

EXHIBIT 6



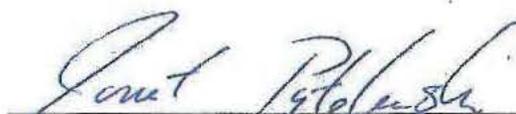
RFP Cancellation Notice

RFP Number: 46700-GDC0000609	RFP Title: Inmate Telephone Service
Requesting State Entity: Georgia Department of Corrections	
Issuing Officer: Janet Pytelewski	RFP Initially Posted to Internet: July 16, 2013
eMail Address: janet.pytelewski@doas.ga.gov	Telephone: 404-656-5361
Cancellation Date: September 5, 2014	

State Entity's Reason for Cancellation:

In order to review possible implications of the Public Notice issued by the Federal Communications Commission on August 20, 2014, the State Entity has determined that it is in the best interest of the State to rescind the Notice of Intent to Award (NOIA) posted on May 1, 2014 and to cancel the RFP pursuant to Section 2.1.8.

The State Entity intends to make any necessary revisions to the RFX and will publicly advertise the solicitation on the Georgia Procurement Registry, requesting new proposals.



Signature of Issuing Officer

EXHIBIT 7

Request for Proposal
Inmate Telephone Service



Release Date:
February 10, 2015

Proposal Due Date:
March 31, 2015

Refer ALL Inquiries to:



7. GENERAL CONDITIONS

7.1. Project Scope

7.1.1 [REDACTED] requires a turnkey inmate calling solution which shall include, without limitation, collect, pre-paid, debit and free calling. Vendor shall install and operate inmate telephones, and related equipment. Vendor shall, without cost to [REDACTED] provide all wiring for the inmate telephones, install the inmate telephones and the related hardware and software specifically identified herein, to enable inmates at the Facilities to complete, without limitation, local, long distance and/or international collect, pre-, debit and free calls.

7.2. Agreement Length

7.2.1 [REDACTED] intends to award a 3 year Agreement ("Initial Term") with the option to renew for 2 additional 1 year terms or on a month-to-month basis (not to exceed 12 months). All terms and conditions, requirements and specifications of the Agreement shall remain the same and apply during any renewal terms. The Agreement shall not automatically renew.

7.3. Surety Bond

7.3.1. Within 10 calendar days after the award of the Agreement and prior to any installation work or equipment delivery, the awarded Vendor shall furnish a bond in the form of a Surety Bond, Cashier's Check, or Irrevocable Letter of Credit, issued by a surety company authorized to do business in the [REDACTED], and payable to [REDACTED].

7.3.2. The Surety Bond must be made payable to [REDACTED] in the amount of \$125,000.00 and will be retained during the full term of the Agreement and any renewal terms. Personal or company checks are not acceptable. The Agreement number (if applicable) and/or dates of performance must be specified on the Surety Bond.

7.3.3. In the event [REDACTED] exercises its option to renew the Agreement for an additional term, Vendor shall be required to maintain the Surety Bond for the renewal term, pursuant to the provisions of this section, in an amount stipulated at the time of the Agreement renewal.

7.4. Vendor Costs and Taxes and Fees on Services

7.4.1. It is expressly understood that [REDACTED] is not responsible in any way, manner or form for any of Vendor's costs, including but not limited to taxes (including sales tax), shipping charges, network charges, insurance, interest, penalties, attorney fees, liquidated damages, licenses, fees, tariffs or other costs related to any and all Vendor's services.

7.4.1. Vendor agrees that it is entirely responsible for calculating, collecting and remitting all fees and taxes, including sales tax where applicable, on all services and items provided to the inmates. Including but not limited to any and all taxes as applicable for the following services:

7.4.1.1. ITS services such as; collect, debit, pre-paid and any other calls.

7.5. Financial Approach and Reporting

7.5.1. In its proposal, Vendor is required to offer 2 types of financial options as specified below. Regardless of the financial option selected by [REDACTED] Vendor shall provide full reporting as required herein.

7.5.2. Financial Option Number One:

7.5.2.1. Vendor shall comply with the calling rates and maximum allowed fees identified under Option 1 of Appendix B – Calling Rates and Financial Approach.

