



STATE OF TENNESSEE
DEPARTMENT OF CORRECTION

**REQUEST FOR PROPOSALS # 32901-31247
AMENDMENT # 16
FOR INMATE COMMUNICATIONS AND RELATED
SERVICES**

DATE: October 4, 2021

RFP # 32901-31247 IS AMENDED AS FOLLOWS:

1. This RFP Schedule of Events updates and confirms scheduled RFP dates. Any event, time, or date containing revised or new text is highlighted.

EVENT	TIME (Central Time Zone)	DATE
1. RFP Issued		July 31, 2020
2. Disability Accommodation Request Deadline	2:00 p.m.	August 5, 2020
3. Mandatory Pre-Response Conference	2:00 pm	August 6, 2020
4. Notice of Intent to Respond Deadline	2:00 p.m.	August 7, 2020
5. Written "Questions & Comments" Deadline	2:00 p.m.	September 8, 2020
6. State Response to Written "Questions & Comments"	5:00 p.m.	May 11, 2021
7. Deadline for Submission for Clarifications/Additional Questions	2:00 p.m.	June 1, 2021
8. State's Response to Second Round of Questions/Clarifications	5:00 p.m.	August 16, 2021
9. Response Deadline	12:00 p.m.	October 15, 2021
10. State Completion of Technical Response Evaluations		November 15, 2021
11. State Schedules Respondent Oral Presentation		November 16, 2021
12. Respondent Oral Presentations		November 29-Dec. 1, 2021
13. State Opening & Scoring of Revenue Proposals	2:00 p.m.	December 6, 2021

14. Negotiations (Optional)		December 7-9, 2021
15. State Notice of Intent to Award Released and RFP Files Opened for Public Inspection	2:00 p.m.	December 13, 2021
16. End of Open File Period		December 20, 2021
17. State Sends Contract to Contractor for Signature		December 21, 2021
18. Contractor Signature Deadline	2:00 p.m.	December 27, 2021

2. Delete RFP ATTACHMENT 6.3. Section A in its entirety and insert the following in its place (any sentence or paragraph containing revised or new text is highlighted):

RFP ATTACHMENT 6.3. Section A

REVENUE PROPOSAL & SCORING GUIDE

Respondent shall refer to **RFP Attachment 6.3. Section B** for complete instructions to submit a Revenue Proposal as part of the RFP response. Failure to complete and submit the **RFP Attachment 6.3 Section B (Excel Spreadsheet)** correctly will result in disqualification of Respondent.

*The State will be looking for the lowest fees and highest value among Respondent proposals for the categories listed below.			
CATEGORIES	FORMULA	POINTS	SCORE
ITS – Required Fees	Lowest Required Fee Amount / Total Required Fee Amount	x 2 (maximum section score)	= SCORE:
ITS – Revenue Share	Total ITS Revenue Share/Highest Total ITS Revenue Share	x 8 (maximum section score)	= SCORE:
ITS – Monthly Minimum Guarantee	Total Monthly Minimum Guarantee/ Highest Monthly Minimum Guarantee	x 3 (maximum section score)	= SCORE:
VVS	Total VVS Revenue Share Amount / Highest Total VVS Revenue Share Amount	x 2 (maximum section score)	= SCORE:

CATEGORIES	FORMULA	POINTS	SCORE
Tablets Option 1 - Required Tablet Usage Rates or Fee Amounts Per Minute	Lowest Total Tablet Rate or Fee Amount / Total Tablet Rate or Fee Amount (Lowest Tablet Minute Usage Rate for Inmates*5,800,000) / (Proposed Tablet Minute Usage Rate for Inmates*5,800,000)	x 2.00 (maximum section score)	= SCORE:
	(Lowest Inbound Electronic Messages Rate for End-users*235,000) / (Proposed Inbound Electronic Messages Rate for End-users*235,000)	x 0.50 (maximum section score)	
	(Lowest Inbound Photo Attachments Rate for End-users*78,000) / (Proposed Inbound Photo Attachments Rate for End-users*78,000)	x 0.25 (maximum section score)	
	(Lowest Inbound Video Messages Rate for End-users*13,000) / (Proposed Inbound Video Messages Rate for End-users*13,000)	x 0.25 (maximum section score)	
Total Points:		3	
OR			
Tablets Option 2 - Required Tablet Application Rates Per Transaction	(Lowest Inbound Electronic Messages Fee for End-users*235,000) / (Proposed Inbound Electronic Messages Fee for End-users*235,000)	x 0.75 (maximum section score)	
	(Lowest Outbound Electronic Messages Fee for Inmates*300,000) / (Proposed Inbound Electronic Messages Fee for End-users*300,000)	x 0.75 (maximum section score)	
	(Lowest Inbound Photo Attachments Fee for End-users*78,000) / (Proposed Inbound Photo Attachments Fee for End-users*78,000)	x 0.2 (maximum section score)	
	(Lowest Inbound Video Messages Fee for End-users*13,000) / (Proposed Inbound Video Messages Fee for End-users*13,000)	x 0.2 (maximum section score)	
	(Lowest Entertainment Media Games Fee*4,500) / (Proposed Entertainment Media Games Fee*4,500)	x 0.3 (maximum section score)	
	(Lowest Entertainment Media Movies Fee*200) / (Proposed Entertainment Media Movies Fee*200)	x 0.2 (maximum section score)	
	(Lowest Entertainment Media Ebooks Fee*120) / (Proposed Entertainment Media Ebooks Fee*120)	x 0.2 (maximum section score)	
	(Lowest Entertainment Media Music Fee*100,000) / (Proposed Entertainment Media Music Fee*100,000)	x 0.4 (maximum section score)	
Total Points:		3	

