

# EXHIBIT 20

Screening Out Family Time:  
The For-Profit Video Visitation Industry in Prisons and Jails

*Securus Shansee County, Kansas Financial Proposal*

**PRISON**  
POLICY INITIATIVE

**COPY**

**An RFP Solution Presented  
Expressly for**

**Shawnee County  
Department of  
Corrections**

**RFP # 026-12  
Inmate Telephone Services  
Appendix A – Financial Proposal**

**May 9, 2012 by 2:00 PM**

**Presented to:**

Shawnee County Purchasing Department  
Attn: Michele Hanshaw  
200 SE 7ths Street, Suite B27  
Topeka, KS 66603-3932

**Presented by:**

Nicole Clark, Account Manager  
Tel: 712-898-4722  
Securus Technologies, Inc.,  
14651 Dallas Parkway, Ste. 600  
Dallas, TX 75254



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# Appendix A Commission Offer Form

## APPENDIX A COMMISSION OFFER FORM

Describe the call rates and commissions proposed for each call type. Proposers are required to submit one Commission offer form for each rate option proposed. Each Proposer must submit an offer based upon the current rates as stated in the RFP. Additional rate options are also encouraged; including simplified rates that offer the same pricing for all call destinations.

### Scenario #1 - Current Calling Rates

Call Category	COLLECT AND DIRECT BILLED CALLS *		PREPAID COLLECT CALLS	
	Surcharge/Connect Fee	Per-Minute	Surcharge/Connect Fee	Per-Minute
Local	\$4.05	\$0.00	\$4.05	\$0.00
Intra LATA	\$3.882	\$0.182	\$3.882	\$0.182
Inter LATA	\$3.65	\$0.65	\$3.65	\$0.65
InterState/IntraLATA	\$3.27	\$0.47	\$3.27	\$0.47
InterState/InterLATA	\$4.80	\$0.85	\$4.80	\$0.85
International	\$ N/A	\$ N/A	\$ N/A	\$ N/A

Rates shown above are exclusive of Federal, State and Local Taxes and Regulatory Fees such as the Universal Service Fund. It is understood that these will be charged as a pass-through from the taxing/regulating agency to the called party and that no commission will be paid on these items.

**Commission Offer:** 77%  
**Additional Incentive:** Securus Video Visitation, Continuous Voice Verification/Securus Voice Biometrics, Threads, Word Spotting

### Value-Added Services - Impact to Commission Offer

<u>Value-Added Service - Description</u>	<u>Impact to Commission Offer Above</u>
(1) Securus Video Visitation	<b>No cost solution</b> to Shawnee County with the ability for revenue sharing after implementation.
(2) Continuous Voice Verification (CVV) <u>or</u> Securus Voice Biometrics (SVB)	<b>CVV: \$0.25</b> non commissionable surcharge per call taken from call rates shown above, not in addition to. <b>Or SVB: \$0.10</b> non commissionable surcharge per call taken from call rates shown above, not in addition to.
(3) Threads	<b>\$0.10</b> non commissionable surcharge per call taken from call rates shown above, not in addition to.
(4) Word Spotting	<b>Included with offer.</b>

## Appendix A Commission Offer Form

### Scenario #2 - Vendor Proposed Calling Rates (Up to two additional scenarios may be added if desired)

Call Category	COLLECT AND DIRECT BILLED CALLS		PREPAID COLLECT CALLS		DEBIT CALLS	
	Surcharge / Connect Fee	Per-Minute	Surcharge / Connect Fee	Per-Minute	Surcharge / Connect Fee	Per-Minute
Local	\$3.75	\$0.00	\$3.75	\$0.00	\$3.75	\$0.00
Intra LATA	\$3.75	\$0.00	\$3.75	\$0.00	\$3.75	\$0.00
Inter LATA	\$3.75	\$0.00	\$3.75	\$0.00	\$3.75	\$0.00
InterState IntraLATA	\$3.75	\$0.00	\$3.75	\$0.00	\$3.75	\$0.00
InterState InterLATA	\$3.75	\$0.00	\$3.75	\$0.00	\$3.75	\$0.00
International	\$4.00	\$1.00	\$4.00	\$1.00	\$4.00	\$1.00

Rates shown above are exclusive of Federal, State and Local Taxes and Regulatory Fees such as the Universal Service Fund. It is understood that these will be charged as a pass-through from the taxing/regulating agency to the called party and that no commission will be paid on these items.

Commission Offer: 77%  
 Additional Incentive: Securus Video Visitation, Continuous Voice Verification/Securus Voice Biometrics, Threads, Word Spotting

#### Value-Added Services - Impact to Commission Offer

<u>Value-Added Service - Description</u>	<u>Impact to Commission Offer Above</u>
(1) Securus Video Visitation	<b>No cost solution</b> to Shawnee County with the ability for revenue sharing after implementation.
(2) Continuous Voice Verification (CVV) <u>or</u> Securus Voice Biometrics (SVB)	<b>CVV: \$0.25</b> non commissionable surcharge per call added to call rates shown above. <b>Or SVB: \$0.10</b> non commissionable surcharge per call added to call rates shown above.
(3) Threads	<b>\$0.10</b> non commissionable surcharge per call added to call rates shown above.
(4) Word Spotting	<b>Included with offer.</b>

# Appendix A Commission Offer Form

## Discretionary Fees and Billing Policies:

1. Respondents are required to disclose all Discretionary Fees and Billing Policies in the tables below. This requirement applies to both the Vendor as prime contractor and any subcontractor or third-party agent. Failure to adhere to these fees and policies will be grounds for immediate termination of the Contract.

