

# Executive Summary and Award Recommendation

## Electronic Monitoring Equipment and Services

### RFP# 99999-SPD0000118

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September 6, 2016

# Agenda



## ➤ Executive Review

**Current Contract**

**Sourcing Event and Scope**

## ➤ RFP Results

**Supplier Responses to RFP**

**Evaluation and Validation Outcome**

## ➤ Leadership Approval

**Contract Award Recommendation**

**Next Steps Discussion**



## Sourcing Event and Scope: Definition

- **An electronic monitoring device keeps track of a person's activities. Typically, a court orders a person to wear an electronic monitoring device attached to the ankle or wrist.**
- **Services Include: Installation/ de-installation, activation and deactivation, and on going monitoring**

## RFP Review – Current Contract



- **Current Statewide Contract: SWC90797**
  - **Supplier: Satellite Tracking of People LLC**
  - **Contact Type: Mandatory**
  - **Admin Fees: 1.0%**
  - **Contract Terms: One (1) year Base and four (4) one (1) year renewals; issued date 07/01/2009; currently in extension due to expire 12/30/2016**
  - **Historical Spend:**
    - (FY14) – \$1,039,057.30**
    - (FY15) - \$560,698.60**
    - (FY16) - \$ 464,433.00**
- Three (3) year average spend: \$668,162.97**

# Current Contract – Review of Entity Use



➤ FY 2016 SWC Spend

Entity Type	Total
State Entities	\$352,039.50
Local Entities	\$112,693.50
<b>Grand Total</b>	<b>\$464,733.00</b>

➤ FY2016 Agency Spend – DJJ has four agency contracts

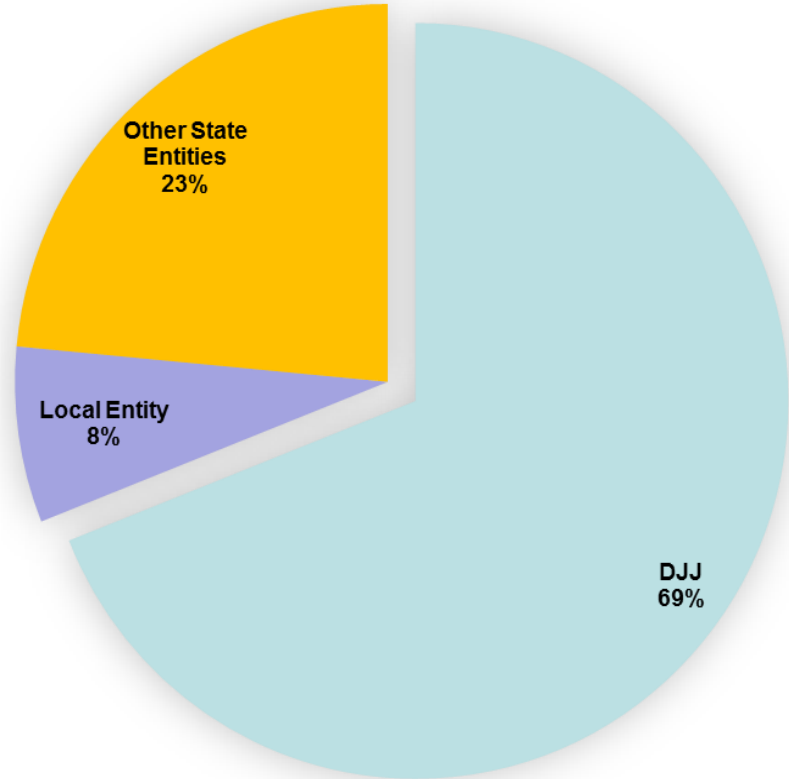
DJJ Agency Contract	\$1,033,289.60
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➤ Total Spend FY 2016

Total Spend FY 16	\$1,498,022.60
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- DJJ Spend is 69% of total spend.
- SWC Agency spend is 23% of total spend and 75% of SWC spend.
- SWC Local spend is 8% of total spend and 25% of SWC spend. Of the 159 Counties, 33 use SWC.

