

**GORDON COUNTY, GEORGIA  
MEMORANDUM**

To: Board of County Commissioners  
From: Martin Vaughn, Purchasing Director  
Subject: Replace existing Inmate Video Visitation System  
Date: September 19, 2013

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The Gordon County Board of Commissioners solicited for written Proposals from interested companies to replace an existing Inmate Video Visitation System. Bid documents were prepared and sent to potential suppliers, e-mails and telephone calls were placed to possible companies, posted on the county's web site, and advertised in the Calhoun Times on August 7, 14 and 21, 2013. The deadline to submit the sealed bids was 2:00 p.m. on August 27, 2013. County staff opened the bids received at that time in a public bid opening. Below is the response:

Vendor	Cost
VUGATE (San Antonio, TX)	\$70,648.00
Edge Access (Odessa, FL)	\$86,426.00
Montgomery Tech (Greenville, AL)	\$87,113.87
InnoVisit (Montgomery, AL)	\$100,303.00
Black Creek Integrated System Corp. (Irondale, AL)	\$111,500.00
Tyco Simplex Grinnell (Chattanooga, TN)	\$131,600.00
Renovo Software (Edina, MN)	No Bid
Securus Tech (Dacula, GA)	No Bid

The selection committee comprised of Major Bedford, Captain Garigan, Lt. Vick and Eric Guthrie with input from Keith King and Martin Vaughn evaluated the bid proposals. The committee eliminated Edge Access, Montgomery Tech and VuGate because their proposal had deviations from the specifications in the bid or lack of what was view by the committee as adequate and timely support presences in this area.

**RECOMMENDATION**

The selection committee recommends InnoVisit as the company to supply the replacement Inmate Visitation System.

The funding for this project in the current budget for the Jail is \$130,000. The recommended system will cost \$100,303. We anticipate it will take 5 to 6 weeks to install after notification to proceed.

See attached Bid sheet

**GORDON COUNTY BOARD OF COMMISSIONERS**  
Inmate Video Visitation Replacement

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**PROPOSAL RESPONSE REQUIREMENTS**

Give the names of the person(s) who will be authorized to make representations for the proposer, their title(s), address(es), and telephone, e-mail and fax number(s).

The signer of the Proposal must declare that the Proposal is in all respects fair and in good faith without collusion or fraud and that the signer of the Proposal has the authority to bind the principal proponent.

Include all documents required by Gordon County.

Price \$100,303<sup>00</sup> no fuel surcharge or others charges shall be paid in addition to this price Proposal.

Please provide (on a separate sheet) software and licensing prices on a tier by tier basis to expand the system beyond the parameters set in this proposal (up to 100 total stations)

Please provide service maintenance contract prices on separate sheet and delineate the service prices by tiers of station if applicable.

List on separate page - 3 references of similar projects – include full contact information – Company, Name, Address, Phone Number

Company Name: InnoVisit, LLC.

Authorized Proposer: Robert Gerin Date 8/23/2013