



San Francisco Sheriff's Department

3rd Amendment to Global Tel*Link Contract





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Request to Extend Contract 5 Months

- Existing Term: June 1, 2010 to May 31, 2015
- Proposed Term: June 1, 2010 to October 31, 2015, 5 month extension
- Purpose of Extension: Enable San Francisco to respond to Federal Communication Commission (FCC) policy changes
- Financial Terms: No change
- RFP Issued December 16, 2014, Anticipated Intent to Award March 15, 2015



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FCC Policy Direction

Date	FCC Action
7/9/2014	FCC indicated intent to reform inmate calling rates
10/17/2014	FCC proposed enforcing interstate rate ceiling for pre-paid and collect calling rates at \$0.21 and \$0.25 respectively, eliminating surcharge fees, and reduce commission to cost recovery
FCC Intent	
Reduce inmate calling rates to reasonable levels and promote inmate contact with social support network to reduce recidivism	



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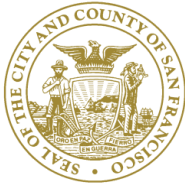


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SFSD Inmate Calling Rate Advocacy

December 11, 2014 - Sheriff Mirkarimi met with FCC

- SFSD supports FCC action regarding calling rates.
- Eliminating commissions significantly reduces funding to Inmate Welfare Fund.
- Inmate calling commission revenues are a small part of department revenue, but fund a significant portion of services specific to reducing recidivism.
- Reducing rates significantly impacts call volume, while retaining commissions.



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SFSD Exceeds FCC Requirements

Historic Calling Rates		
Collect	Surcharge	Per Minute Rate
Local	\$ 2.80	\$ 0.11
Intralata	\$ 2.80	\$ 0.15
Interlata	\$ 3.00	\$ 0.69
Interstate	\$ 3.95	\$ 0.69
PrePaid Collect	Surcharge	Per Minute Rate
Local	\$ 2.80	\$ 0.11
Intralata	\$ 2.80	\$ 0.15
Interlata	\$ 3.00	\$ 0.69
Interstate	\$ 3.95	\$ 0.69
Debit	Surcharge	Per Minute Rate
Local	\$ 1.25	\$ 0.10
Intralata	\$ 2.53	\$ 0.10
Interlata	\$ 2.83	\$ 0.21
Interstate	\$ 3.60	\$ 0.52

Current SFSD Rates		
Collect	Surcharge	Per Minute Rate
Local	\$ 1.25	\$ 0.10
Intralata	\$ 1.50	\$ 0.17
Interlata	\$ 1.50	\$ 0.17
Interstate	\$ -	\$ 0.25
PrePaid Collect	Surcharge	Per Minute Rate
Local	\$ 1.25	\$ 0.10
Intralata	\$ 1.50	\$ 0.17
Interlata	\$ 1.50	\$ 0.17
Interstate	\$ -	\$ 0.21
Debit	Surcharge	Per Minute Rate
Local	\$ 1.25	\$ 0.10
Intralata	\$ 1.50	\$ 0.17
Interlata	\$ 1.50	\$ 0.17
Interstate	\$ -	\$ 0.21

FCC Recommended Rates		
Collect	Surcharge	Per Minute Rate
Local	NA	NA
Intralata	NA	NA
Interlata	NA	NA
Interstate	\$ -	\$ 0.25
PrePaid Collect	Surcharge	Per Minute Rate
Local	NA	NA
Intralata	NA	NA
Interlata	NA	NA
Interstate	\$ -	\$ 0.21
Debit	Surcharge	Per Minute Rate
Local	NA	NA
Intralata	NA	NA
Interlata	NA	NA
Interstate	\$ -	\$ 0.21

RFP Required Rates		
Collect	Surcharge	Per Minute Rate
Local	\$ -	\$ 0.17
Intralata	\$ -	\$ 0.25
Interlata	\$ -	\$ 0.25
Interstate	\$ -	\$ 0.25
PrePaid Collect	Surcharge	Per Minute Rate
Local	\$ -	\$ 0.17
Intralata	\$ -	\$ 0.21
Interlata	\$ -	\$ 0.21
Interstate	\$ -	\$ 0.21
Debit	Surcharge	Per Minute Rate
Local	\$ -	\$ 0.17
Intralata	\$ -	\$ 0.21
Interlata	\$ -	\$ 0.21
Interstate	\$ -	\$ 0.21



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Rate Reduction Generated 18% Increase in Call Volume

Traffic Month	Calls	Minutes
3 month Pre-Change Avg.	27,720	303,677
3 month Post Change Avg.	33,623	358,752
% Fluctuation	21%	18%



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Estimated Annual Financial Impact

Contract Provision	Existing Contract	RFP	Change
Estimated Gross Revenue	\$974,962	\$624,818	-36%
Upfront Payment	\$68,000	\$149,333	120%
Technology Payment	\$7,350	\$0	NA
Commission	60%	65%	8%
Estimated Commission	\$559,130	\$359,755	-36%
Total IWF	\$634,480	\$509,088	-20%