2016



# Sourcing Event and Scope



## ➤ Sourcing Objective:

Select one primary Supplier and possibly one secondary (backup) Supplier to provide Electronic Monitoring Equipment and Services which will be used for (1) pre-trial supervision in lieu of secure confinement, (2) probation supervision and (3) parole supervision and other jail release programs requiring offender tracking (sexual offender).

## ➤ SWC Goals:

1. Meet service needs of Department of Juvenile Justice mandated by HB242.
2. Meet customer demands by expanding products/services offerings with the addition of GPS Multi-Piece monitoring system and alcohol monitoring system. Include Four Categories: (1) Single Piece (GPS), (2) Multi-Piece (GPS), (3) Alcohol Breath, and (3) Alcohol Transdermal

# Sourcing Event and Scope



- Sourcing Event #: SPD0000118
- Sourcing Event: Request for Proposal (RFP)
- Name: Electronic Monitoring Equipment and Services
- Contract Type: Mandatory
- Admin Fees: 2.0%
- Contract Terms: One year base with four (4) one (1) year renewals
- Contract Award: One or more contracts per category
  - Category 1 - Global Positioning Satellite (GPS) Cellular – Single Piece and Radio Frequency Functionality.
  - Category 2 - Global Positioning Satellite (GPS) Cellular – Multi Piece
  - Category 3 - Alcohol – Breath Sample
  - Category 4 - Alcohol – Transdermal Sample

# RFP Results: Supplier Response by Category



Supplier	Admin Review	Category 1 Single Piece with RF	Category 2 Multi Piece	Category 3 Alcohol Breath	Category 4 Alcohol Transdermal
3M Electronic Monitoring	Pass	X	X	X	X
BI Inc.	Pass	X		X	X
Buddi Ltd.	Pass	X			
Satellite Tracking of People	Pass	X			
* Secure Alert	Fail				

\* Secure Alert determined non responsive due to failure to submit DJJ Service Proposal, Transition Plan, Redundant Data Proposal, and Alert Triage information. All required documents requested in mandatory scored questions.



# RFP Results: Evaluation/Validation Review



## ➤ Category 1 - Single Piece (GPS) with Radio Frequency

Ranking	Offeror Name	Cost Score	General Score	Category Score	Final Score
Primary Award	Satellite Tracking of People	294.31	219.42	164.67	678
Secondary award	Buddi Ltd	300	208.58	159	668
3	BI Incorporated	279.37	207.75	157.25	644
4	3M Electronic Monitoring	239.75	203.17	164.25	607

## ➤ Category 2 - Multi Piece (GPS)

Ranking	Offeror Name	Cost Score	General Score	Category Score	Final Score
Primary Award	3M Electronic Monitoring	300	203	153	656

# RFP Results – Evaluation/Validation (Continued)



## ➤ Category 3 - Alcohol Breath

Ranking	Offeror Name	Cost Score	General Score	Category Score	Final Score
Primary Award	BI Incorporated	300	208	133	640
2	3M Electronic Monitoring	156	203	168	527

## ➤ Category 4 - Alcohol Transdermal

Ranking	Offeror Name	Cost Score	General Score	Category Score	Final Score
Primary Award	BI Incorporated	300	208	202	709
2	3M Electronic Monitoring	205	203	173	581

# Leadership Approval: Contract Award Recommendations



- **Category 1 - Single Piece (GPS) with Radio Frequency**
  - Primary - Satellite Tracking of People
  - Secondary - Buddi Ltd
  
- **Category 2 - Multi Piece (GPS)**
  - 3M Electronic Monitoring
  
- **Category 3 - Alcohol Breath & Category 4 - Alcohol Transdermal**
  - BI Incorporated

