



Connect with Purpose

NASPO VALUEPOINT MASTER AGREEMENT FOR INMATE COMMUNICATIONS

State of Nevada RFP #99SWC-S1154
Part II – Cost Proposal

Closing Date: April 20, 2022

Presented to:

Attention Heather Moon, Purchasing Officer II
Nevada State Purchasing Division
515 E. Musser Street, Suite 300
Carson City, Nevada 89701
775-684-0179

Presented by:

Douglas Farmer
Account Executive
Telephone: 540-935-6605
Email: douglas.farmer@viapath.net
or RFP@viapath.com



1. Attachment C

NASPO ValuePoint

State						
Inmate Population (current annual average daily population)						
Nevada						
Georgia						
Wisconsin						
Virginia						
Arizona						
Nebraska						

2.1 Software Applications						
Education						
Base courses including GED preparation (detail in proposal narrative)	No Cost	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Custom DOC-required curriculum	No Cost ^(A1)	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Video Visitation	\$0.25/minute	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
External Electronic Mail						
	\$0.20/Message inbound from friends / family					
Message Only	\$0.01/minute outbound from inmate (\$15.00 for 1,500 minutes)	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Pictures	\$0.20/Attachment	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Video Messages	\$0.60/Video Message	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Internal Electronic Communications	No Cost	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Inmate Commissary Ordering	No Cost	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Inmate Trust/Commissary Account access	No Cost	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Inmate Phone Account access	No Cost	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Music Purchases/Download	\$1.59 average per song ^(A2)	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
	\$0.01 per minute (\$15.00 for 1,500 minutes) Standard Streaming Music	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Music Subscription Services	\$7.49 per 7-Day Premium Streaminig Music with Playlists and Caching ^(A3)					
Self Improvement Programs	No Cost for Standard Programs ^(A4)	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Law Library Research Access	No Cost to Access	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Inmate Grievances	No Cost	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Electronic Books	No Cost for Standard eBooks ^(A5)	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Games	\$0.01/minute (\$15.00 for 1,500 minutes)	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
News	\$0.01/minute (\$15.00 for 1,500 minutes)	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
	\$0.01/minute (\$15.00 for 1,500 minutes) or					
	Up to \$2.99 average per individual subscription	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Movies						
Podcasts	\$0.01/minute (\$15.00 for 1,500 minutes)	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
PDF Document Viewing	No Cost	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Inmate Management Tools	No Cost	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Additional Services:						
Per minute streaming option without bundle	\$0.05/minute	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Streaming Media (Standard movies + additional streaming vide	\$0.01/minute (\$15.00 for 1,500 minutes)	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
	\$0.12 per minute or					
Premium Movies (Gold)	Up to \$19.99 per subscription	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Inmate Calling via the tablets or kiosks	\$0.02/minute base rate without commissions	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Mail Scanning: Facilities to do their own scanning	\$0.08 per piece of mail	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Mail Scanning: Vendor to provide scanning at off-site facility	\$1.25 per piece of mail	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Mail Scanning: Facility to have contracted staff facilitate	\$1.30 per piece of mail	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Payment Services	See "ViaPath Notes" tab for payment tiers ^(A6)	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Software development rate for DOC enhancements	To be negotiated based on requirements	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada

NOTE: Applications should be offered in various languages

State	Nevada	Georgia	Wisconsin	Virginia	Arizona	Nebraska
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2.2 Kiosks

Inmate/Turnkey Kiosks	# of Near-Field Communication (NFC) stations, Flex stations or equivalent					
Number of Kiosks	254	840	407	494	760	111
Lease, Purchase or No Cost	No Cost	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Deposit Kiosks						
		Per Lobby where payments are received	Per Lobby where payments are received	Per Lobby where payments are received	Per Lobby where payments are received	Per Lobby where payments are received
Number of Kiosks	7	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Lease, Purchase or No Cost	No Cost	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada

NOTE: If kiosk is leased, include all costs associated to include maintenance.