- 7.5.2.2. [REDACTED] does not wish to earn commission based on the Gross Revenue generated under the awarded Agreement.
- 7.5.2.3. Vendor shall offer [REDACTED] an upfront financial guarantee covering the full length of the Initial Term. Such financial guarantee shall take into consideration [REDACTED] current Minimum Annual Guarantee ("MAG"), monthly calling statistics, calling rates and other information regarding [REDACTED] current ITS environment, provided in Appendix A – Facility Specifications. The financial guarantee shall be due and payable to [REDACTED] or its Designated Agent upon execution of the Agreement.
- 7.5.2.4. The financial guarantee offered by Vendor will be utilized by [REDACTED] to recoup some but not all administrative and operational costs for its Facilities during the Initial Term. Under this RFP and the awarded Agreement, [REDACTED] may recoup from Vendor certain administrative and operational expenses incurred in providing inmate telephone services ("Cost Reimbursement") in the event [REDACTED] extends the Agreement past the Initial Term. The Cost Reimbursement shall be due and payable upon receipt of the invoice by Vendor and as outlined in Section 7.5 – Financial Approach and Reporting.
- 7.5.2.5. Should a federal, state or local regulatory agency issue a ruling which significantly lowers the calling rates or fees in the Agreement, Vendor shall adjust the calling rates and make them in compliance with the calling rates implemented by the regulatory agency or terminate the Agreement without penalty to [REDACTED] so that [REDACTED] may select another inmate telephone service provider.

7.5.3. Financial Option Number Two:

- 7.5.3.1. Vendor shall comply with the maximum allowed fees identified under Financial Option Number Two of Appendix B – Calling Rates and Financial Approach.
- 7.5.3.2. Vendor shall propose to [REDACTED] a cost-based financial option for providing the turn-key ITS as specified in this RFP inclusive of all requirements and specifications. The cost-based financial offer shall be specified on a per call basis for all call types as shown in Appendix A – Facility Specifications. Vendor's proposal shall include itemized cost detail to support the proposed per-call cost. Failure to provide this information may result in disqualification of Vendor from the RFP process.
- 7.5.3.3. [REDACTED] will specify the calling rates to be charged for each call type upon Agreement award and Vendor shall charge calls at the approved rates.
- 7.5.3.4. One Hundred Percent (100%) of all Gross Revenues (as defined) generated based on the approved calling rates will be remitted to [REDACTED] upon the completion of each traffic month. Each traffic month shall be defined as a calendar month.
- 7.5.3.5. Vendor will invoice [REDACTED] monthly for total number of completed calls (excluding free and complimentary calls) generated by and through the ITS based on the agreed-upon per call cost amount.
- 7.5.3.5.1. Vendor's invoice for the previous month's completed calls is due to [REDACTED] on or before the 10th day of the month following the month of traffic.
- 7.5.3.5.2. [REDACTED] will remit payment for the previous month's completed calls within 30 days.
- 7.5.4. Gross Revenue consists of all earnings, gain, income, generated revenue, proceeds or receipts paid to or received by Vendor that are in any way connected to the provision of ITS service pursuant to this RFP and Agreement. **Gross Revenue includes**, by way of example and not limitation, all the following: all surcharges, per minute fees and any additional fees and/or charges generated by the completion of all calls (including any combination of free, collect, debit, and pre-paid local, Intralata/Intrastate, Intralata/Interstate, Interlata/Intrastate, Interlata/Interstate and International