# RFP: Savings



Cost Reduction %		
GPS CELLULAR Single (1) PIECE and RF Functionality		
Market Basket Spend Current Price	Market Basket Spend Proposed Pricing	Cost Reduction
\$ 3,773,475.70	\$2,481,974.20	-34%

Cost Reduction Estimated Pipeline		
GPS CELLULAR Single (1) PIECE and RF Functionality		
Estimated Pipeline Spend	Cost Reduction	Cost Reduction
\$ 1,649,526.00	-34%	(\$560,838.84)

# RFP Results: Benefits



- **Improved Cellular Coverage**
- **Updated Technology**
- **Expanded Portfolio and Products**
- **Improved Service Levels**
- **Lower Cost**

# Contract Management: Tier 3



## ➤ **Contract Administration**

1. Renewals/Amendments/Extensions
2. Monthly Roll Up Report
3. Validation of Reported Sales
4. Waivers review and recommendations

## ➤ **Quarterly Business Review Meetings with Suppliers and Customer**

1. Review Quarterly Spend
2. Discuss performance with Customer
3. Meet with Supplier to review contract performance

## ➤ **Conduct Health Assessments of Contracts**

1. Meet with Contract Users to determine their view of the contract's value to their operation
2. Market/Industry Research
3. Assess Spend Patterns



## Marketing Strategy

- **Internal Marketing Team:** Request assistance in promoting new contracts to Local Government and Municipalities.
- **Agencies:** Promote new categories including Single Piece Monitoring and Alcohol Monitoring (breath and transdermal)
- **Suppliers:** Discuss promotion opportunities with Local Government and Municipalities.



## Next Steps Discussion:

- **Obtain Suppliers Signature on Contracts**
- **Inform TGM Group of contract award**
- **Post NOIA**
- **Post NOA**
- **SWC Information Meetings with Agencies and Georgia Sheriff's Association**
- **Thank You to Team Members**
- **Hand Off to Strategic Sourcing: Meet with Suppliers, Contract Administration, DJJ Transition**





## Next Steps Discussion (cont.):

- **Review Transition Plan with Agencies**
- **Meet with Suppliers to discuss transition to new contract.**