2.4 Tablet Device

Tablet (detail Screen Size and Memory Capacity)						
Lease, Purchase or No Cost	No Cost	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Basic Tablet	To be negotiated if tablets are provided for sale or lease in the future	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Basic Tablet with larger screen	To be negotiated if tablets are provided for sale or lease in the future	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Basic Tablet with added memory	To be negotiated if tablets are provided for sale or lease in the future	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Accessories						
Headphones	\$3.49	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Charger	\$7.99	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Case	To be negotiated if cases are provided for sale in the future	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Screen protector	To be negotiated if screen protectors are provided for sale in the future	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada

NOTE: If tablet is leased, include all costs associated to include maintenance.

Portable device (non-tablet)

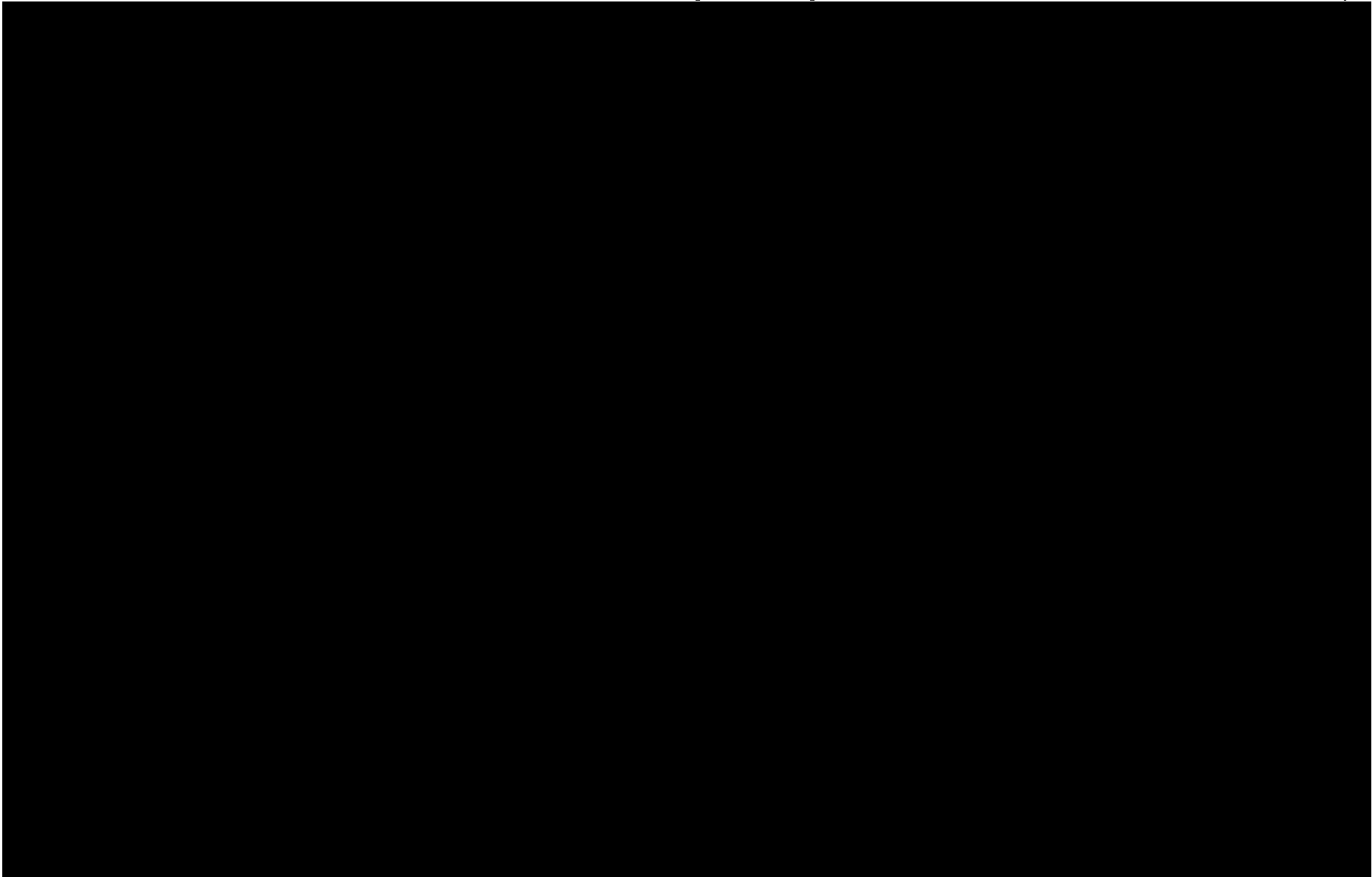
Device (detail Screen Size and Memory Capacity)						
Lease, Purchase or No Cost	To be negotiated if portable devices are provided for sale or lease in the future	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Basic device	To be negotiated if portable devices are provided for sale or lease in the future	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Upgraded device	To be negotiated if portable devices are provided for sale or lease in the future	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Accessories						
Headphones	To be negotiated if accessories are provided for sale in the future	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Charger	To be negotiated if accessories are provided for sale in the future	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Case	To be negotiated if accessories are provided for sale in the future	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Screen protector	To be negotiated if accessories are provided for sale in the future	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Keyboards --- REQUIRED if upon request	To be negotiated if accessories are provided for sale in the future	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada

State						
Nevada						
Georgia						
Wisconsin						
Virginia						
Arizona						
Nebraska						
DOC Commission						
All rates above assumes zero commission. Customer may add to the rates and keep the increase as commission.						
Video Visitation	0.0%	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
External Electronic Mail						
Message Only	0.0%	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Pictures	0.0%	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Video Messages	0.0%	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Music Purchases/Download	0.0%	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Music Subscription Services	0.0%	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Electronic Books	0.0%	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Games	0.0%	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
News	0.0%	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Movies	0.0%	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Podcasts	0.0%	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Tablet (detail Screen Size and Memory Capacity)						
Basic Tablet	N/A	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Basic Tablet with larger screen	N/A	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Basic Tablet with added memory	N/A	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Tablet Accessories						
Headphones	0.0%	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Charger	0.0%	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Case	N/A	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Screen protector	N/A	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Other Portable Device (detail Screen Size and Memory Capacity)						
Basic device	N/A	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Upgraded device	N/A	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Other Portable Device Accessories						
Headphones	N/A	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Charger	N/A	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Case	N/A	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Screen protector	N/A	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada
Keyboards	N/A	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada	Same as Nevada

CALLING RATES: PER MINUTE RATE

	Base Rates			Rate Adjustments based on Added Features							
	Collect	Debit	Prepaid Collect	Initial Voice Biometrics	Continuous Call Voice Biometrics	Investigative Tools	Voice Messaging	Cell Phone Detection	Additional Vendor Features		
Local	\$ 0.02	\$ 0.02	\$ 0.02	Included	Included	See "ViaPath Notes" tab ^(B1)	No Cost	See "ViaPath Notes" tab ^(B2)	See "ViaPath Notes" tab ^(B3)		
Intralata	\$ 0.02	\$ 0.02	\$ 0.02								
Interlata	\$ 0.02	\$ 0.02	\$ 0.02								
Interstate	\$ 0.02	\$ 0.02	\$ 0.02								
International ^(B4)	\$ 0.02	\$ 0.02	\$ 0.02								
Additional Fees	FCC allowable funding fee: \$3.00 Web/IVR, \$5.95 Live Operator										
Commission Rate	Customer Add To the Base Rate Per Minute and keep the increase as commission										

State	Nevada	Georgia	Wisconsin	Virginia	Arizona	Nebraska
Inmate Population (current annual average daily population)	10,812	42,000	20,324	24,681	38,000	5,540