- calls), additional fees and/or charges added to the total cost of a call or added to the called party's bill or any other earnings received by Vendor.
- 7.5.5. Vendor's per call cost shall take into consideration all unbillable calls, bad debit, uncollectible calls, taxes and fraudulent calls. Vendor's supporting documentation shall itemize each of these expenses and how they make up the proposed per call cost.
- 7.5.6. Any additional fees to be added to the called party's bill or paid by the calling or called party (including those associated with establishing/funding pre-paid collect accounts) for inmate telephone calls from the Facilities must be approved by [REDACTED] prior to implementation. [REDACTED]
- 7.5.7. Any charges/fees added to the called party's bill without the express written consent of [REDACTED] shall incur a fine of \$500.00 per day from the date the additional charges/fees were first added through the date the charges/fees were discontinued.
- 7.5.7.1. [REDACTED] shall notify Vendor of any unapproved additional fees and/or charges of which [REDACTED] becomes aware of and shall provide Vendor with an invoice for the total fine due, for which Vendor shall remit payment to [REDACTED] within 30 days.
- 7.5.7.2. Vendor shall refund each called party for the unapproved charges/fees from the date the charges/fees were implemented until the date the charges/fees were discontinued.
- 7.5.8. Notwithstanding the foregoing, Gross Revenue does not include:
- 7.5.8.1. Pre-Paid Collect Fees. Pre-paid collect fees are defined as fees imposed on called parties who set up and/or fund a pre-paid collect account with Vendor or a third party (i.e. Western Union) to accept calls. All pre-paid collect fees must be approved by [REDACTED] and are subject to the penalty defined above if not approved by [REDACTED] in advance. Vendor shall comply with the amount specified in Appendix B – Calling Rates and Financial Approach.
- 7.5.8.2. Required regulatory charges and taxes that are intended to be paid by the called party and then remitted 100% by the billing party to the appropriate governmental agency.
- 7.5.8.3. A "Free" call shall be defined as a call not generating any revenue for Vendor. Calls to telephone numbers that appear on the free call list supplied by [REDACTED] or from inmate telephones approved by [REDACTED] to process free calls shall not generate revenue for Vendor and shall not be commissionable to [REDACTED]. Only those numbers designated by [REDACTED] on the free call list and inmate telephones approved by [REDACTED] to process free calls shall be marked as "Free" in the ITS and designated as such in the call detail records.
- 7.5.8.3.1. As identified above, [REDACTED] authorized free calls shall not generate revenue for Vendor. In the event Vendor receives revenue, notwithstanding the source, from any third party related to a completed free call, authorized or unauthorized by [REDACTED] Vendor shall remit all revenues received for each completed free to [REDACTED]
- 7.5.8.4. Complimentary calls associated with Vendor's pre-paid collect program are not invoiced and shall not generate revenue for Vendor. Vendor shall specify the duration of and the frequency between each complimentary call to a unique telephone number. Vendor shall indicate how complimentary calls are labeled in the call detail records.
- 7.5.9. A call is deemed complete, and considered part of Gross Revenue (as described above), when a connection is made between the inmate and the called party, whether such connection is established by positive acceptance or by live or automated machine pick-up (e.g. when the ITS considers a tone from an answering machine, voicemail, etc. as acceptance). The call shall be deemed complete and billable regardless if Vendor can bill or collect revenue on the call.
- 7.5.10. Vendor may, upon request from [REDACTED] utilize the onsite commissary provider to distribute and charge for inmate telephone services, provided there is a written agreement regarding the form and manner of how the associated taxes are to be collected and remitted. In the event the commissary provider collects and remits taxes for inmate telephone services, Vendor is solely responsible for

9. APPENDIX A – FACILITY SPECIFICATIONS

Item	Facility Specifications				
ADP	429	165	130	80	355
Number of Beds	625	200	120	100	643
Call Time Limit	15 min.				
Hours Available of Inmate Telephones	6:30am – 11pm: GP, 24/7 for certain segregated areas	6:30am – 11pm: GP, 24/7 for certain segregated areas	6:30am – 11pm: GP, 24/7 for certain segregated areas	6:30am – 11pm: GP, 24/7 for certain segregated areas	6:30am – 11pm: GP, 24/7 for certain segregated areas
Number of PANS	0	0	0	0	0
Number of Inmate Telephones Required	55	18	14	13	64
Required Telephone Cord Length (Inmate Telephone)	24" for GP; 18" for certain segregated areas	24" for GP; 18" for certain segregated areas	24" for GP; 18" for certain segregated areas	24" for GP; 18" for certain segregated areas	24" for GP; 18" for certain segregated areas
Portable/Cart Phones Required	1	2	2	1	2
Coin Pay Telephones Required	1	1	1	1	1
TDD Units Required	1	1	1	1	1
Inmate Telephone Service Workstations Required	1 - for the onsite administrator	0	0	0	0
Inmate Kiosks Required	0	0	0	0	0
Inmate Test Telephone	1	0	0	0	0

