

FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOLS

PROCUREMENT DIVISION

320 Hospital Drive Ste. 23

Warrenton, Virginia 20186

Phone: (540) 422-8350

Fax: (540) 422-8355

NOTICE OF CONTRACT RENEWAL

DATE: March 3, 2023

COMMODITY NAME: Electronic Monitoring- Products & Services

CONTRACT NUMBER: 33-19ckc (Riding Loudoun County Contract RFQ 475785)

CONTRACT PERIOD: July 1, 2022 through June 30, 2024

1st Renewal: July 1, 2022 through June 30, 2023

RENEWAL OPTIONS: Four (4), one-year renewal options

CONTRACTOR: Track Group Americas, Inc. dba Track Group, Inc.

VN: 634293 200 East 5th Avenue

Suite 100

Naperville, IL 60563

Rep: Tom McAndrew- Regional Sales Manager

Tom.mcandrew@trackgrp.com

PH: 402-350-6518 Mobile

PH: 877-260-2010 Office

TERMS: Net 45 days

DELIVERY: FOB: Destination

FOR FURTHER INFORMATION CONTACT: Jeff Campbell

Senior Buyer

PH (540) 422-8350

jeffrey.campbell@fauquiercounty.gov

NOTICE TO ALL FAUQUIER COUNTY GOVERNMENT AND PUBLIC SCHOOL USING DEPARTMENTS: This contract is the result of a competitive bid program and its use must follow the FCG&PS Procurement Policy/Procedures for the purchase of the commodity listed herein. Please see the reverse side of this notice for further instructions regarding this contract.

INSTRUCTIONS

1. Orders: All FCG&PS Using Departments must order services listed by issuing FCG&PS Purchase Orders per FCG&PS Procurement Procedures Manual. An extra copy of the Procedures Manual can be obtained by calling Procurement at (540) 422-8351 or 8352
2. The applicable contract number, vendor number, estimated total dollar amount (can be done as a “Not to exceed” estimated figure), contact person with phone number, and billing/delivery address must be shown on each purchase order for Finance & Contractor use.
3. Inspection on delivery and approval of contractor’s invoice is the responsibility of the receiving using department.
4. Any complaint as to quality of goods or services, faulty or delinquent delivery, or violation of contract provisions by contractor shall be reported to FCG&PS Procurement for handling with the Contractor. All complaints must be submitted in writing and can be forwarded to Procurement via email, fax or courier.
5. Renewals: As stated on the face of this notice, two (2), one-year renewal options are on this contract. Once Loudoun County renews their contract, the decision as to whether to exercise our renewal option will be made by the contract officer, with input requested from the using departments, prior to the expiration date of the current term.
6. Pricing:
See attached, below.

T R A C K  G R O U P

TAB VI
COST OF SERVICES

8.6 COST OF SERVICES

- A. PROVIDE A BREAKDOWN OF THE COST OF SERVICES BY COMPLETING THE PRICING INFORMATION SECTION OF THE PROPOSAL SUBMISSION FORM, SECTION 10.0.

Per addendum No.1 released on February 15th - Section 10. is deleted in its entirety and replaced with the attached: Electronic Monitoring Proposal Submission Forms included in this Addendum.

Track Group acknowledges these changes and has fully complied with the new requirement. On the following pages, we have provided the County with a breakdown of the cost of services within the new Electronic Monitoring Proposal Submission Form that was included in Addendum 1.

**10.0 ELECTRONIC MONITORING
PROPOSAL SUBMISSION FORMS**

RFQ-475785



Loudoun County, Virginia

Division of Procurement
One Harrison Street, 4th Floor
Leesburg, Virginia 20175

**10.0 ELECTRONIC MONITORING
PROPOSAL SUBMISSION FORMS**

THE FIRM OF: Track Group

Address: 200 E. 5th Ave Ste 100

Naperville, IL 60563

FEIN 87-0676925

Hereby agree to provide the requested services as defined in Request for Proposal No. RFQ-475785 for the price as stated in the price proposal.