Additional Pricing Information

Tablet/Kiosk: Additional Features & Services						
Reference	Other Content					
	Name	Rate Adjustment	One Time Cost	Annual Cost	Commission	Comment
A1	Custom DOC-required curriculum	N/A	N/A	N/A	N/A	Access to DOC provided curriculum
A2	Music Purchases/Download	\$0.69 - \$2.49 per download	N/A	N/A	Customer may add to rate and keep increase as commission	
A3	Streaming Music with Caching and Playlists	\$9.99 per 14-Day Premium Streaming Music with Playlists and Caching \$12.49 per 30-Day Premium Streaming Music with Playlists and Caching	N/A	N/A	Customer may add to rate and keep increase as commission	
A4	Financial Literacy	Negotiable	Negotiable	Negotiable	N/A	Gives returning citizens a better chance at success through Financial Literacy
	Anger Management Course	Negotiable	Negotiable	Negotiable	N/A	Mental health course on Anger Mgmt from an industry expert
	Substance Abuse Treatment	Negotiable	Negotiable	Negotiable	N/A	Research-backed substance abuse treatment with a proven track record of successes
	Substance Abuse & Smoking Treatment	Negotiable	Negotiable	Negotiable	N/A	Substance abuse treatment with an additional focus on smoking cessation
	Virtualia - Digital Job Training	Negotiable	Negotiable	Negotiable	N/A	Vocational training teaches our entrepreneur students how to be a productive contributor to these Freelancing networks
	Reentry Magazine	Negotiable	Negotiable	Negotiable	N/A	A magazine-style publication focused on the challenges related to reentry
	TOPUCU (The Only Person You Cheat Is You)	Negotiable	Negotiable	Negotiable	N/A	TOPUCU is a program designed to transform your thinking and actions. Consider it a training camp for the mind.
	Re-Entry Success: Illegal to Legal: How to Start a Business	Negotiable	Negotiable	Negotiable	N/A	Course designed to help incarcerated learners with business and entrepreneurship skills
A5	GED, HiSet, TASC Prep (i-Pathways)	Negotiable	Negotiable	Negotiable	N/A	Prep courses for the GED, HiSet and other standardized tests
A5	Audiobooks	Negotiable	Negotiable	Negotiable	N/A	
A6	Payment Services					
	Electronic Fund Transfer				Customer may add to rate and keep increase as commission	
	Deposit Range		Trust			
	Low	High	Credit	Cash		
	\$0.01	\$9.99	\$0.90	\$2.50		
	\$10.00	\$19.99	\$1.75	\$2.50		
	\$20.00	\$99.99	\$5.95	\$2.50		
	\$100.00	\$199.99	\$6.95	\$2.50		
	\$200.00	\$300.00	\$7.95	\$2.50		
	Self Release / Bail				Customer may add to rate and keep increase as commission	
	Deposit Range		Self Release			
	Low	High	Credit	Cash		
	\$0.01	\$100.00	\$5.00 + 5.0%	\$5.00 plus an additional		
	\$100.01	\$2,900.00				
	Walk-In Retail				Customer may add to rate and keep increase as commission	
	Deposit Range		Walk in Retail			
	Low	High	Credit	Cash		
	\$0.01	\$300.00	\$4.95	\$4.95		

All rates above assumes zero commission. Customer may add to the rates and keep the increase as commission.