Call type	Average Monthly Statistics Based on 12 Months of Data (January 1014 through December 2014)					
	Collect		Prepaid Collect		Debit	
	# Calls	# Minutes	# Calls	# Minutes	# Calls	# Minutes
Local	843	8,244	7,166	78,431	13,528	141,963
Intralata/Intrastate	193	1,875	1,154	12,571	2,385	25,678
Interlata/Intrastate	99	907	1,091	12,392	2,317	26,575
Interlata/Interstate	37	367	1,316	13,542	3,469	30,018
International	n/a	n/a	1	7	9	44
Current MAG	\$750,000.00					

EXHIBIT 8

[REDACTED]

From: [REDACTED]
Sent: Wednesday, January 28, 2015 2:41 PM
To: [REDACTED]
Subject: Request for Proposals [REDACTED] Inmate Telephone System

The County, acting on behalf of the [REDACTED] would like [REDACTED] to come in and respond to the two (2) questions below. We are not looking for a presentation of your company, just [REDACTED] response to the questions and then engage in a question/answer session with the RFP Evaluation Committee. Space is limited, so if more than one representative comes, please limit it to just those that can actually respond and there will be a telephone available if anyone needs to be contacted. Please advise by close of business Thursday, January 29, 2015, if this will work for [REDACTED]

Time: Thursday, February 12, 2015, 9:00 A.M.–10:00 A.M.; Place: [REDACTED]

9:00 – 9:30 A.M. - Respond to questions below

9:30 – 10:00 A.M. - Respond to questions from RFP Evaluation Committee

- 1) *Since it is highly likely that the FCC will be eliminating all inmate phone commissions in the near future, in lieu of a (MAG) Minimum Annual Guarantee, please discuss alternatives Paytel would provide to supplement the loss of Jail phone revenues (i.e., signing bonus, financial incentives).*
- 2) *Please discuss any additional services/features you can provide the Jail at no additional costs.*



EXHIBIT 9

Offer Summary

Securus' offer will provide the following benefits to the [REDACTED]

Secure Call Platform (SCP)

- Our internally developed SCP platform delivers the latest in inmate calling and will improve call quality, provide more effective investigative tools, reduce inmate grievances, improve call uptime, drive greater flexibility, and ensure scalability for future growth with new technologies applied immediately through quarterly upgrades provided at no cost to [REDACTED]
- All service, installation, maintenance, onsite technician costs and training provided at no cost to the [REDACTED]

*Key word
to be
allow new
or specialized*

Aggressive Signing Bonus

- An upfront signing bonus will be \$1,000,000.00. Securus has proposed this to deliver a level of surety to the facility to address concerns over any upcoming regulatory changes.

Annual payment for an On-site Administrator.

- With these funds, the facility can designate an employee, or other individual, to administer the Inmate Telephone System with the cost funded by Securus. With an employee dedicated to this specific task, [REDACTED] will benefit tremendously from expedited assistance, knowledge and system expertise in numerous investigative opportunities. Securus would gladly keep your current Administrator in place should the facility choose that option.

*IMP... on case
- All digital
- New hardware, not
keeping existing*

Continuous Voice ^{Identification} Verification - Investigator Pro

provided at "0" cost

- Investigator Pro is the industry's most advanced voice biometric technology developed for the Department of Defense and available on Securus' Secure Call Platform. This feature allows you to identify what calls inmates participate in by examining call to find their voice. This technology increases your control over your inmate telephone system, increases your staff's efficiency, decreases your staff's costs, and increases protection of inmates' PINs.

demo available

technology developed in response to DoD request/requirement

Kiosks

video visitation

Automated Information Services

- AIS is the industry's first and only hosted interactive voice response (IVR) system that will automatically provide inmate-specific and general facility information to detainees and outside callers over the phone. AIS automates you JMS data so family, friends and inmates can have immediate telephone access to inmate data. On average, officers' answer 1/2 a call per day for each inmate incarcerated which wastes valuable time and money. By answering approximately 80% of these calls, officers can focus on securing and managing inmates.

