Global Tel*Link Corporation

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Corporate Headquarters

12021 Sunset Hills Road Suite 100 Reston, VA 20190 **Operations Center**

107 St. Francis Street 32nd Floor Mobile, AL 36602

December 8th, 2017

Tim Wertheimer Western Tidewater Regional Jail 2402 Godwin Boulevard Suffolk, VA 23434

Dear Mr. Wertheimer,

I wish to first thank you, Superintendent Smith, and Major Bower for taking time from everyone's busy schedule to meet with myself, John Pilcher and Chris Moore on November 29th regarding your issued RFP 09182017-01 for Inmate Phone Service. As a strong partner for over a decade, rest assured that this partnership is extremely important to GTL. During our meeting, Western Tidewater Regional Jail has asked for each product and commission amount to be broken down individually along with varying offers based upon different calling rates. Starting on the next page you will find a summary of the options along with information associated to each offering.

Hills Road 107 St. Francis Street 32nd Floor 190 Mobile, AL 36602



Proposal 1	- Current Rates		
Dis autoria	Va auli Camanaiasia	Due to a successful	6720 000
Phones:	Yearly Commission	on Prepayment:	\$730,000 Commission
Rates:	Debit/prepaid	Collect	Percentage
Local	\$0.105	\$0.105	92.00%
Intrastate	\$0.250	\$0.250	92.00%
Interstate	\$0.210	\$0.250	0.00%
	\$0.250	\$0.250	92.00%
International	\$0.250	\$0.230	92.00%
Phone Fees:		Charge:	
Automated Payment Fees		\$3.00 per use	
Live agent fee Phone Payment f	or AdvancePay	\$5.95 per use	
Paper bill/statement fees	,	\$2.00 per use	
AdvancePay One Call		\$5.95 per use	
Tablets:	Yearly Commission	on Prepayment:	\$20,000
Feature / Function:	Cost To Inmate:	Commission %:	7_0,000
Inmate Requests	Free	N/A	
Grievances	Free	N/A	
Commissary Ordering	Free	N/A	
Law Library	Free	N/A	
PREA	Free	N/A	
Premium Education (free to	Free	IN/A	
•	Free	N1 / A	
inmate, cost to county)	F	N/A	
Facility PDF documents	Free	N/A	
Inmate Messaging	\$0.05 per Minute	25.00%	
Religious Content	\$0.05 per Minute	25.00%	
Games	\$0.05 per Minute	25.00%	
Streaming Music	\$0.05 per Minute	25.00%	
News	\$0.05 per Minute	25.00%	
Movies	\$0.05 per Minute	25.00%	
Books	\$0.05 per Minute	25.00%	
Feature / Function:	Cost To Public:		
Messaging	\$0.25 per Message	0.00%	
Video Visitation Session	\$0.25 per Minute	0.00%	
	·		
Kiosks:	Yearly Commission	n Prepayment:	\$3,000
Fee Description:	Fee Charge:		
Cash At Kiosk	\$3.00		
Credit Card \$0.00 - \$50.00	\$4.25		
Credit Card \$50.01-\$100.00	\$5.75		
Credit Card \$100.01-\$200	\$8.75		
Credit Card \$200.01-\$300.00	\$11.75		
Other options:	Any Commission	ons Available	N/A
N/A			
Total Commission Prepayment			
Selecting All Services	\$805,0	000	

