

Gordon County Sheriff's Office Video Visitation System
Staff Recommendation for Bid Selection
October 15, 2013 - Board Meeting

The following companies submitted bids of the replacement video system and were reviewed by Major Pat Bedford and Sheriff's Office Staff, Keith King, and Martin Vaughn.

Edge Access was ruled out based on these determining factors:

- The vendor desired CAT6 wiring instead of the existing CAT5 which would be additional cost.
- Recording was either on or off and not a case by case basis.
- The primary reason for their elimination was that Edge Access did not allow for the jail receptionist to make the video connections. Edge Access run their visits by the visitor scheduling the visit with the inmate. The Quick Connect feature for the jail reception is critical.

Montgomery Tech was ruled out based on these determining factors:

- Not enough information to know if they meet specs.
- They only quoted for 26 stations instead of the 42 stations that that are currently in use.

Simplex / Renovo was ruled out based on these determining factors:

- Simplex was the hardware vendor and Renovo would be the software vendor. We (the review committee) felt that it would be best to have one company who is responsible for both hardware and software.
- Both the base cost and the 7 year projected cost were the highest price of all six vendors.
- Simplex / Renovo had a great system and met specs. However, the remaining vendors had comparable systems at lower cost.

Black Creek was ruled out based on these determining factors:

- Black Creek's system primarily uses mini computers instead of audio/video encoders as the other vendors.
- These mini computers experience the same issues as normal desktop computers, with the added problems of viruses and security concerns.
- The vendor stated that the mini computers had a lifespan of approximately 5 years and a replacement cost of \$1000 per station. This would be an additional \$42,000 within 5 years.

VU Gate was ruled out based on these determining factors:

- VU Gate's system met all specs. However, some of their system was broken down into the following:
 - Main system with the base price of \$70,648.
 - VUGate VIPER Visitation Scheduling Management System is \$7,500.00.
 - If the County did not opt for the VUGate VIPER Visitation Scheduling Management System, the recorded visits would not have any indicator of which inmate was on the visit. The County could opt a JMS solution at a price of \$3500 to tie the name / ID of inmate to the recorded file.
- Based on the previous information, The staff felt as if the system was to segmented and not a holistic approach to what was needed in a system
- VU Gate is based in Texas with no presence close enough to provide a fast response time if a failure occurred.

InnoVisit is being recommended based on these determining factors:

- InnoVisit has a great reputation in Georgia with other detention facilities and met the specs of the bid proposal.
- At a 7 year projected cost, InnoVisit was the second lowest.
- The lowest cost recording option.
- The lowest cost of an on-site technician if needed.
- Deputy Eric Guthrie, Lt. Grady Jolley, and Keith King visited Floyd County Jail where InnoVisit is in place and a representative from the Floyd County Sheriff's Office stated that in the last seven years only one station has went out and InnoVisit replaced the station the following day.
- Staff spoke to Peach County Jail and they stated that after a lightning strike on their building during an over-night storm, InnoVisit was onsite the first thing on the following morning to replace the damaged equipment.
- InnoVisit is based in Alabama and has a 4 hour on-site response time.

This chart is a break down of initial cost of just the system including a 7yr projected cost including maintenance

Company	Base Cost	Recording Option	On-Site Maintenance	7yr Cost with Maintenance Contract
Edge Access	\$86,426	N/A	\$365 for first 2 hrs then \$100/hr for each additional	\$149,926
Black Creek	\$111,500	\$10,000	\$144 / Hour	\$144,500
VU Gate	\$70,648	\$8,595	\$1500 / Day	\$118,102
InnoVisit	\$100,303	\$3,120	\$85 / Hour	\$136,843
Montomery Tech	\$87,113	N/A	\$75 / Hour	\$139,383
Simplex /Renovo	\$131,600	\$5,000	N/A	\$167,300