



## Interoffice Memorandum

December 9, 2022

TO: Mayor Jerry L. Demings  
-AND-  
County Commissioners

 FROM:

Carrie Mathes, CFCM, NIGP-CPP, CPPO, C.P.M., Manager II,  
Procurement Division

CONTACT: Anthony D. Watts, Deputy Chief, Corrections Department  
407-836-3002

SUBJECT: Selection of Contractor, Request for Proposals, Y22-1010-AV, Orange County  
Corrections Electronic Mail Delivery System for Inmates and Other Related  
Services

### RECOMMENDATION:

Selection of one firm and two ranked alternates to provide Orange County Corrections Electronic Mail Delivery System for Inmates and Other Related Services, Request for Proposals, Y22-1010-AV, from the following firms listed alphabetically:

Global Tel Link Corporation dba Viapath Technologies  
SCRS Acquisition Corporation dba Securus Technologies, LLC  
Smart Communications Holding, Inc.

Request authority for the Procurement Division to negotiate and execute a contract for a five-year term within an annual revenue budget of \$201,300. Further request authorization to renew the contract for two additional one-year terms.

Proposals were evaluated by the Procurement Committee on November 30, 2022. Commissioner Maribel Gomez Cordero was assigned to the Procurement Committee.

### PURPOSE:

This contract provides revenue for an inmate mail delivery system and other related services.

### APPROVALS:

The Corrections Administrative Services Offices and Business Development Divisions concur with this recommendation.

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Electronic Mail Delivery System for Inmates and Other Related Services  
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REMARKS:

Three proposals were received in response to this Request for Proposals (RFP). The Procurement Committee evaluated the proposals in accordance with the criteria set forth in this RFP.

The Procurement Committee's consensus scores are attached.

Procurement Committee Meeting - November 30, 2022

Y22-1010-AV, Orange County Corrections Electronic Mail Delivery System for Inmates and Other Related Services

CRITERIA	Qual. of Staff	Qual of Firm	Technical Approach	Schedule of Revenue	Total Weighted Points
Weighted Value	20	20	40	20	100
Smart Communications Holding, Inc.	76	84	200	80	440
Global Tel Link Corporation dba Viapath Technologies	72	48	136	52	308
SCRS Acquisition Corporation dba Securus Technologies, LLC	56	68	112	68	304



**BUSINESS DEVELOPMENT DIVISION**

March 25, 2022

**TO:** Ana Villalona, Contracting Agent  
Procurement Division

**From:** Kesi Warren, Senior Contract Administrator  
Business Development Division

**Subject:** Y22-1010-AV, Orange County Corrections Electronic Mail  
Delivery Systems for Inmates

Business Development Division has reviewed the preliminary scopes of services for the Orange County Corrections Electronic Mail Delivery Systems for Inmates Request for Proposal.

After reviewing this information, Business Development has determined there is no M/WBE availability for the proposed scopes of services.

If the scope of services for this project changes, let us know.

*Aheena Ferguson*