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Selecting All Services

: : opeca: = +	0.10 per minute			
Phones :	Yearly Commission	n Prepayment:	\$580,000	
	_		Commission	
Rates:	Debit/prepaid	Collect	Percentage	
Local	\$0.100	\$0.100	92.00%	
Intrastate	\$0.100	\$0.100	92.00%	
Interstate	\$0.100	\$0.100	0.00%	
International	\$0.250	\$0.250	92.00%	
Phone Fees:		Charge:		
Automated Payment Fees		\$3.00 per use		
Live agent fee Phone Payment for	<u> </u>			
Paper bill/statement fees	riavanice: ay	\$2.00 per use		
AdvancePay One Call		\$5.95 per use		
Advancer by One can		55.55 pc1 usc		
Tablets:	Yearly Commission	n Prenayment:	\$20,000	
Feature / Function:	Cost To Inmate:	Commission %:	 	
Inmate Requests	Free	N/A		
Grievances	Free	N/A		
Commissary Ordering	Free	N/A		
Law Library	Free	N/A		
PREA	Free	N/A		
Premium Education (free to	Free	14//		
inmate, cost to county)	1166	N/A		
Facility PDF documents	Free	N/A		
Inmate Messaging	\$0.05 per Minute	25.00%		
Religious Content	\$0.05 per Minute	25.00%		
Games	\$0.05 per Minute	25.00%		
Streaming Music	\$0.05 per Minute	25.00%		
News	\$0.05 per Minute	25.00%		
Movies	\$0.05 per Minute	25.00%		
Books	\$0.05 per Minute	25.00%		
BOOKS	30.03 per Milliate	23.00%		
Feature / Function:	Cost To Public:			
Messaging	\$0.25 per Message	0.00%		
Video Visitation Session	\$0.25 per Minute	0.00%		
Video Visitation Session	\$6.25 per 141114te	0.0070		
Kiosks:	Yearly Commission	n Prepayment:	\$3,000	
Fee Description:	Fee Charge:			
Cash At Kiosk	\$3.00			
Credit Card \$0.00 - \$50.00	\$4.25			
Credit Card \$50.01-\$100.00	\$5.75			
Credit Card \$100.01-\$200	\$8.75			
Credit Card \$200.01-\$300.00	\$11.75			
Other options:	Any Commissio	ns Available	N/A	
N/A				
Total Commission Prepayment				

\$653,000

107 St. Francis Street 32nd Floor Mobile, AL 36602



Credit Card \$200.01-\$300.00

Total Commission Prepayment

Other options:

Selecting All Services

N/A

Fioposais	- \$0.11 per minute		
Phones:	Yearly Commission	n Prepayment:	\$650,000
	•	. ,	Commission
Rates:	Debit/prepaid	Collect	Percentage
Local	\$0.110	\$0.110	92.00%
Intrastate	\$0.110	\$0.110	92.00%
Interstate	\$0.110	\$0.110	0.00%
International	\$0.250	\$0.250	92.00%
	•	•	
Phone Fees:		Charge:	
Automated Payment Fees		\$3.00 per use	
Live agent fee Phone Payment for AdvancePay		\$5.95 per use	
		\$2.00 per use	
AdvancePay One Call		\$5.95 per use	
Tablets:	Yearly Commission	n Prepayment:	\$20,000
Feature / Function:	Cost To Inmate:	Commission %:	
Inmate Requests	Free	N/A	
Grievances	Free	N/A	
Commissary Ordering	Free	N/A	
Law Library	Free	N/A	
PREA	Free	N/A	
Premium Education (free to	Free		
inmate, cost to county)		N/A	
Facility PDF documents	Free	N/A	
Inmate Messaging	\$0.05 per Minute	25.00%	
Religious Content	\$0.05 per Minute	25.00%	
Games	\$0.05 per Minute	25.00%	
Streaming Music	\$0.05 per Minute	25.00%	
News	\$0.05 per Minute	25.00%	
Movies	\$0.05 per Minute	25.00%	
Books	\$0.05 per Minute	25.00%	
Feature / Function:	Cost To Public:		
Messaging	\$0.25 per Message		
Video Visitation Session	\$0.25 per Minute	0.00%	
Kiosks:	Yearly Commission	on Prepayment:	\$3,000
Fee Description:	Fee Charge:		75,550
Cash At Kiosk	\$3.00		
Credit Card \$0.00 - \$50.00	\$4.25		
Credit Card \$50.01-\$100.00	\$5.75		
Credit Card \$100.01-\$200	\$8.75		
5. 5 G. C Cara 9100.01 9200	, , , ,		

