

June 28, 2022

Kelsey Goebel
Corrections Center of NW Ohio
03151 County Road 2425
Stryker, OH 43557

Subject: Questions regarding RFP # 2022 - 002 for Electronic Monitoring

Dear Kelsey Goebel:

Thank you for the opportunity to submit questions regarding the above referenced RFP. Below are the questions we have prepared in the interest of submitting a clear response that addresses the needs of your program:

1. Who is your current electronic monitoring vendor?
2. How many units were in use – assigned to inmates – as of May 31, 2022 by equipment type?
3. What is the current contracted daily rate for all equipment by make and model?
 - a. Does the daily rate include all monitoring costs? If not, what is the current daily rate for the additional monitoring?
4. What is the average length of time an inmate is on GPS Monitoring? RF Monitoring? CAM Monitoring? BAM Monitoring?
5. On average, how many activations (installations) do you have per month per equipment type?
6. On average, how many deactivations do you have per month per equipment type?
7. How many devices have been lost, stolen, or damaged within the past 12 months by type?
8. What is the expected contract term? How many years will the contract be in effect and how many renewal options may be included?
9. Since monitoring center staffing factors heavily into vendor costs, we request clarification of the monitoring services required.

Is CCNO requesting the additional provision of direct manual outbound calls from the monitoring center staff to either inmates or CCNO staff?

- a. If the answer is yes, who is to be contacted by telephone? The CCNO staff, the inmate, or both?
- b. Which violation notifications must be provided via a phone call?

- c. For each of the violations that require a phone call, approximately how many alarms are generated each month?
 - d. Can you please provide the current outbound protocols?
10. Page 4, 2. PROJECT SPECIFICATIONS, b., requires vendors to submit a "trade allowance or financial equivalent that would be provided to CCNO for the trade in of their current electronic monitoring owned units." We have a number of questions about this specification.

- a. This requirement obviously benefits the current vendor/manufacturer or any reseller of the current manufacturer's equipment.

As such, it practically ensures the RFP restricts competition and does not necessarily ensure the CCNO will have the option of utilizing equipment with the best performance.

Will CCNO accept proposals without a trade in allowance, or with a small allowance, to ensure the agency has the ability to test all manufacturer's equipment and choose the best equipment in the market?

- b. Because electronic monitoring manufacturers/vendors do not use or sell other electronic monitoring manufacturer's equipment, please ask the current manufacturer what allowances they will provide to a new vendor.

For example:

- i. If the new vendor returns the equipment to the manufacturer, will reimbursement be provided?
 - 1. If yes, what is the amount of reimbursement provided for each type of equipment?
 - 2. If no, will they accept the equipment for disposal? (There are costs related to the disposal of electronic monitoring equipment due to the batteries and other electronic components.)
- ii. What type of cellular communication method is being used in the ET1 One Piece GPS units & Beacons? Example: which cellular provider is currently being paid monthly for the communications?
 - 1. Does the manufacturer need to be advised that the phone numbers assigned to the devices need to be cancelled?
 - 2. If yes, how does the manufacturer require the new vendor to advise them of this information?

3. If yes, how will the new vendor find the phone numbers to advise the current manufacturer they should be cancelled?
- iii. What type of cellular communication method is being used in the TAD CAM Transmitters with Home-Bases? Example: which cellular provider is currently being paid monthly for the communications?
 1. Does the manufacturer need to be advised that the phone numbers assigned to the devices need to be cancelled?
 2. If yes, how does the manufacturer require the new vendor to advise them of this information?
 3. If yes, how will the new vendor find the phone numbers to advise the current manufacturer they should be cancelled?
- iv. What type of communication method is being used in the SL2 Remote BAM Units? Cellular? Landline?
 1. If Cellular, which cellular provider is currently being paid monthly for the communications?
 2. Does the manufacturer need to be advised that the phone numbers assigned to the devices need to be cancelled?
 3. If yes, how does the manufacturer require the new vendor to advise them of this information?
 4. If yes, how will the new vendor find the phone numbers to advise the current manufacturer they should be cancelled?
- v. Are all of the Home-Guard 200 Radio Frequency (RF) Transmitters with Home-Bases definitely landline devices?
 1. If no:
 - a. Which cellular provider is currently being paid monthly for the communications?
 - b. How can the new vendor determine if the device is landline or cellular?
 - c. Does the manufacturer need to be advised that the phone numbers assigned to the devices need to be cancelled?
 2. If yes, will they accept the equipment for disposal?