PRICING INFORMATION

<u>Product Description</u>	<u>Status</u>	<u>Unit Cost</u>	<u>Quantity</u>	<u>Total</u>
<u>ReliAlertXC4 One-Piece GPS</u>	Active	\$ <u>3.00</u>	30	\$ <u>90.00</u>
<u>Shelf devices over allotment</u>	Inactive	\$ <u>1.50</u>	6	\$ <u>9.00</u>
TOTAL COST:				\$ <u>99.00</u>
<u>No charge shelf allowance</u>	Shelf	<u>No Charge</u>	15	<u>No Charge</u>

A. Return the following with your proposal. If offeror fails to provide with their proposal, items shall be provided within 24 hours of proposal opening.

ITEM:	INCLUDED: (X)
1. W-9 Form:	<u>X</u>
2. Certificate of Insurance:	<u>X</u>
3. Addenda, if any (Informality):	<u>X</u>

B. Failure to provide the following items with your proposal shall be cause for rejection of proposal as non-responsive and/or non-responsible. It is the responsibility of the offeror to ensure that it has received all addenda and to include signed copies with their proposal (9.2).

ITEM:	INCLUDED: (X)
1. Addenda, if any:	<u> X </u>
2. Payment Terms:	<u> X </u> net 30 or _____ Other
3. F.O.B. Destination-Freight Prepaid and Included:	<u> X </u>
4. Proof of Authority to Transact Business in Virginia Form:	<u> X </u>
5. Minimum Qualification Documentation:	<u> X </u>
6. References:	<u> X </u>

Person to contact regarding this proposal: Tom McAndrew

Title: Regional Sales Manager Phone: (402) 350-6518 Fax: (630) 428-2748

E-mail: tom.mcandrew@trackgrp.com

Name of person authorized to bind the Firm (9.7): Derek Cassell, Chief Executive Officer

Signature:  Date: 02/17/22

By signing and submitting a proposal, your firm acknowledges and agrees that it has read and understands the RFP documents.

COST OF SERVICES SUMMATION

Within our pricing proposal and per your County's specifications, Track Group is pleased to present Loudoun County with simple-to-budget, all inclusive, fixed daily lease rates for our company's flagship one-piece ReliAlert™XC4 GPS tracking device and associated equipment and service offerings. Our pricing includes many additional features designed to enhance your program's efficiency from a program time and cost management perspective as well as help to reduce recidivism. We may not be the lowest priced bidder, but Track Group guarantees that we will provide Loudoun County the absolute best technology and service offered in the offender electronic monitoring industry at the most reasonable cost. When comparing everything side- by-side, Track Group offers features and benefits that are simply unmatched by our competitors. We trust that Loudoun County will factor in these included benefits that Track Group is offering during your evaluation process. Some of our pricing highlights include, but are not limited to the following:

- 📍 Fixed daily lease pricing with all associated monitoring costs included.
- 📍 Fixed Spare Inventory Allowance of 15 devices (*DCC 7 spares, JCSU 5 spares and the Sheriff's Office 3 spares*) at no additional cost. Reduced idle rate for devices that exceed this allowance.
- 📍 All device consumables included at no additional cost. including standard straps.
- 📍 5% loss and damage equipment allowance with the option for 100% coverage included in our supplemental pricing section.
- 📍 If the need arises, Track Group will provide our RF Beacon at no additional cost.
- 📍 Provide the County with 8 laptops/tablets and 8 smartphones (*DCC 4 laptops/4 Smartphones, JCSU 3 laptops/3 Smartphones and the Sheriff's Office 1 laptop/1 Smartphone*) for use in the County's various electronic monitoring programs at no additional cost.
- 📍 Initial training and supplemental refresher training courses provide at no additional cost.
- 📍 Expert court testimony provided at no additional cost.
- 📍 Hardware is covered by warranty for the duration of the contract at no additional cost.
- 📍 **SecureCuff** - high-security strap and **Empower victim notification app** pricing is detailed in our supplemental products and services cost schedule.

SUPPLEMENTAL PRODUCTS AND SERVICES COST SCHEDULE

At times there may be situations where the different agencies participating in this solicitation – the JCSU, DCC or Sheriff's Office – may wish to use other electronic monitoring technologies beyond active GPS. Also, as a member of the Metropolitan Washington Council of Governments, there are multiple agencies that look to the County when cooperatively procuring as authorized in Section 2.2-4304 of the Code of Virginia. We have provided the same pricing options for all users of this contract, however as the parent contract holder, Loudoun County will receive the 1000+ unit* quantity tiered discount for any additional products the County may be interested in now or throughout the duration of this contract and any renewal periods (*Loudoun County will be given the 750–1250-tiered discount pricing for Socrates 360 and 751-1500 tiered pricing for Analytics). All other agencies purchasing off this contract will receive the pricing pertaining to the individual agency's volume based on the quantity discounted pricing grids on the following pages.