Rates of your choice

- Your existing rates or a flat .23 per minute rate

If we requested 5-yr guarantee w/ 2yrs on a 7-yr contract what would Bonus be?

Five Year Contract Signing Bonus	\$1,000,000.00
On-Site Administrator	Included
Continuous Voice Verification - Investigator Pro	Included
Automated Information System	Included
Optional Products/Features	
Inmate Tablets	Negotiable
Threads	Negotiable
LBS	Negotiable

Additional Capabilities for Your Consideration:

- **THREADS** - THREADS is an analytical tool that examines billions of records to provide focused leads by detecting patterns, anomalies, linkages, and correlations both inside and outside of prison walls. Securus SCP serves more facilities and more inmates than any other provider, and this, coupled with the data you already utilize for investigations such as telephone records or cell phone tower detail provides a powerful tool to drive information led policing and increase investigative efficiency.
- **Location Based Services** - With more than 50% of all inmate telephone calls being completed to cell phones, the ability to locate these cell phones have never been more important. With LBS, Securus has the ability to locate the proximity of calls made to cell phones when they are answered and when the calls are terminated. This technology provides a great asset to the security of the [REDACTED] and to your investigations as well as overall response to community emergencies.

Securus Inmate Tablet

As an option to your facility, Securus can provide our inmate tablet that will provide enhanced opportunities for the [REDACTED] in communication, education, reentry, and religion, while also creating an additional method for the facility to generate revenue through the introduction of entertainment based content. Inmates will have the capability to have their own tablet device which is ruggedized for the corrections environment and "locked down" to prevent access to unauthorized areas. Our tablet is patent pending, and we are confident it is the most secure tablet on the market which will provide facilities the ability to expand services without expending additional manpower. Our tablet will provide the [REDACTED] with multiple charging solutions, one of which is patent pending and adaptable to almost any facility operation. Our deployments are designed to adapt to your environment to deliver the benefits of a tablet platform without creating operational challenges.

Benefits for Inmates:

Inmates will readily use a tablet for the many benefits they deliver on a daily basis to enhance their opportunity to self-improve, prepare for release and stay out of trouble.

Other features include:

Entertainment

- Music downloads
- Games

Education

- Increase GED Acquisition Rates
- Begin Skilled Labor Certification
- Parenting Classes
- Religious Participation Opportunities
- Law Library Access
- Discovery Documents

Benefits for Facilities:

- Reduced recidivism
- Increase programs for inmates
- Revenue Opportunity
- Automated Grievance filing
- Commissary ordering

Securus is excited about the future of tablet deployments and would welcome the opportunity to discuss this further with the [REDACTED]

EXHIBIT 10



Global Tel*Link Corporation
www.gtl.net

Corporate Headquarters
13021 Sunset Hills Road
Suite 100
Reston, VA 20190

Operations Center
107 St. Francis Street
32nd floor
Mobile, AL 36602

February 20, 2015



Dear [REDACTED]

Let me take this opportunity to thank you and the [REDACTED] staff for taking time away from your busy schedules to speak with Tony Pellegrino and myself concerning our response to your issued Inmate Telephone System RFP, [REDACTED]. We are in receipt of your email dated Friday February 13, 2015 containing additional questions and requirements in regards to the above mentioned RFP. For ease we have responded point by point directly below:

1. The Jail is interested in your company providing your total upfront financial payment to the Jail for a 5 year guaranteed contract plus 2 – one year renewal options.

GTL Response: **GTL is pleased to offer the [REDACTED] an upfront financial payment of \$1,100,000 to the County at the execution of this agreement.**

2. Your financial proposal needs to include the following provided technology at no additional cost to the Jail: **10 fixed kiosks, and 110 tablets.**

GTL Response: **GTL is pleased to offer the [REDACTED] 110 mobile tablets and 10 "Flex" In-Pod kiosks at no cost to the facility.**

3. Infrastructure costs (i.e. wiring & support tech) for the operation of all technology listed in #2 shall be borne by the vendor.