\$11.75

Any Commissions Available

\$723,000

N/A



Selecting All Services

Phones:	Yearly Commission	n Prepayment:	\$740,000	
			Commission	
Rates:	Debit/prepaid	Collect	Percentage	
Local	\$0.120	\$0.120	92.00%	
Intrastate	\$0.120	\$0.120	92.00%	
Interstate	\$0.120	\$0.120	0.00%	
International	\$0.250	\$0.250	92.00%	
Phone Fees:		Charge:		
Automated Payment Fees		\$3.00 per use		
Live agent fee Phone Payment for				
Paper bill/statement fees	Advancer dy	\$2.00 per use		
AdvancePay One Call		\$5.95 per use		
Advancer by One Can		55.95 per use		
Tablets:	Yearly Commissio		\$20,000	
Feature / Function:	Cost To Inmate:	Commission %:		
Inmate Requests	Free	N/A		
Grievances	Free	N/A		
Commissary Ordering	Free	N/A		
Law Library	Free	N/A		
PREA	Free	N/A		
Premium Education (free to	Free			
inmate, cost to county)		N/A		
Facility PDF documents	Free	N/A		
Inmate Messaging	\$0.05 per Minute	25.00%		
Religious Content	\$0.05 per Minute	25.00%		
Games	\$0.05 per Minute	25.00%		
Streaming Music	\$0.05 per Minute	25.00%		
News	\$0.05 per Minute	25.00%		
Movies	\$0.05 per Minute	25.00%		
Books	\$0.05 per Minute	25.00%		
Feature / Function:	Cost To Public:			
Messaging	\$0.25 per Message	0.00%		
Video Visitation Session	\$0.25 per Minute	0.00%		
			4	
Kiosks:	Yearly Commissio	n Prepayment:	\$3,000	
Fee Description:	Fee Charge:			
Cash At Kiosk Credit Card \$0.00 - \$50.00	\$3.00			
	\$4.25			
Credit Card \$50.01-\$100.00	\$5.75			
Credit Card \$100.01-\$200 Credit Card \$200.01-\$300.00	\$8.75 \$11.75			
C. Ca. Ca. a 7200.01 7500.00	Ψ±1.70			
		ns Available	N/A	
Other options:	Any Commissio	TIS Available	,,,	
Other options: N/A	Any Commissio	Available		

\$813,000





Selecting All Services

Proposal 5 -	\$0.13 per minute		
Phones:	Yearly Commission	n Prenayment:	\$780,000
Thomas T	rearry commission		Commission
Rates:	Debit/prepaid	Collect	Percentage
Local	\$0.130	\$0.130	92.00%
Intrastate	\$0.130	\$0.130	92.00%
Interstate	\$0.130	\$0.130	0.00%
International	\$0.250	\$0.250	92.00%
	•	•	•
Phone Fees:		Charge:	
Automated Payment Fees		\$3.00 per use	
Live agent fee Phone Payment fo	AdvancePay \$5.95 per use		
Paper bill/statement fees	\$2.00 per use		
AdvancePay One Call		\$5.95 per use	
Tablets:	Yearly Commission	n Prepayment:	\$20,000
Feature / Function:	Cost To Inmate:	Commission %:	
Inmate Requests	Free	N/A	
Grievances	Free	N/A	
Commissary Ordering	Free	N/A	
Law Library	Free	N/A	
PREA	Free	N/A	
Premium Education (free to	Free		
inmate, cost to county)		N/A	
Facility PDF documents	Free	N/A	
Inmate Messaging	\$0.05 per Minute	25.00%	
Religious Content	\$0.05 per Minute	25.00%	
Games	\$0.05 per Minute	25.00%	
Streaming Music	\$0.05 per Minute	25.00%	
News	\$0.05 per Minute	25.00%	
Movies	\$0.05 per Minute	25.00%	
Books	\$0.05 per Minute	25.00%	
Feature / Function:	Cost To Public:		
Messaging	\$0.25 per Message	0.00%	
Video Visitation Session	\$0.25 per Minute	0.00%	
			42.000
Kiosks:	Yearly Commission	n Prepayment:	\$3,000
Fee Description: Cash At Kiosk	Fee Charge:	-	
Credit Card \$0.00 - \$50.00	\$3.00 \$4.25	-	
	•	-	
Credit Card \$50.01-\$100.00 Credit Card \$100.01-\$200	\$5.75 \$8.75	-	
Credit Card \$100.01-\$200 Credit Card \$200.01-\$300.00	\$8.75	+	
Credit Card \$200.01-\$300.00	311.72		
Other options:	Any Commission	ns Available	N/A
N/A	,		
,			
Total Commission Prepayment			
•			

