



Global Tel*Link Corporation
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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.



Proposal 1 - Current Rates			
Phones :		Yearly Commission Prepayment:	\$730,000
Rates:	Debit/prepaid	Collect	Commission Percentage
Local	\$0.105	\$0.105	92.00%
Intrastate	\$0.250	\$0.250	92.00%
Interstate	\$0.210	\$0.250	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	
Paper bill/statement fees		\$2.00 per use	
AdvancePay One Call		\$5.95 per use	
Tablets:		Yearly Commission 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 inmate, cost to county)	Free	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 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 Commissions Available	N/A
N/A			
Total Commission Prepayment Selecting All Services		\$805,000	



Proposal 2 - \$0.10 per minute			
Phones :		Yearly Commission Prepayment:	\$580,000
Rates:	Debit/prepaid	Collect	Commission 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 AdvancePay		\$5.95 per use	
Paper bill/statement fees		\$2.00 per use	
AdvancePay One Call		\$5.95 per use	
Tablets:		Yearly Commission 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 inmate, cost to county)	Free	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 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 Commissions Available	N/A
N/A			
Total Commission Prepayment Selecting All Services		\$653,000	



Proposal 3 - \$0.11 per minute			
Phones :		Yearly Commission Prepayment: \$650,000	
Rates:	Debit/prepaid	Collect	Commission 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	
Paper bill/statement fees		\$2.00 per use	
AdvancePay One Call		\$5.95 per use	
Tablets:		Yearly Commission 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 inmate, cost to county)	Free	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 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 Commissions Available N/A	
N/A			
Total Commission Prepayment Selecting All Services		\$723,000	



Proposal 4 - \$0.12 per minute			
Phones :	Yearly Commission Prepayment:	\$740,000	
Rates:	Debit/prepaid	Collect	Commission 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 AdvancePay		\$5.95 per use	
Paper bill/statement fees		\$2.00 per use	
AdvancePay One Call		\$5.95 per use	
Tablets:	Yearly Commission 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 inmate, cost to county)	Free	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 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 Commissions Available	N/A	
N/A			
Total Commission Prepayment Selecting All Services	\$813,000		



Proposal 5 - \$0.13 per minute			
Phones :		Yearly Commission Prepayment: \$780,000	
Rates:	Debit/prepaid	Collect	Commission 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 for AdvancePay		\$5.95 per use	
Paper bill/statement fees		\$2.00 per use	
AdvancePay One Call		\$5.95 per use	
Tablets:		Yearly Commission 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 inmate, cost to county)	Free	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 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 Commissions Available N/A	
N/A			
Total Commission Prepayment Selecting All Services		\$853,000	



Proposal 6 - \$0.14 per minute			
Phones :		Yearly Commission Prepayment: \$840,000	
Rates:	Debit/prepaid	Collect	Commission 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 for AdvancePay		\$5.95 per use	
Paper bill/statement fees		\$2.00 per use	
AdvancePay One Call		\$5.95 per use	
Tablets:		Yearly Commission 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 inmate, cost to county)	Free	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 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 Commissions Available N/A	
N/A			
Total Commission Prepayment Selecting All Services		\$913,000	



Proposal 7 - \$0.15 per minute			
Phones :		Yearly Commission Prepayment: \$900,000	
Rates:	Debit/prepaid	Collect	Commission 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 AdvancePay		\$5.95 per use	
Paper bill/statement fees		\$2.00 per use	
AdvancePay One Call		\$5.95 per use	
Tablets:		Yearly Commission 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 inmate, cost to county)	Free	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 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 Commissions Available N/A	
N/A			
Total Commission Prepayment Selecting All Services		\$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 jrogers@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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