# RFP Team: Thank You



**Mary Elliott**

**Program Coordinator  
Central Office  
Dept. Of Juvenile Justice**



**James Bergman**

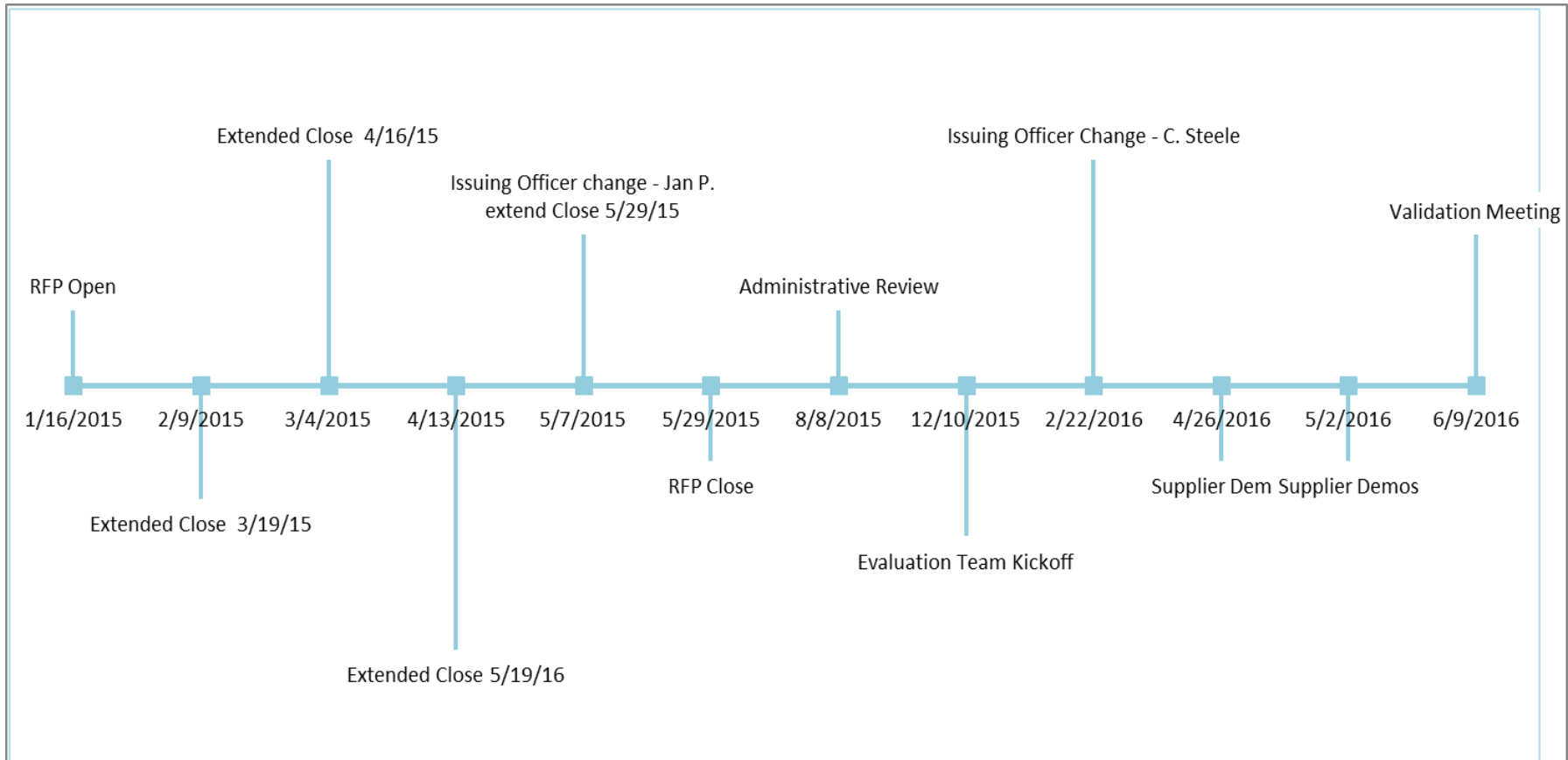
**Deputy Director of Field Operations  
Special Operations Unit  
Dept. of Community Supervision**



**Bill Hallsworth**

**Coordinator  
Jail and Court Services  
Sheriffs' Association**

# Sourcing Event and Scope: Sourcing Event Timeline



# RFP Results: Savings



## Current Contract Spend

Entity	Average Price	FY 2016 Spend
Dept. of Juvenile Justice	\$ 9.15	\$ 1,033,289.60
SWC:DOC, DCS, Pardons and Parole, Local	\$ 4.30	\$ 464,733.00
<b>Total</b>		<b>\$ 1,498,022.60</b>

## Satellite Tracking of People

Entity	Average Price	FY 2016 Spend	Savings	Percentage Benefit
Dept. of Juvenile Justice	\$ 3.09	\$ 394,194.39	\$ (639,095.21)	62%
SWC:DOC, DCS, Pardons and Parole, Local	\$ 3.09	\$ 332,122.47	\$ (132,610.53)	29%
<b>Total</b>		<b>\$ 726,316.86</b>	<b>\$ (771,705.74)</b>	<b>52%</b>

## Buddi Ltd.

Entity	Average Price	FY 2016 Spend	Savings	Percentage Benefit
Dept. of Juvenile Justice	\$ 3.80	\$ 484,769.80	\$ (548,519.80)	53%
SWC:DOC, DCS, Pardons and Parole, Local	\$ 3.80	\$ 322,449.00	\$ (142,284.00)	31%
<b>Total</b>		<b>\$ 807,218.80</b>	<b>\$ (690,803.80)</b>	<b>46%</b>