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June 24, 2022

*Sent via email*

ATTN: Ms. Kelsey Goebel, Accounts Purchasing Assistant  
Corrections Commission of Northwest Ohio  
03151 County Road 2425  
Stryker, OH 43557

Re: Question on *RFP*: Electronic Monitoring for The Corrections Center of Northwest Ohio  
Solicitation Number: RFP #2022-002

Dear Ms. Goebel,

BI has thoroughly reviewed the above referenced *RFP* and we appreciate the opportunity to ask the following questions.

1. Reference RFP Section 2. Project Specifications, item d., page 4

*“Vendor will be willing to provide spare rental inventory allotments (to be kept at CCNO) of One-piece cellular GPS Units, CAM Units and Remote BAM Units to CCNO on a per unit basis (not a percentage basis).”*

- a. Please confirm that spares inventory is required only when CCNO rents the quantities of equipment specified in RFP Sections 2.a.i., 2.a.ii., and 2.a.iii.
- b. Please confirm that the spares inventory allotment requirement does not pertain to purchased equipment.

2. Reference RFP Section 2. Project Specifications, item f., page 4

*“The vendor will provide a system that CCNO staff can return equipment as needed. Freight charges to and from Vendor’s facility for equipment eligible for return hereunder shall be paid by Vendor when pre-authorized.”*

- a. Please confirm that this requirement applies only to rental equipment.

3. Reference RFP Section 3. Equipment Specifications, item a.ii.2., page 5

*“Be a GPS tracking device with straps that are easy-to-install, adjustable, and reusable.”*

- a. Reusable straps for GPS tracking devices reflect older technology. The majority of modern one-piece GPS monitoring devices utilize straps intended for one-time use. To ensure CCNO is receiving a broad array of proposals with the most up-to-date technology available in the market, please confirm that CCNO will also allow vendors to offer devices with easy-to install, adjustable straps intended for one-time use.

4. Reference RFP Section 3. Equipment Specifications, item a.ii.5., page 5

*“Communicate over a global system for mobiles (GSM) network that is compatible with CCNO’s service area.”*

- a. The Global System for Mobile (GSM) network commonly refers to an outdated standard developed by the European Telecommunications Standards Institute (ETSI). The standard describes the protocols for second-generation (2G) digital cellular networks used by mobile devices, such as mobile phones and tablets. GSM is nearly obsolete in the United States and is primarily used by European and other international countries. Contemporary communications networks in the United States now include CDMA (which is scheduled to terminate at the end of

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2022) and LTE. Since GSM and CDMA are expected to be discontinued within the next six (6) months, please confirm that the CCNO requires:

- i. Proposed equipment to be GSM, CDMA, or LTE compatible for the duration of 2022, and
- ii. A clearly defined plan to ensure availability of LTE compatible equipment prior to the start of 2023.

5. Reference RFP Section 3. Equipment Specifications, item b.iv., page 6

*“The equipment shall have Ethernet, or Wireless connection capabilities and be able to communicate data over any Ethernet-enabled Internet or Wireless source.”*

- a. We believe there is a minor typographical error in this specification. Please confirm this requirement should read *“...over any Ethernet-enabled Internet or Wireless source”*.

6. Reference RFP Section 3. Equipment Specifications, item b.v., page 6

*“The vendor must perform TAC confirmation data analysis on all alcohol and tamper events prior to notification.”*

- a. Industry best practice is to provide automatic tamper notifications to officers in near real time. Tamper events are critical, time-sensitive matters that require prompt attention from authorities. Confirmation of tamper events by the vendor prior to notification only adds to a delay in response time, a risk to the community, and potential liability to the agency and the vendor. Requiring vendors to proactively contact either officers or inmates to attempt to confirm tamper events introduces additional labor costs in addition to risk to public safety and compliance monitoring. Please confirm CCNO will accept automatic notifications of tamper events in lieu of proactive vendor confirmation of tamper events.
- b. Advanced transdermal monitors contain several types of tamper detection technologies beyond strap and case sensors (for example, skin resistance, water sensor, infrared block sensor). These tamper technologies are commonly confirmed by vendors’ technical staff *after* alerting officers to potential noncompliance. It is industry best practice to notify assigned agency staff of all tamper alerts *prior to* analyzing events. Requiring a vendor to proactively confirm alcohol events increases labor costs and potentially delays officer response time. Would CCNO please consider an automated alcohol alert notification in lieu of proactive vendor confirmation?

7. Reference RFP Section 3. Equipment Specifications, item b.vii., page 6

*“The equipment must utilize a commercially available and proven fuel cell technology that tests a controlled sample of perspiration of the inmate.”*

- a. This requirement as written is unnecessarily restrictive and specific to certain vendor devices. Please change the wording of this specification to the following: *“The equipment must utilize a commercially available and proven fuel cell or comparable alternative technology that tests a sample of perspiration of the inmate.”*

8. Reference RFP Section 3. Equipment Specifications, item c.ii.8., page 7

*“Device also provides a GPS location when the inmate misses or refuses to take a test, as well as when a test is provided.”*

- a. This requirement is unnecessarily restrictive and specific to certain vendor devices. In the interest of more fair and open competition, please change this specification to the following: *“Device also provides a GPS location with each alcohol test. Please describe additional GPS capabilities.”*

9. Reference RFP Section 3. Equipment Specifications, item c.iii.3., page 7

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*“Device should also have on-device schedule storage in order to wake up and prompt the inmate when it is time to test.”*

- a. This requirement is unnecessarily restrictive and specific to certain vendor devices. In the interest of more fair and open competition, please remove this portion of the specification and allow for text messages and other alternative notifications to alert and prompt the inmate when it is time to test.