Please find below additional systems and services Track Group provides in addition to the ReliAlert™XC4 One-Piece GPS device to assist all agencies in providing a complete array of electronic monitoring solutions for community supervision. We reserve the option to work with individual agencies interested in procuring our services from this Cooperative Purchasing Agreement in packaging EM solutions to meet their individual needs and will not exceed the pricing listed in this proposal (example: combo pricing, monthly pricing instead of daily lease pricing).

** We have provided supplement product specifications literature within "Product Literature" Tab VIII*

SUPPLEMENTAL COST SCHEDULE

GPS PRODUCT	DESCRIPTION	SHELF ALLOTMENT	LOST DAMAGE STOLEN ALLOTMENT	DAILY LEASE RATE PER GPS UNIT										
<p>♀ RELIALERT™XC4</p> <p>- ACTIVE + MC 1 MINUTE OR 5 MINUTE</p>	<p>Our active GPS Device with patented 2/3-live voice communication. Agency-defined/customizable protocol sets with instant alert notifications via email, text, and/or live call. 24/7/365 live Monitoring Center Services and offender intervention.</p>	<p>10% Shelf Allotment</p> <p>\$1.50 Daily Shelf fee for above the 10% allotment</p>	<p>5% <u>Lost, Stolen, Damaged Equipment Allotment</u></p> <p>Optional 100% L,S,D coverage provided for an additional \$0.50 per unit/per day.</p>	<table border="1"> <tr> <td>1-50</td> <td>\$4.50</td> </tr> <tr> <td>51-250</td> <td>\$4.00</td> </tr> <tr> <td>251-500</td> <td>\$3.75</td> </tr> <tr> <td>501-1000</td> <td>\$3.50</td> </tr> <tr> <td>1001+</td> <td>\$3.00</td> </tr> </table>	1-50	\$4.50	51-250	\$4.00	251-500	\$3.75	501-1000	\$3.50	1001+	\$3.00
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♀ ReliAlert™XC4

THE SAFEST AND MOST RELIABLE MONITORING DEVICE EVER MADE

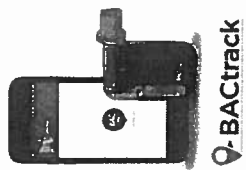



The advanced patented, problem-solving features on the ReliAlert™XC4 were designed to increase public safety while improving the management of offenders and is not offered by any other service provider.

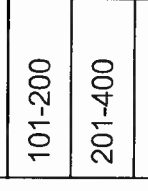

SUPPLEMENTAL COST SCHEDULE

GPS MONITORING RELATED PRODUCTS	DESCRIPTION	SHELF ALLOTMENT	COST
<p>BEACON</p> <p>RF TRANSMITTER DEVICE</p>  	<p>Our RF transmitter device that compliments ReliAlert™XC4 GPS device, providing the agencies with consistent offender location information.</p>	<p>Not Applicable</p>	<p>Lease Price: \$0.50 (per unit/per day)</p> <p>Purchase Price: \$105.00 (per unit)</p>
<p>SECURECUFF™</p> <p>HIGH-SECURITY STRAP</p>  	<p>Our patented, 1.5" harden-steel cuff for high-risk subjects wearing the ReliAlert™XC4 device.</p>	<p>Not Applicable</p>	<p>Purchase Price: \$35.00 (per cuff)</p>
<p>EMPOWER</p> <p>VICTIM MONITORING</p>  	<p>Our Victim notification smartphone app that creates a "mobile" geo-zone around a victim and works in conjunction with the offender's ReliAlert™XC4 GPS device. *The Empower app is installed on the victim's personal, or Agency provided phone and is compatible with both Android and iOS smartphones.</p>	<p>Not Applicable</p>	<p>\$2.00 (per app user/per day)</p>