GTL Response: **GTL understands that infrastructure costs (i.e. wiring & support tech) for the operation of all technology listed in item number 2, directly above, will be provided to the [REDACTED] at no cost. To facilitate the on-going support of these cutting edge technologies, GTL proposes increasing the proposed technicians hours from part-time (20 hours a week) to full-time (40 hours a week).**

4. Any services offered at an additional cost shall be itemized per annum.

GTL Response: **GTL has the ability to provide the following value added products, goods and services through a variety of funding mechanisms. These Value Adds can be procured by calling rate adjustments, rate surcharges, ancillary products implemented or upfront money adjustments. Cost for these Value Adds can and will vary depending upon estimated call volume, number of units needed, number of users, products implemented and**



Global Tel*Link Corporation
www.gtl.net

Corporate Headquarters
17021 Sunset Hills Road
Suite 100
Reston, VA 20190

Operations Center
107 St. Francis Street
32nd Floor
Mobile, AL 36602

other distinct and varying data points. GTL is willing to negotiate in good faith to provide any of the below Value Added products, goods and services while meeting the business and financial needs of the [REDACTED]

Investigative/Security Features	✓	GTL Voice IQ - Continuous Voice Biometrics ✓
	✓	GTL Data IQ™ Advanced Investigative Data Analysis
	✓	GTL Data IQ™ Complete 3 rd Party Integration Data Analysis
	✓	Integrated Keyword Search
	✓	Cellebrite Mobile Forensic Device (UFED)
	✓	Cellsense® Cell Phone Detection
	✓	GTL Called Party IQ™ Inmate to Inmate Call Detection
	✓	GTL Location IQ™ Location Based Services <i>ps</i>
	✓	GTL Phone IQ™ Phone Type Identification
Family & Friend Services	✓	Auto-Attendant/Facility Service Secretary IVR
	✓	Video Visitation
	✓	Visitation Scheduling Management

In closing, I wish to reiterate GTL's enthusiasm at the opportunity to earn your business. Please feel free to contact me directly should you have any questions. I can be reached directly at (804)-304-9653 or via email at jrogers@gtl.net. We look forward to the opportunity of partnering with you and [REDACTED] to make the facility a show case for emerging technology. Once again thank you for your time. I look forward to speaking within you in the near future.

Sincerely,

JC Rogers

JC Rogers
Account Executive
jrogers@gtl.net

EXHIBIT 11

[REDACTED]

From: [REDACTED]
Sent: Friday, February 13, 2015 7:05 AM
To: [REDACTED]
Subject: Inmate Telephone Provider Questions

[REDACTED]

RE: [REDACTED] Inmate Telephone System
Thursday, February 12, 2015 Meeting Follow-up Questions

Listed below are questions/requirements that the Jail would like your response to; your response must be received by me no later than NOON, Wednesday, February 18th. Thank you.

1. The Jail is interested in your company providing your total upfront financial payment to the Jail for a 5 year guaranteed contract plus 2 – one year renewal options.
2. Your financial proposal needs to include the following provided technology at no additional cost to the Jail: 10 fixed kiosks, and 110 tablets.
3. Infrastructure costs (i.e. wiring & support tech) for the operation of all technology listed in #2 shall be borne by the vendor.
4. Any services offered at an additional cost shall be itemized per annum.

[REDACTED]

EXHIBIT 12

Transmittal Letter

February 27, 2015

[REDACTED]
[REDACTED]
[REDACTED]
[REDACTED]

RE: Inmate Telephone Service for [REDACTED] RFP# [REDACTED]

Dear [REDACTED] and Members of the Evaluation Committee:

On behalf of Securus Technologies, please allow me to thank you for our recent discussions regarding the above-mentioned RFP. During this process we gained valuable knowledge as to the needs and requirements of your Jail. Securus is confident in our ability to meet and exceed the requirements of the jail and work as a strong partner with your facility and staff.