10. Reference RFP Section 3. Equipment Specifications, item c.iii.5., page 7

*“Notification on the device should be both audible and visible on the device itself. Please describe how your device notifies the inmate when it is time to test.”*

- a. This requirement is unnecessarily restrictive and specific to certain vendor devices. In the interest of fair and open competition, please allow for alternative methods of notification.
- b. Please revise the second sentence in this specification to read *“Please describe how your solution notifies the inmate when it is time to test.”*

11. Reference RFP Section 3. Equipment Specifications, item d.vi., page 8

*“Allow notifications to be sent via email, text message and/or facsimile. Must have progression notification capability for alerts that generate from one CCNO staff to another if alert is not addressed and closed out within program time guidelines.”*

- a. Facsimile notifications represent an outdated technology. Please confirm facsimile notifications are not required.

12. Reference RFP Section 3. Equipment Specifications, item e.i., page 8

*“Provide a dedicated account representative to assist CCNO staff.”*

- a. Please confirm that the account representative may support other electronic monitoring programs and is not solely dedicated to CCNO’s operations.

13. Reference RFP Section 6. Project Cost Proposal, item b. page 9

*“Each proposal should be accompanied by a security bond issued by a surety company authorized to do business in Ohio, a certified check, a cashiers check, or a money order drawn upon a solvent bank or savings and loan association, payable to the CCNO, in the sum of 10% of the proposed equipment price bid amount, and conditioned that if the proposal is accepted a contract shall be executed in conformity to the invitation and proposal.”*

- a. Bid bonds are commonly predicated on the annualized cost of contracts. Since cost could vary depending on whether CCNO purchases or rents equipment, please clarify what should be the basis of the 10% bond:
  - i. Should it be based on purchase prices alone, purchase prices with monitoring rates, or rental prices with monitoring rates?
  - ii. Should the net effect of Trade-In Value/Equipment be included or excluded from the bid amount when determining the 10% bond value?
  - iii. Should Miscellaneous Additional Costs be included or excluded from the bid amount when determining the 10% bond value?
  - iv. Should Yearly Warranty Cost be included or excluded from the bid amount when determining the 10% bond value?

14. Reference RFP Section 7. Project General Conditions, item c.v., page 9

*“Modifications or changes to the Cost Proposal Form are prohibited without including a thorough explanation of any exceptions, modifications or changes.”*

- a. Some proposed costs, such as “Miscellaneous Additional Costs” may be difficult to detail in the small spaces provided on the Cost Proposal Form without making modifications. Please confirm that vendors may further detail their proposed costs through the use of a supporting cost

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narrative.

15. Reference RFP Section General Conditions, items 11 and 12, page 12
  - a. Are bidders required to provide statements certifying that personal property taxes have been paid with proposal submissions?
  - b. Are bidders required to provide a statement certifying status as an independent contractor with proposal submissions?
  
16. Reference Attachment A—Cost Proposal Form Electronic Monitoring, page 13
  - a. Should the data entered into the fields in the Cost Proposal Form reflect Price/Fee per single unit, or should they reflect the total quantity (e.g. 45 GPS, 20 CAM, 12 BAM) of each type of technology requested in the RFP?
  - b. To ensure vendors consistently and accurately populate prices, please provide a formula for calculating each of the prices, fees, and costs in Attachment A.
  - c. Please explain the intended difference between “Daily Monitoring Fees” and “Rental Monitoring Fees.”
  - d. Most vendors include the cost of maintaining rented equipment in their equipment rental price. Please confirm that “Yearly Warranty Costs” are intended only for purchased equipment.
    - i. If a vendor does not include the maintenance cost of rented equipment in their equipment rental price (but it is instead a separate charge), please confirm that those vendors must specify that maintenance cost separately from their proposed “Yearly Warranty Cost” for purchased equipment.
  
17. General RFP Questions
  - a. What is the base and option year term of the contract that will result from this solicitation?
  - b. No deadline for submission of vendors’ questions is provided in the RFP, and there is no indication of when CCNO will answer questions. Since answers to vendor questions may materially change vendor responses to this solicitation, will CCNO:
    - i. Give a deadline for submission of vendor questions?
    - ii. Notify vendors once all submitted vendor questions have been answered?
    - iii. Extend the deadline for proposal submissions to fourteen (14) days after vendor questions have been answered to allow vendors sufficient time to effectively prepare their responses?
  - c. Where will answers to vendor questions be published?
  - d. How many officers will require training?

Please contact me via phone or email should you need any clarification on these questions.

Best Regards,



Daniel Hooven, Eastern Regional Manager, Partnership Development  
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