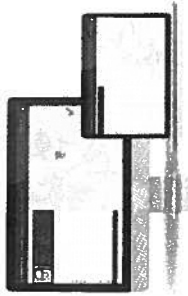




SUPPLEMENTAL COST SCHEDULE

OPTIONAL ALCOHOL MONITORING PRODUCTS	DESCRIPTION	SHELF ALLOTMENT	COST																												
<p>BACTRACK - ALCOHOL MONITORING</p> 	<p>A remote Breath Alcohol monitoring system that integrates a police-grade, mobile breathalyzer and a smartphone app that provides mobile breath alcohol content (BrAC) testing. *The BACtrack app is installed on the offender's personal, or Agency provided phone and is compatible with both Android and iOS smartphones.</p>	<p><u>10% Shelf Allotment</u> \$1.50 Daily Shelf fee for above the 10% allotment <u>5% Lost, Stolen, Damaged Equipment Allotment</u> Optional 100% L, S, D coverage provided for an additional \$0.50 per unit/per day.</p>	<p>\$3.25 (per unit/per day) *Unit includes BACtrack device and Smartphone app.</p>																												
OPTIONAL APP-BASED MONITORING	DESCRIPTION	DAILY COST (PER APP USER/PER DAY)	MONTHLY SUBSCRIPTION																												
<p>SOCRATES 360 - CHECK-IN APPLICATION</p> 	<p>A multipurpose platform check-in and release app featuring biometric identification and video conferencing. *The Socrates app is installed on the offender's personal, or Agency provided phone and is compatible with both Android and iOS smartphones.</p>	<table border="1"> <tr><td>1-100</td><td>\$1.25</td></tr> <tr><td>101-200</td><td>\$1.00</td></tr> <tr><td>201-400</td><td>0.90</td></tr> <tr><td>401-750</td><td>\$0.80</td></tr> <tr><td>751-1250</td><td>\$0.70</td></tr> <tr><td>1251-2000</td><td>\$0.60</td></tr> <tr><td>2001+</td><td>\$0.50</td></tr> </table>	1-100	\$1.25	101-200	\$1.00	201-400	0.90	401-750	\$0.80	751-1250	\$0.70	1251-2000	\$0.60	2001+	\$0.50	<table border="1"> <tr><td>1-100</td><td>\$1,700</td></tr> <tr><td>101-200</td><td>\$3,650</td></tr> <tr><td>201-400</td><td>\$7,300</td></tr> <tr><td>401-750</td><td>\$13,800</td></tr> <tr><td>751-1250</td><td>\$18,900</td></tr> <tr><td>1251-2000</td><td>\$25,000</td></tr> <tr><td>2001+</td><td>\$30,000</td></tr> </table>	1-100	\$1,700	101-200	\$3,650	201-400	\$7,300	401-750	\$13,800	751-1250	\$18,900	1251-2000	\$25,000	2001+	\$30,000
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SUPPLEMENTAL COST SCHEDULE

OPTIONAL RELATED PRODUCTS	DESCRIPTION	DAILY COST (PER ACTIVE NUMBER OF OFFENDER)	MONTHLY SUBSCRIPTION																				
<p>ANALYTICS</p> <ul style="list-style-type: none"> - REPORTING TOOL (OPTIONAL) 	<p>Our statistical GPS data reporting tool that quickly analyzes an offender's data allows officers to quickly visualize "pattern of life" and address concerning behavioral trends.</p>	<table border="1"> <tr><td>1-100</td><td>\$1.25</td></tr> <tr><td>101-200</td><td>\$1.00</td></tr> <tr><td>201-400</td><td>\$0.75</td></tr> <tr><td>401-750</td><td>\$0.65</td></tr> <tr><td>751-1500</td><td>\$0.50</td></tr> </table>	1-100	\$1.25	101-200	\$1.00	201-400	\$0.75	401-750	\$0.65	751-1500	\$0.50	<table border="1"> <tr><td>1-100</td><td>\$2,500</td></tr> <tr><td>101-200</td><td>\$3,000</td></tr> <tr><td>201-400</td><td>\$5,000</td></tr> <tr><td>401-750</td><td>\$10,000</td></tr> <tr><td>751-1500</td><td>\$15,000</td></tr> </table>	1-100	\$2,500	101-200	\$3,000	201-400	\$5,000	401-750	\$10,000	751-1500	\$15,000
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<p>SMARTPHONE</p> <ul style="list-style-type: none"> - PROVIDED SMARTPHONE (OPTIONAL) 	<p>Track Group can provide the smartphone to offenders and/or victims who do not have their own smartphone. <i>*Track Group provided smartphones are only optional to our app-based monitoring solutions which include BACtrack, Empower, and Socrates 360.</i></p>	<p>\$2.00 (per smartphone/per day, billed daily while in agency's possession)</p>	<p><i>Not Applicable</i></p>																				