The below clarifications will address some of the specific requests made by the Evaluation Committee. Please note that any previous offers made are still valid. As part of our proposal:

- 1) Securus will absorb all costs as it relates to any integrations, upfront and ongoing capital costs, maintenance, service, networking, and repairs pertaining to the Inmate Telephone Platform and associated features.
- 2) Securus will provide and train a full-time site administrator with an annual salary of \$50,000 per year to assist the Jail with the Securus technology provided. The Jail will have authority in choosing the site administrator.
- 3) Securus will provide all capital costs, maintenance, service, networking, wiring and repairs of its introduced Tablet technology for 110 tablets at no cost to the facility, its inmates, and/or end users. Tablets are typically provided at a rate of \$35 per tablet, per month. This equates to a value of \$46,200 annually to the jail. This is an addition to the initial hardware costs and ongoing network costs which will be covered by Securus.
- 4) Securus will provide all capital costs, maintenance, service, networking, wiring and repairs of our Video Visitation technology terminals loaded with our ConnectUs software for three (3) applications at no cost to the facility. Law Library will be an available application. The typical cost for this feature for seven years, including hardware, bandwidth, maintenance, training and applications is approximately \$75,550.00.
- 5) Securus will pay \$1,175,000 (One Million, One Hundred and Seventy-Five Thousand Dollars) within 30 days of a fully-executed Contract for 5 years with a 2-year renewal period. Securus will absolve the Jail of any repayment penalties as it relates to regulatory changes (FCC). However, Securus reserves the right to receive its prorated portion of the signing bonus should the term of this contract be prematurely canceled or not extended the full term of seven (7) years. The actual term of the Agreement will not begin until the cutover to Securus service.

-
- 6) Securus will provide all additional technologies as indicated. These include Automated Information Systems (AIS), Continuous Voice Identification Investigator Pro (CVI), Location Based Services (LBS) and its investigative TIIREADS technology at no cost to the Jail. These proprietary services are typically offered through an end user fee or commission deduction which would equate to roughly ten percent of total revenues.

I hope this addresses all concerns requested by the Committee. Should any further clarification be requested, please do not hesitate to contact me. We respectfully request the privilege of serving [REDACTED] and look forward to beginning a long term, mutually beneficial relationship with your staff and jail.

Sincerely,



Robert E. Pickens, President
Securus Technologies, Inc.
14651 N Dallas Parkway, Suite 600
Dallas, Texas 75254
972-277-0300
bpickens@securustech.net

EXHIBIT 13



Global Tel*Link Corporation
www.gtl.net

Corporate Headquarters
12021 Sunset Hills Road
Suite 100
Reston, VA 20190

Operations Center
107 St. Francis Street
32nd Floor
Mobile, AL 36602

February 27, 2015



Dear [REDACTED]

Let me take this opportunity to thank you and the [REDACTED] staff for taking time away from your busy schedules to meet with the GTL team concerning our response to your Issued Inmate Telephone RFP. I am writing you to confirm our offer based upon our discussions. This offer is summarized directly below:

Financial Offer – Based on the facility entering into a seven (7) year agreement, GTL offers the facility a \$1,500,000 signing bonus paid up front with zero commissions for the duration of the contract. This upfront payment will be paid within 5 days of the contract being fully executed. This offer contains the following components:

- o **14 GTL FLEX In-Pod Kiosks at ZERO cost**
- o **150 Inmate Tablets at ZERO cost**
- o **100% of all wiring infrastructure to support the Flex and wireless tablets at ZERO cost**
- o **One additional pair of dark fiber for use by the [REDACTED] at ZERO cost**
- o **A full-time site technician, 40 hours per week, for the [REDACTED] (this person will be approved by the [REDACTED] at ZERO cost**
- o **Voice Biometrics, both initial and continuous at ZERO cost**
- o **GTL's feature rich Data IQ Intelligence Software, GTL data only at ZERO cost**
- o **Nexidia Key word Search at ZERO cost**
- o **A postalized rate of 23 cent per minute on all instate traffic**
- o **120 minute time duration on all tablet calls, and 15 minutes on all other inmate phones**

In closing, I wish to reiterate GTL's enthusiasm at the opportunity to earn your business. Please feel free to contact me directly should you have any questions at (804)-304-9653 or via email at jrogers@gtl.net. We look forward to the opportunity to provide you and your facility with our inmate telephone services. Once again thank you for your time

Sincerely,

JC Rogers

JC Rogers
Account Executive