Inmate Phone - Rate Adjustments based on Added Features (all call types)						
Reference	Investigative Tools					
	Name	Rate Adjustment	One Time Cost	Annual Cost	Commission	Comment
B1	Voice IQ® - Continuous Voice Biometric	Included	Included	Included	N/A	
	Voice IQ® - Initial Voice Biometric	Included	Included	Included	N/A	
	Call IQ® Basic & Advanced - Intelligent Keyword Search	Included	Included	Included	N/A	
	Called Party IQ® - Inmate to Inmate Call Detection	Included	Included	Included	N/A	
	Phone IQ® - Phone Type Identification	Included	Included	Included	N/A	
	GTL Data IQ® - Investigative Data Analysis	Included	Included	Included	N/A	Up to 10 User Accounts
	GTL Fusion™ - Monitoring 3% of Calls by ViaPath Staff	\$0.008	Negotiable	Negotiable	N/A	Based on a minimum of 50 million calling minutes per year
	GTL Fusion™ - Intelligence Information Sharing & Analysts	\$0.002	Negotiable	Negotiable	N/A	Based on a minimum of 50 million calling minutes per year

Reference	Cell Phone Detection					
	Name	Rate Adjustment	One Time Cost	Annual Cost	Commission	Comment
B2	Cellebrite Mobile Forensic Device (UFED)	Negotiable	Negotiable	Negotiable	N/A	
	Cellebrite Premium (Unlimited iOS and Android extraction)	Negotiable	Negotiable	Negotiable	N/A	
	CellSense Cell Phone Detection Device	Negotiable	Negotiable	Negotiable	N/A	
	CEIA PD240CB-SET Handheld Metal Detector	Negotiable	Negotiable	Negotiable	N/A	
	Wolfhound-Pro with 12 month extended warranty and software	Negotiable	Negotiable	Negotiable	N/A	
	TEK84 Intercept Body Scanner (SSD-017-1102)	Negotiable	Negotiable	Negotiable	N/A	
	Adani X-Ray Inspection Systems	Negotiable	Negotiable	Negotiable	N/A	
	Cell Phone Interdiction Sweeps	Negotiable	Negotiable	Negotiable	N/A	
	RFID - Realtime Location Services	Negotiable	Negotiable	Negotiable	N/A	

Reference	Additional Vendor Features					
	Name	Rate Adjustment	One Time Cost	Annual Cost	Commission	Comment
B3	Free Inmate Calling Program: Two (2) 10 minute calls per week	Included	Included	Included	N/A	
	Increase wireless network coverage	Negotiable	Negotiable	Negotiable	N/A	
	Lower tablet ratio	Negotiable	Negotiable	Negotiable	N/A	
	Additional On-site Administrators	\$0.0016	Negotiable	Negotiable	N/A	Based on a minimum of 50 million calling minutes per year
	Additional Dedicated Site Technicians	\$0.002	Negotiable	Negotiable	N/A	Based on a minimum of 50 million calling minutes per year

Suggested Rate Tiers based on Annual Minute of Use for Bundled Solution (Inmate Phone, Tablet, Video Visit and Payments)			
Minutes of Use (Annual)		All Call Types Domestic	All Call Types International
Low	High		
75,000,001	And Up	\$0.020	\$0.020
40,000,001	75,000,000	\$0.028	\$0.028
15,000,001	40,000,000	\$0.032	\$0.032
5,000,001	15,000,000	\$0.033	\$0.033
2,500,001	5,000,000	\$0.044	\$0.044
1,000,001	2,500,000	\$0.060	\$0.060
500,001	1,000,000	\$0.084	\$0.084
100,001	500,000	\$0.099	\$0.099
1	100,000	\$0.126	\$0.126

B4 International ITS calls, whether made using a debit or prepaid/AdvancePay™ format: The Interstate ITS rate set forth above \$0.02 per minute [NOTE – must comply with permissible interstate rate caps based on ADP for the facility]] plus the applicable call termination rate for the destination country as published on the Company’s website, which may be updated every 3 months in accordance with the FCC Order.

Digital Mail						
Reference	Other Content					
	Name	Rate Adjustment	One Time Cost	Annual Cost	Commission	Comment
C1	ChemImage VeroVision Mail Screener 3rd Generation	Negotiable	Negotiable	Negotiable	N/A	Optional Solution: scanning for drugs & toxins