11. Regarding the requirement on page 4, 2. PROJECT SPECIFICATIONS, d., for spare rental inventory allotments.

- a. What are the spare inventory allotments provided by your current vendor at no additional charge?
- b. Are these allotments acceptable to the CCNO?
- c. If no, what would be acceptable for each type of equipment?

12. Page 5, 3. EQUIPMENT SPECIFICATIONS, a. One-Piece GPS Monitoring ii. Tracking device, 2., requires an "adjustable and reusable strap."

This requirement relates to older technology that only one or two vendors still offer. With the advent of MRSA, COVID, and other transmittable antibiotic-resistant diseases, Electronic Monitoring vendors began to provide disposable straps, at no additional charge, so that agency staff will not be required to sanitize and re-use the straps.

We respectfully request that CCNO reword the requirement to include disposable straps. This will open the RFP to competition and allow the CCNO to select the best equipment available.

13. Page 5, 3. EQUIPMENT SPECIFICATIONS, a. One-Piece GPS Monitoring ii. Tracking device, 5., requires devices that communicate "over a global system for mobiles (GSM) network." GSM is an outdated technology, also known as 2G (second generation), that has been phased out throughout most of the United States. In fact, vendors can no longer order Subscriber Identity Module (SIM) cards that work on a GSM network. Will the CCNO accept updated cellular technology communication methods like LTE, 4G, or 5G?

14. Detention centers are historically built in a manner that limits both cellular communication and GPS location information.

- a. Is the CCNO interested in updated technologies that provide Wi-Fi communication and Wi-Fi location information to supplement cellular and GPS?
- b. If yes, will the CCNO consider adding a requirement for Wi-Fi communication and location technologies to the RFP?

15. Attachment A, Cost Proposal Form may match the way your present vendor prices equipment and services, but it is not reflective of the current industry model.

For example:

- a. If the CCNO chose to purchase equipment, we would provide a Purchase Price, a Daily Monitoring Fee ONLY for those units in use, and a Yearly Warranty Cost.

- b. If the CCNO chose to rent (lease) equipment, we would provide a Daily Rental Price per unit ONLY for those units in use, but there would be no daily monitoring fees or warranty costs.
 - i. Additionally, most electronic monitoring vendors would only charge "Daily Monitoring Fees" for leased equipment if the CCNO chose to have outbound telephone calls made by their monitoring center staff to advise the agency of alerts. If alerts are to be automated via text message, email, or fax, there would be no monitoring fees. Additionally, the Daily Monitoring Fees would be on a per unit in use basis.

Questions:

- a. Would the CCNO consider allowing vendors to provide Cost Proposal Forms that reflect their current pricing model?
 - b. If not, can you please clarify the distinctions between what fees are applicable to purchases vs. leases and what the difference is between "Daily Monitoring Fees" and "Rental Monitoring Fees"?
16. Attachment A, Cost Proposal Form does not include lines for lost, damaged, stolen (LDS) equipment. The purchase price for equipment usually differs from the LDS cost. Will the CCNO consider adding lines for LDS? If not, may vendors include an additional page with LDS pricing?
17. Are you interested in additional and/or alternative electronic monitoring technologies and products? If yes, may we offer these as "optional products and services" with associated pricing on a separate Cost Form?
18. Responses to vendor questions greatly affect each proposer's ability to develop custom solutions and cost effective pricing. Will CCNO please extend the proposal deadline to ten (10) business days after publishing answers to allow vendors adequate time to draft their response?
- That will enable vendors the opportunity to submit clear proposals that fully address the needs of your program.
19. What is the transition/implementation timeline? What are your preferred implementation start and completion dates?
20. At how many locations will training be delivered?
21. How many CCNO staff need to be trained?
22. How many times has the incumbent contractor provided an affidavit or expert witness testimony for prosecution of violations in court proceedings during the current contract term?

Thank you for your consideration. We look forward to the next steps in the proposal process.

Sincerely,

Attenti US, Inc.

Hope Beall

Hope Beall
Proposal Writer