CATEGORIES	FORMULA	POINTS	SCORE	
Tablets Option 1 – Tablet Revenue Share (%) Per Minute Usage	Total Tablet Revenue Share / Highest Total Tablet Revenue Share Amount $[(\text{Proposed Tablet Minute Usage Rate for Inmates} * 5,800,000) * \text{Proposed Tablet Revenue Share}] / [(\text{Proposed Tablet Minute Usage Rate for Inmates} * 5,800,000) * \text{Highest Tablet Revenue Share}]$	x 2.5 (maximum section score)	= SCORE:	
	$[(\text{Proposed Inbound Electronic Messages Rate for End-users} * 235,000) * \text{Highest Tablet Revenue Share}] / [(\text{Proposed Inbound Electronic Messages Rate for End-users} * 235,000) * \text{Highest Tablet Revenue Share}]$	x 1.0 (maximum section score)		
	$[(\text{Proposed Inbound Photo Attachments Rate for End-users} * 78,000) * \text{Proposed Tablet Revenue Share}] / [(\text{Proposed Inbound Photo Attachments Rate for End-users} * 78,000) * \text{Highest Tablet Revenue Share}]$	x 0.25 (maximum section score)		
	$[(\text{Proposed Inbound Video Messages Rate for End-users} * 13,000) * \text{Proposed Tablet Revenue Share}] / [(\text{Proposed Inbound Video Messages Rate for End-users} * 13,000) * \text{Highest Tablet Revenue Share}]$	x 0.25 (maximum section score)		
Total Points:		4		
<u>OR</u>				
Tablets Option 2 – Tablet Application Revenue Share (%) Per Transaction	$[(\text{Proposed Inbound Electronic Messages Fee for End-users} * 235,000) * \text{Proposed Tablet Revenue Share}] / [(\text{Proposed Inbound Electronic Messages Fee for End-users} * 235,000) * \text{Highest Tablet Revenue Share}]$	x 1.0 (maximum section score)		
	$[(\text{Proposed Outbound Electronic Messages Fee for Inmates} * 300,000) * \text{Proposed Tablet Revenue Share}] / [(\text{Proposed Inbound Electronic Messages Fee for End-users} * 300,000) * \text{Highest Tablet Revenue Share}]$	x 1.0 (maximum section score)		
	$[(\text{Proposed Inbound Photo Attachments Fee for End-users} * 78,000) * \text{Proposed Tablet Revenue Share}] / [(\text{Proposed Inbound Photo Attachments Fee for End-users} * 78,000) * \text{Highest Tablet Revenue Share}]$	x 0.3 (maximum section score)		
	$[(\text{Proposed Inbound Video Messages Fee for End-users} * 13,000) * \text{Proposed Tablet Revenue Share}] / [(\text{Proposed Inbound Video Messages Fee for End-users} * 13,000) * \text{Highest Tablet Revenue Share}]$	x 0.3 (maximum section score)		
	$[(\text{Proposed Entertainment Media Games Fee} * 4,500) * \text{Proposed Tablet Revenue}] / [(\text{Proposed Entertainment Media Games Fee} * 4,500) * \text{Highest Tablet Revenue Share}]$	x 0.4 (maximum section score)		
	$[(\text{Proposed Entertainment Media Movies Fee} * 200) * \text{Proposed Tablet Revenue Share}] / [(\text{Proposed Entertainment Media Movies Fee} * 200) * \text{Highest Tablet Revenue Share}]$	x 0.3 (maximum section score)		
	$[(\text{Proposed Entertainment Media Ebooks Fee} * 120) * \text{Proposed Tablet Revenue Share}] / [(\text{Proposed Entertainment Media Ebooks Fee} * 120) * \text{Highest Tablet Revenue Share}]$	x 0.3 (maximum section score)		
	$[(\text{Proposed Entertainment Media Music Fee} * 100,000) * \text{Proposed Tablet Revenue Share}] / [(\text{Proposed Entertainment Media Music Fee} * 100,000) * \text{Highest Tablet Revenue Share}]$	x 0.4 (maximum section score)		
Total Points:		4		

CATEGORIES	FORMULA	POINTS	SCORE
Electronic Trust Account	Total Electronic Trust Account Revenue Share Amount / Highest Total Electronic Trust Account Revenue Share Amount	x 5 (maximum section score)	= SCORE:
Upfront Financial Incentive	Total Upfront Financial Incentive / Highest Total Upfront Financial Incentive	x 3 (maximum section score)	=SCORE:
Total Points:		30	= SCORE:
<i>State Use – Solicitation Coordinator Signature, Printed Name & Date:</i>			

3. **Delete RFP ATTACHMENT 6.3., Section B “Revenue Proposal and Scoring Guide” in its entirety and insert the attached excel file in its place (any sentence or paragraph containing revised or new text is highlighted):**

4. **RFP Amendment Effective Date.** The revisions set forth herein shall be effective upon release. All other terms and conditions of this RFP not expressly amended herein shall remain in full force and effect.