

COUNTY OF LORAIN BID TABULATION SHEET

Bid for: Lorain County Jail Commissary

Date of Opening: April 22, 2014 10:00 A.M. EST

BIDDERS	Aramark	Trinity Services	Keefe Group
Section B	Please see attached		
Safety Policy	X	X	X
Anti-Discrimination	X	X	X
Non-Collusion	X	X	X
Personal Property Tax	X	X	X
R/E Tax	X	X	X
Addendum #1	X	X	X
Addendum #2		X	X
W9	X	X	X
ORC 9.24	X	X	X
Representations, Assurances & Certifications	X	X	X

FINANCIAL PROPOSAL:

30% Commission on Lorain County Commissary Sales

30% Commissions on Aramark's managed iCare program

22% Commissions on Aramark's managed Fresh Favorites program

- **CORE Trust fund software application**

- o One Lobby Kiosk
- o One Intake Kiosk
- o Release Card System Technology

\$20,000 Grant for facility IT/Systems upgrades (Cabling, Wiring, Electrical)

\$0.020 Cents per meal reduction on existing Food Service Agreement



Aramark Subsidized Kiosk fee structure:

Deposit Amount	Cash Fee	CC/DC Fee
\$0-\$50	\$3	\$3
\$50.01-\$200	6%	6%
Sample Fees		
\$60	\$3.60	
\$70	\$4.20	
\$80	\$4.80	
\$90	\$5.40	
\$100	\$6.00	
\$150	\$9.00	
\$200	\$12.00	

Fee Schedule for Release Cards:

Fee Description	Amount of Fee
Weekly Service Fee (2 day grace period)	\$2.50
Signature Transaction—Domestic	FREE
POS (cashier) PIN Transaction—Domestic	FREE
Cash Back at POS (cashier)	FREE
Bank Cash Advance	\$4.95
Balance Inquiry (Phone)—1 FREE per month	\$0.50
Balance Inquiry (ATM—Domestic)	\$1.00
ATM—Domestic	\$2.95
Decline Signature and PIN transactions	\$0.50
Live Support Call—1 FREE call per month	\$3.95



Proposed Investment

Trinity will fund certain improvements to your facility for installation of the kiosks required by the facility. The investment will be amortized over a period of five years, calculated at a rate equal to a straight-line depreciation basis. If our agreement is not extended for the maximum term or if the agreement is terminated, regardless whether a permitted termination by either party, prior to the full amortization of the investment, then County will agree to pay the unamortized portion of the Investment to Trinity within 30 days of the effective date of termination.

Trinity Services will also make a one time contribution in the amount of \$30,000.00 (thirty thousand dollars) to the Lorain County Sheriff's Office for equipment and/or technology upgrades for jail operations.

The Contribution will be made within ten business days from the date Trinity Services first provides commissary services at the Sheriff's Office. The contribution will be amortized over a period of five years, calculated at a rate equal to a straight-line depreciation basis. If our agreement is not extended for the maximum term or if the agreement is terminated, regardless whether a permitted termination by either party, prior to the full amortization of the contribution, then the Sheriff's office will agree to repay the unamortized portion of the contribution to Trinity Services within 30 days of the effective date of termination.

Commission Plan

Trinity Services Group proposes a commission rate of

30%

for the Lorain County Sheriff's Office.

Trinity Services Group does not pay commissions on phone cards, indigent kits, postage or any applicable sale taxes.

Trinity will sell phone cards to inmates ***at our cost.***



a. The KCN helpdesk email is actively monitored Monday through Thursday, 7am – 7pm CST and Friday 7am – 5PM CST

2) 1.800.864.5986

a. The toll free phone number is available 24 / 7

b. During business hours, technicians are available to assist customers Monday through Thursday, 6am – 7pm CST and Friday's, 6am – 5pm CST

c. After business hours, technicians are available to assist customers Monday through Thursday, 7pm – 6am CST and beginning on Friday's at 5pm through Monday morning at 6am CST

In the event that you are not contacted in the recommended timeframes or feel that you need to escalate the situation, please use the recommended escalation paths:

1) Ryan Lurk, Assistant Service Support Manager – 1.800.864.5986 x4144 / rlurk@keefegroup.com

2) Rob Sanders, Assistant Service Support Manager – 1.800.864.5986 x4140 / rsanders@keefegroup.com

3) Mark Brown, Service Support Manager – 1.800.864.5986 x4134 / mbrown@keefegroup.com

4) Tricia Boucher, Director of Technical Services – 1.800.864.5986 x4125 / tboucher@keefegroup.com

28. Proposals are to include a percentage of sales which shall be paid to the County.

Keefe is offering the following commission percentage of adjusted gross sales:

Year 1: 23% Commissary and Inmate Package Program (Access Securepak)

Year 2: 23% Commissary and Inmate Package Program (Access Securepak)

Year 3: 23% Commissary and Inmate Package Program (Access Securepak)

Year 4: 25% Commissary and Inmate Package Program (Access Securepak)

Year 5: 25% Commissary and Inmate Package Program (Access Securepak)

29. Proposals are also to include an up-front Capital Equipment Grant for technology and equipment to be used for jail operations.

Keefe is offering an up-front Capital Equipment Grant of \$75,000.

