



Section 5:  
Cost Proposal



## Section 5: Cost Proposal (Separate)

### COST PROPOSAL REQUIREMENTS

This section describes the requirements to be addressed by bidders in preparing the Cost Proposal. The bidder must submit the Cost Proposal in a section of the proposal that is a separate section or is packaged separately as specified in this RFP from the Technical Proposal section.

 **Telmate Response:** We have read, understand and will comply.

The component costs of the fixed price proposal for providing the services set forth in the Request for Proposal must be provided by submitting forms substantially equivalent to those described below.

 **Telmate Response:** We have read, understand and will comply.

#### 1. PRICING SUMMARY

This summary shall present the total fixed price to perform all of the requirements of the Request for Proposal. The bidder must include details in the Cost Proposal supporting any and all costs. These details must include, at a minimum, detailed descriptions and/or specifications of the goods and/or services to be provided, quantities, and timing and unit costs, if applicable. The State reserves the right to review all aspects of the Cost Proposal for reasonableness and to request clarification of any proposal where the cost component shows significant and unsupported deviation from industry standards or in areas where detailed pricing is required.

 **Telmate Response:** We have read, understand and will comply.

#### 2. PRICES

Prices quoted shall be net, including transportation and delivery charges fully prepaid by the bidder, F.O.B. destination named in the Request for Proposal. No additional charges will be allowed for packing, packages, or partial delivery costs. When an arithmetic error has been made in the extended total, the unit price will govern.

 **Telmate Response:** We have read, understand and will comply.

## D. BUSINESS REQUIREMENTS

### 1. Commissions

To keep inmate calling rates as low as possible, The State of Nebraska will not accept a commission from the Inmate Calling Services.

 **Telmate Response:** We have read, understand and will comply.

### ~~2. Rates~~

~~Per minute charges must be flat rate twenty-four (24) hours a day, seven (7) days a week. All connect/surcharge fees will be identified by type of call.~~

~~Per Addendum Three, dated April 26, 2016, and again Per Addendum Eight, dated June 2, 2016, this text has been removed and replaced with:~~

### 2. Rates

Per minute charges must be flat rate twenty-four (24) hours a day, seven (7) days a week.

 **Telmate Response:** We have read, understand and will comply.

~~Rates must remain firm for the first five (5) years of the contract. Prices may be subject to change after the initial five (5) year period. All regulatory fees must be included in the rates, as no add-ons will be accepted. Such changes shall be based on industry changes as evidenced by revised printed price lists, verifiable documented cost increases or notices. A request for price increase shall be provided in writing, to The Nebraska State Purchasing Bureau at least thirty (30) days prior to any price increase of the contract. No price increases are to be billed to NDCS without prior written approval by the State Purchasing Bureau and the NDCS Purchasing Division. State Purchasing Bureau reserves the right to accept or reject any price increase request. In the event new prices are not acceptable, the contract may be cancelled. Approved price increases shall become part of the new contract as an amendment and will be recognized as firm contract pricing. Revised pricing will carry over to any subsequent renewals or revisions unless specifically revised and agreed upon by both parties. Bidders must provide their proposed rates for all categories listed on the cost proposal sheet.~~

~~Per Addendum Three, dated April 26, 2016, and again Per Addendum Eight, dated June 2, 2016, this text has been removed and replaced with:~~

Rates must remain firm for the first five (5) years of the contract. Prices may be subject to change after the initial five (5) year period. Such changes shall be based on industry changes as evidenced by revised printed price lists, verifiable documented cost increases or notices. A request for price increase shall be provided in writing, to The Nebraska State Purchasing Bureau at least thirty (30) days prior to any price increase of the contract. No price increases are to be

billed to NDCS without prior written approval by the State Purchasing Bureau and the NDCS Purchasing Division. State Purchasing Bureau reserves the right to accept or reject any price increase request. In the event new prices are not acceptable, the contract may be cancelled. Approved price increases shall become part of the new contract as an amendment and will be recognized as firm contract pricing. Revised pricing will carry over to any subsequent renewals or revisions unless specifically revised and agreed upon by both parties. Bidders must provide their proposed rates for all categories listed on the cost proposal sheet.

 **Telmate Response:** We have read, understand and will comply.

Please see our completed Attachment Two Cost Sheet (SECOND REVISION) below.

~~Failure to provide rates as outlined may be grounds for rejection of proposal.~~

Per Addendum Three, dated April 26, 2016, and again Per Addendum Eight, dated June 2, 2016, this text has been removed and replaced with:

Failure to provide rates as outlined may be grounds for rejection of proposal.

 **Telmate Response:** We have read, understand and will comply.

Telmate has provided rates as outlined below.

~~Any and all charges billable to the inmates and their families must be detailed in the Bidder's cost proposal. Contractor may not assess any charges to any party in connection with this service that are not outlined in their proposal response.~~

Per Addendum Three, dated April 26, 2016, and again Per Addendum Eight, dated June 2, 2016, this text has been removed and replaced with:

Any and all charges billable to the inmates and their families must be detailed in the Bidder's cost proposal. Contractor may not assess any charges to any party in connection with this service that are not outlined in their proposal response.