\$853,000



Proposal 6 - 9	\$0.14 per minute		
Phones:	Yearly Commission	n Prepayment:	\$840,000
	_		Commission
Rates:	Debit/prepaid	Collect	Percentage
Local	\$0.140	\$0.140	92.00%
Intrastate	\$0.140	\$0.140	92.00%
Interstate	\$0.140	\$0.140	0.00%
International	\$0.250	\$0.250	92.00%
Phone Fees:		Charge:	
Automated Payment Fees		\$3.00 per use	
Live agent fee Phone Payment fo			
Paper bill/statement fees	,	\$2.00 per use	
AdvancePay One Call		\$5.95 per use	
Tablets:	Yearly Commission	on Prepayment:	\$20,000
Feature / Function:	Cost To Inmate:	Commission %:	
Inmate Requests	Free	N/A	
Grievances	Free	N/A	
Commissary Ordering	Free	N/A	
Law Library	Free	N/A	
PREA	Free	N/A	
Premium Education (free to	Free	,	
inmate, cost to county)		N/A	
Facility PDF documents	Free	N/A	
Inmate Messaging	\$0.05 per Minute	25.00%	
Religious Content	\$0.05 per Minute	25.00%	
Games	\$0.05 per Minute	25.00%	
Streaming Music	\$0.05 per Minute	25.00%	
News	\$0.05 per Minute	25.00%	
Movies	\$0.05 per Minute	25.00%	
Books	\$0.05 per Minute	25.00%	
BOOKS	30.03 per windte	23.00%	
Feature / Function:	Cost To Public:		
Messaging	\$0.25 per Message	0.00%	
Video Visitation Session	\$0.25 per Minute	0.00%	
Kiosks:	Yearly Commission	on Prepayment:	\$3,000
Fee Description:	Fee Charge:		
Cash At Kiosk	\$3.00		
Credit Card \$0.00 - \$50.00	\$4.25		
Credit Card \$50.01-\$100.00	\$5.75		
Credit Card \$100.01-\$200	\$8.75		
Credit Card \$200.01-\$300.00	\$11.75		
Other options:	Any Commission	ons Available	N/A
N/A			
Total Commission Prepayment			
Selecting All Services	\$913,0	000	

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C	L

Selecting All Services

Proposal 7 -	\$0.15 per minute		
Phones:	Yearly Commission	on Prepayment:	\$900,000
	•	' '	Commission
Rates:	Debit/prepaid	Collect	Percentage
Local	\$0.150	\$0.150	92.00%
Intrastate	\$0.150	\$0.150	92.00%
Interstate	\$0.150	\$0.150	0.00%
International	\$0.250	\$0.250	92.00%
Phone Fees:		Charge:	
Automated Payment Fees		\$3.00 per use	
Live agent fee Phone Payment for	or Advance Pay		
Paper bill/statement fees	of Advanceray	\$5.95 per use \$2.00 per use	
AdvancePay One Call		\$5.95 per use	
Advanceray One Can		35.95 per use	
Tablets:	Yearly Commission	on Prenayment:	\$20,000
Feature / Function:	Cost To Inmate:	Commission %:	
Inmate Requests	Free	N/A	
Grievances	Free	N/A	
Commissary Ordering	Free	N/A	
Law Library	Free	N/A	
PREA	Free	N/A	
Premium Education (free to	Free	11,77	
inmate, cost to county)	1100	N/A	
Facility PDF documents	Free	N/A	
Inmate Messaging	\$0.05 per Minute	25.00%	
Religious Content	\$0.05 per Minute	25.00%	
Games	\$0.05 per Minute	25.00%	
Streaming Music	\$0.05 per Minute	25.00%	
News	\$0.05 per Minute	25.00%	
Movies	\$0.05 per Minute	25.00%	
Books	\$0.05 per Minute	25.00%	
Factoria (Factoria	Cont. To Dublin		
Feature / Function:	Cost To Public:	0.000/	
Messaging	\$0.25 per Message		
Video Visitation Session	\$0.25 per Minute	0.00%	
Kiosks:	Yearly Commission	n Prepayment:	\$3,000
Fee Description:	Fee Charge:		
Cash At Kiosk	\$3.00		
Credit Card \$0.00 - \$50.00	\$4.25		
Credit Card \$50.01-\$100.00	\$5.75		
Credit Card \$100.01-\$200	\$8.75		
Credit Card \$200.01-\$300.00	\$11.75		
Other options:	Any Commission	ns Available	N/A
N/A			
Total Commission Prepayment			

\$973,000



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In closing, I would like to reiterate the value that GTL places upon our partnership with the Western Tidewater Regional Jail. Should you have any questions regarding this letter or our ancillary offer please do not hesitate to contact me directly at (804)-304-9653 or via email at irogers@gtl.net. GTL offers to meet with you face to face and negotiate modifications to any of the above offers should you desire. I look forward to speaking with you in the near future.

Sincerely,

J.C. Rogers

J.C. Rogers Account Executive jrogers@gtl.net



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