SERVICES INCLUDED

SERVICES	DESCRIPTION
 <p>INTELLITRACK MONITORING SOFTWARE</p>	<p>Our secure, cloud-based monitoring system, IntelliTrack receives, records, and stores all data transmitted from the offender's device and is accessible 24/7/365 to authorized County personnel.</p>
 <p>INTELLITRACK OFFICER MOBILE APP</p>	<p>Our Officer Mobile app is a version of the IntelliTrack monitoring software that is compatible with both Android and iOS smartphones and tablets.</p>
 <p>24/7/365 LIVE MONITORING CENTER SERVICES</p>	<p>Our U.S.-based Monitoring Center is staffed 24/7/365 (including holidays) with live, bi-lingual operators who will provide immediate violation notifications (email/text/live call). As well as Customer/Technical services to assist with troubleshooting and other inquiries.</p>
 <p>TRAINING COUNTY PERSONNEL</p>	<p>Track Group will conduct initial training as well as ongoing/refresher training for County personnel. As well as provide all necessary equipment, accessories, equipment, manuals, on contracted EM solutions and software at no additional cost.</p>
 <p>EQUIPMENT MAINTENANCE & REPAIRS</p>	<p>Track Group will assume the responsibility for the repair and maintenance of all contracted equipment and will replace any device in the event of a malfunction or failure throughout the life of the contract at no additional cost.</p>

CONSUMABLES & REPLACEMENT PRICING

EQUIPMENT REPLACEMENT & CONSUMABLES			
ReliAlert™XC4 Device Replacement	\$975.00*	BACtrack Device Replacement	\$130.00*
ReliAlert™XC4 Shell Replacement	\$250.00*	BACtrack AC Power Adapter	No Charge
ReliAlert™XC4 Standard Straps	No Charge	BACtrack Mouthpiece	No Charge
ReliAlert™XC4 Breakaway Cable	No Charge	Smartphone Replacement	\$130.00
ReliAlert™XC4 Tamper Caps	No Charge	SecureCuff™ (optional)	\$35.00
ReliAlert™XC4 Measuring Tool	No Charge	Beacon Replacement	\$75.00
ReliAlert™XC4 Torque Driver	No Charge		
ReliAlert™XC4 Torque Driver Adapter	No Charge		
ReliAlert™XC4 Torque Driver Bit	No Charge		

**Replacement costs are provided for offender restitution or for agencies that exceed their Lost, Stolen, Damaged Equipment Allowance if they elected not to purchase the optional insurance coverage.*

SUPPLEMENT COST OF SERVICES AND COOPERATIVE PURCHASING DETAILS

Track Group highly values our partnership with Loudoun County. Your County's leadership in creating electronic monitoring programs has had a wide-ranging impact throughout the region, serving as a model for other programs to emulate. The County, through its membership in the Metropolitan Washington Council of Governments, has been a leader in promoting cooperative purchasing as an effective and efficient way to procure electronic monitoring systems and services. Many agencies throughout the years have procured services directly from past contracts and we are hoping to continue to have other agencies realize the benefits cooperative purchasing has to offer. We are offering the same pricing and benefits featured in our proposal response to Loudoun County, as well as other agencies participating in the cooperative purchase. However, since Loudoun County has some specific requirements solely based on your needs such as peripheral items (i.e., phones and laptops), Track Group would like to define some items as it relates to other agencies procuring our products and services from this contract. Track Group would like to offer participating agencies the following:

- 📍 Tiered level volume fixed pricing with all associated monitoring costs included.
- 📍 No minimum lease/purchase required.
- 📍 10% spare inventory with a minimum of (1) no charge shelf device at all times with a reduced idle rate for devices that exceed this allowance.
- 📍 All device consumables included at no additional cost. including standard straps.
- 📍 5% loss and damage equipment allowance with the option for 100% coverage included in our supplemental pricing section.
- 📍 Initial training and supplemental refresher training courses provide at no additional cost.
- 📍 Expert court testimony provided at no additional cost.
- 📍 Hardware is covered by warranty for the duration of the contract at no additional cost.