

FINAL PRICING COMPARISON

| | BASE RATES | | | | | | | |
|---|-------------------|--------------|--------------|--------------|-------|---|---|---|
| | Credit | | Debit | | | | | |
| | Intra | Inter | Intra | Inter | | | | |
| 1 | Embarq | 0.065 | 0.065 | 0.059 | 0.059 | With \$2 million technology grant in each of yrs 1, 2 & 3, rates wld be \$.10 credit and \$.09 debit, i.e., \$.03 - .035 increase | Specifically for cell phone detection | Orig price was \$.065 for both collect & debit. |
| 2 | Global | 0.030 | 0.030 | 0.030 | 0.030 | Has options for ITT Cell Hound and/or Tecore iNAC at one facility. | With \$3 million technology grant for each of 4 yrs and no other options, rate wld be \$.07, i.e., \$.04 increase. Explanation of technology grant says: In the face of declining tax revenues and budget shortfalls, GTL's proposed Technology Grants provide the State of MI an immediate opportunity to infuse much-needed resources into the state. Imagine the priorities of the state that are not able to be addressed due to the lack of funding that could be addressed by selecting one of our options. | Uses term "special equip" to refer to equip & software needed to have secure system in prison - presumably monitoring, shut-off, etc. Orig price was \$.0325 for collect & debit. |
| 3 | Unisys | 0.057 | 0.057 | 0.047 | 0.047 | Price includes 20 laptops loaded w/mobile cell phone detection sensors. | None | Orig. price was \$.063 collect and \$.053 debit |

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|---|--------------|--------|--------|--------|--------|--------------------|
| 4 | PCS | 0.0298 | 0.0298 | 0.0248 | 0.0248 | Add'l \$.01/minute |
| | Revised | 0.0393 | 0.0393 | 0.0343 | 0.0343 | |
| | w/Shawn Tech | | | | | |

Exec Summary says: "Understanding that budgets are shrinking for all state agencies, as part of our Best and Final Offer, PCS is also willing to work with the MDOC to create a Special Equip Fund to help bridge any potential budget shortfalls. The amt of this fund can be set at the discretion of the MDOC. For example, if the MDOC were to leave calling rates at their current levels, **PCS could offer more than \$5 million per year for the Special Equipment Fund** (as outlined in the Optional Services Section of this response.)

In 6P, fn (1) to Optional Services chart, says: "For each \$0.0075 increase in the per-minute rate, PCS will deposit \$500,000 per year into a Special Equipment Fund to be controlled by MDOC. PCS is willing to work w/MDOC to increase or decrease the amount of the Special Equip. Fund to meet MDOC's budgetary needs."

No mention of percent to PCS or of fund being used for cell phone detection.

Original rates were \$.059 collect, \$.049 debit. Orig special equipment fund price was \$500,000/yr for \$.005/minute.

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|---|----------|------|------|-------|-------|------|
| 5 | Pinnacle | 0.12 | 0.12 | 0.085 | 0.085 | None |
|---|----------|------|------|-------|-------|------|

None

| | | | | | | | | |
|---|---------|-------|-------|-------|-------|--|--|--|
| 6 | Securus | 0.035 | 0.035 | 0.035 | 0.035 | Two options: Cell Antenna - no estimate. Orion/handheld - 40 units + training, cost = \$.03/minute | Would provide whatever optional services DOC wants thru Technology Grant. Per minute rate increase to be determined by desired services. Increase could be for life of contract or shorter period. Notes that DOC could choose to continue higher rate after cost of optional services has been paid. Assumes \$.01 increase for technology grant would yield \$617,254. | Gives long list of optional services - some with cost estimates. One is enhanced infrastructure design utilizing Shawn Tech as subcontractor - no estimates. Orig price was \$.044 for collect and debit. Orig had same 2 options for cell phone detection, no special equip fund. |
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