

Keith King, IT Specialist  
Gordon County Information Technology Department  
706-676-0964

September 23, 2013

Re: Gordon County Sheriff's Office Video Visitation System

Dear Board of Commissioners,

I have attached two spreadsheets to this document to illustrate that even though one company may not be the lowest bidder on the surface, once you look at the project as a whole and look at the longevity of the video visitation system, the monetary value becomes more clear than just a base price.

Over a lifespan of seven years with the included base price plus seven years of maintenance, two companies became the best value as far as cost. These two companies were InnoVisit and VUGate.

The lowest cost Recording Option was InnoVisit.

The lowest cost of an on-site technician if needed was InnoVisit.

InnoVisit has a great reputation in Georgia with other detention facilities and met the specs of the bid proposal.

Deputy Eric Guthrie, Lt. Grady Jolley, and myself visited Floyd County Jail where InnoVisit is in place and the Floyd County Deputy stated that in the last seven years only one station has went out and InnoVisit replaced the station the following day. As an IT department of only three technicians, this kind of service from a vendor is crucial to keep these important services up and running.

It is for these reason that I recommended InnoVisit as the Gordon County Sheriff's Office Video Visitation System.

Sincerely,

Keith King, IT Specialist  
Gordon County Information Technology Department

Company	Base Cost	1st Year Maint	2nd Year Maint	3rd Year Maint	4th Year Maint	5th Year Maint	6th Year Maint	7th Year Maint	Total 7 Year Cost
Edge Access	\$86,426.00	included	\$7,750.00	\$7,750.00	\$12,000.00	\$12,000.00	\$12,000.00	\$12,000.00	\$149,926.00
Black Creek	\$111,500.00	included	\$5,500.00	\$5,500.00	\$5,500.00	\$5,500.00	\$5,500.00	\$5,500.00	\$144,500.00
VU Gate	\$70,648.00	included	\$7,909.00	\$7,909.00	\$7,909.00	\$7,909.00	\$7,909.00	\$7,909.00	\$118,102.00
InnoVisit	\$100,303.00	included	\$4,158.00	\$4,158.00	\$7,056.00	\$7,056.00	\$7,056.00	\$7,056.00	\$136,843.00
Montgomery Tech	\$87,113.87	included	\$8,711.39	\$8,711.39	\$8,711.39	\$8,711.39	\$8,711.39	\$8,711.39	\$139,382.21
Simplex	\$131,600.00	included	\$3,150.00	\$3,150.00	\$7,350.00	\$7,350.00	\$7,350.00	\$7,350.00	\$167,300.00

For the most part all of the service contracts covers hardware and software. However these are sometimes priced seperately and hardware suport is after the first year and software support is after the thrid year. Innovisit did state that they do not hold it against a client if the support contract has expired and does not charge a renewal fee.

Company	Recording Option	Recording Server	Total Recording Cost	On Site Maintenance
Edge Access	\$12,000.00	\$5,000.00	\$17,000.00	\$365 Per Hour
Black Creek	\$5000 (software only, County would pay for hardware)	\$5,000.00	\$10,000.00	\$144 Per Hour
VU Gate	\$3595 (software only, County would pay for hardware)	\$5,000.00	\$8,595.00	\$1500 Per Day
InnoVisit	\$3120 (Includes Software and Server)	\$0.00	\$3,120.00	\$85.00 Per Hour
Montgomery Tech	not provided	not provided	- -	
Simplex	no software cost, just hardware	\$5,000.00	\$5,000.00	