, Miami-Dade Corrections and Rehabilitation, in coordination with the Information Technology Department, initiated work to prepare a Request for Proposals for the combined services. This item recommends a 12 month extension to allow additional time to complete this solicitation process. During this time, the contract is expected to generate an estimated \$2,150,000 (includes the additional five percent increase in revenues agreed to by FTL at the July 9, 2013 Finance Committee meeting) in payphone and payphone subscription services revenue. 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.

In addition, as part of this modification, the County has negotiated enhancements to the existing contract with GTL that will do the following:

- GTL will install a new inmate telephone platform, phones and features; and
- As part of the new system/platform GTL will add Voice Biometrics as a Fraud Preventative measure.

<b>Current Term Length:</b>			<b>Additional Time Requested:</b>		
168 months			12 months		
<b>Current Term Start Date:</b>		<b>Current Term Expiration Date:</b>		<b>Proposed Expiration Date:</b>	
August 1, 2000		July 31, 2013		July 31, 2014	
<u>Department</u>	<u>Current Revenue</u>	<u>Additional Projected Revenue</u>	<u>Modified Revenue</u>	<u>Funding Source</u>	<u>Contract Manager</u>
Information Technology Department	\$83,325,000	\$2,150,000	\$85,475,000	Revenue Generating	John Concepcion
<b>Contract Measures:</b>					
<input type="checkbox"/> Small Business Enterprise <input type="checkbox"/> Set-Aside <input type="checkbox"/> Bid Preference <input type="checkbox"/> Selection Factor <input checked="" type="checkbox"/> Other <u>25% of gross local service revenues for pay phones at Miami International Airport for Certified Disadvantage Business. On January 20, 2012, the DBE providing this service advised it went out of business. Currently, there are no DBEs offering this service, however, GTL is actively seeking to find a replacement DBE.</u>					
<b>Local Preference Ordinance:</b> <input checked="" type="checkbox"/> Applies where permitted by funding source <input type="checkbox"/> Does not apply					
<b>Living Wage Ordinance:</b> <input type="checkbox"/> Applies <input checked="" type="checkbox"/> Does not apply					
<b>User Access Program:</b> <input type="checkbox"/> Applies where permitted by funding source <input checked="" type="checkbox"/> Does not apply					
<b>Procurement Contracting Officer:</b> Andrew Zawoyski					
<b>Vendor</b>		<b>Address</b>		<b>Principal</b>	
Global Tel Link Corporation		7259 NW 12 <sup>th</sup> Street, Miami, FL		Jeffrey B. Haldinger	