 **Telmate Response:** We have read, understand and will comply.

All charges billable to the inmates and their families are detailed below.

**This section contains:**

- Proposal Pricing
- Revised Attachment Two - Cost Sheet (SECOND REVISION)

Telmate's Proposal will ensure the continued service, no disruption of service through install, and delivery of a turn-key, secure and reliable inmate telephone system with related ancillary features to provide local, long-distance, international calling and additional communication opportunities between inmates and their friends and families. Telmate has provided itemized pricing for all items requested in this proposal on the following pages. We have also provided the completed chart from Revised Attachment Two - Cost Sheet.

## Proposal Pricing

Telmate's proposal includes all of the services desired by the State of Nebraska, as detailed in the State's RFP. Specifically, Telmate will provide at no extra cost to the State, and with no deductions from your anticipated revenue the following:

- Comprehensive inmate telephone, electronic/video, and tablet services installed at no cost to the State
- Powerful investigative tools at no cost to the State
- Inmate applications such as grievances, requests and commissary ordering at no cost to the State
- Integration with your JMS and commissary systems at no cost to the State
- Pain-free installation with zero downtime for inmate calls at no cost to the State
- Experienced local on-site technicians at no cost to the State
- 24/7/365 live, US-based, bilingual English/Spanish facility support at no cost to the State
- Ongoing maintenance, equipment replacement, repair and upgrades at no cost to the State
- Ongoing complimentary training throughout the contract at no cost to the State
- And **more features/services** as they become available

All of Telmate's products operate on a single unified platform. You'll have complete control over your entire inmate communications network, all from one centralized system, which authorized users can access from any computer with an Internet connection. This also means that your staff only has to be trained on one system. Our solutions will be complete, turn-key, and provided at no cost to the State of Nebraska. Our proposal is inclusive of all features and functionality described in our response, and will include free installation, training, repair, replacement, support, additional equipment and integrations to third-party software.

The team proposed for the State is highly experienced in managing implementations – in fact, we consider ourselves change management experts. We focus on taking the stress out of change by easing you into the new technology. We provide you with hands-on, on-site, ongoing

training to ensure your staff is 100% comfortable with the technology and understands how to fully utilize its time-saving features and functionalities.

Because every ITS provider is different, we look forward to the opportunity to provide the State with a detailed, live presentation of the Telmate solution in order to fully demonstrate what makes Telmate's technology the most advanced in the industry.

**Please Note:** Federal law prohibits flat-rate calling at this time. All call rates in the chart from Revised Attachment Two - Cost Sheet, are based on a one-minute minimum.

To reiterate, **there will be no costs to the State of Nebraska whatsoever for any part of this project.** Our fee structures for prepaid/trust deposits, video visitation, tablets, and other fees are below, along with the calling rates requested in Revised Attachment Two - Cost Sheet.

Please see our fees and calling rates below.

Prepaid Deposits			
Type of Deposit	Fee	Range	Telmate Verified Charge
Cash	3% not to exceed \$3.00	Flat Rate	0
Credit	5% not to exceed \$3.00	Flat Rate	0
Live Operator	5% not to exceed \$5.95	Flat Rate	0
MO/Gram	Pass thru	Actual Cost	0
QuickConnect	\$3.00		
Trust Transfer	5% not to exceed \$3.00	\$3.00 max	0

**Other Fees**

Type of Fee	Amount	Frequency
Bill Statement Fee	\$0.00	Per month per billed number
Regulatory Admin Fee	\$0.00	Per month per billed number; all call types
Wireless/VOIP Admin Fee	\$0.00	Per month per wireless or VOIP number, non Collect call billable numbers
Taxes and Other Reg	Applicable	% of total billed

**SECOND REVISION**  
**Attachment Two**  
**Cost Sheet**  
**Request for Proposal Number 5289Z1**

FIRM: Telmate, LLC

Applicable taxes and regulatory fees, per FCC rules, shall be passed through by the provider to the consumer directly with no markup, and must **not** be included in the Per Minute Rate.

Debit Calling	Per Minute Rate
-Local	\$0.10
-Intralata	\$0.10
-Interlata/Intrastate	\$0.10
-Interstate	\$0.10

Pre-Pay	Per Minute Rate
-Local	\$0.10
-Intralata	\$0.10
-Interlata/Intrastate	\$0.10
-Interstate	\$0.10

Pre-Pay Account Fees	One-Time Fee
-Establish Account Setup Fee	No pre-paid account set up fees

**Optional** (add rows as necessary)

Collect Calling	Per Minute Rate
-Local	
-Intralata	
-Interlata/Intrastate	
-Interstate	
-International (provide rates below for each country where collect calling is available)	

Debit Calling	Per Minute Rate
-International (provide rates below for each country where calling is available)	\$0.50

Miscellaneous Products or Services, Description	Cost & Unit of Measure
Inmate Tablet (optional)	\$0.05 per minute
Video Visitation (optional)	\$0.15 per minute