## Discretionary Fees

Description	Fee Amount	Charged monthly, per transaction, per call, or other?	Applicable to Collect, Prepaid Collect, Direct Billed and/or Debit?	Applicable to Local, IntraLATA, InterLATA, or Interstate?
Bill Statement Fee	\$3.49	Monthly	Collect (only if customer is billed through their Local Exchange Carrier)	--
Direct Bill Fee	\$0.00	N/A	N/A	N/A
Prepaid Account Set up Fee	\$0.00	N/A	N/A	N/A
Prepaid Account Funding Fee by Internet	\$6.95	Per Transaction	--	--
Prepaid Account Funding Fee by Telephone	\$6.95	Per Transaction	--	--
Prepaid Account Funding fees by third-party agents - e.g. Western Union, TouchPay, JPay (list all)	Money Gram (up to \$10.99) Western Union (up to \$11.95)	Per Transaction (Fee not charged by Securus)	--	--
Refund Fee	N/A- prohibited per 12.71			
Account Maintenance Fee	\$0.00	N/A	N/A	N/A
Inactive Account Fee	N/A- prohibited per 12.72			
Regulatory Cost Recovery Fee <i>Federal Regulatory Recovery Fee</i>	\$3.49	Monthly	Collect, Prepaid Collect, Direct Bill	Applies only if interstate or International calls are accepted in given month.
Universal Service Fund Administrative Fee	\$0.00	N/A	N/A	N/A

## Appendix A Commission Offer Form

Description	Fee Amount	Charged monthly, per transaction, per call, or other?	Applicable to Collect, Prepaid Collect, Direct Billed and/or Debit?	Applicable to Local, IntraLATA, InterLATA, or Interstate?
Other? Describe any other Discretionary Fees that are not addressed above <i>See Below</i>				
Return Check Fee	\$25.00	Per Transaction	--	--
Wireless Administration Fee	\$2.99	Monthly	Applies only to prepaid accounts with one or more wireless telephone numbers authorized to receive calls.	--

## Appendix A Commission Offer Form

### Billing Policies

Description	Policy
Prepaid Collect account deposit minimum	Securus typically requires \$25 minimum for Prepaid Collect deposits made through the web or live agent by credit card or personal check. However, as stated in 11.69, Securus has the ability to do no minimum funding for all funding types.
How long after a credit card deposit is received is calling restored?	Most payments (excluding payments made via Western Union) process in real time and are posted to the end-users account immediately. Generally speaking, lines are clear to receive calls with the posting of the payment providing there are no other blocks and/or restrictions on the end-users account.
Are additional fees charged on top of those charged by third-party agents (e.g. Western Union, TouchPay, JPay)? If so, provide detail.	No other fees apply for funding accounts via third-party agents.

### Sample Commission Calculation

The numbers provided in this table are NOT representative of historical call volume. This table is simply provided to illustrate Vendors' commission calculation methods using sample data.

The expected Commission calculation method is clearly defined in section 2. Nothing in this table is designed to change this requirement.

Assume that the Gross Revenue figures shown below include every completed, accepted phone call initiated by an inmate, regardless of payment method.

Description	Amount
Gross Collect Call Revenue	\$15,000
Gross Direct Billed Revenue	\$5,000
Gross PrePaid Collect Revenue	\$25,000
Gross Debit Revenue	\$10,000
Total Revenue	\$55,000
Cost of Phone Lines & Transport	\$1,900
Cost of System & Maintenance	\$2,000
Cost of Unbillable Calls	\$900
Cost of Bad Debt	\$3,950
Cost of Billing & Collection	\$1,250
Commission Amount Due for Sample Month based on Proposed Commission Percentage in Scenario #1 (Exact check amount)	<b>\$42,350</b>



# Appendix A Commission Offer Form

## Experience in Other States

For all state systems currently served as a prime contractor for 6 months or more, provide the following information:

Securus has provided this list in the envelope marked “**Proprietary and Confidential Material**” with this Financial Proposal, Appendix A. As a privately held corporation, Securus has provided this information for the evaluators of Proposal 026-12 but consider this material to be highly confidential. We respectfully request that it be removed from our proposal prior to making it publicly available after opening.


System Name	Average Inmate Population - Past 6 months	Average Gross Revenue per Call	Average Monthly Gross Revenue per Inmate	Comments (if applicable) regarding unique factors impacting calling volume
(1)				

# Appendix A Commission Offer Form

System Name	Average Inmate Population - Past 6 months	Average Gross Revenue per Call	Average Monthly Gross Revenue per Inmate	Comments (if applicable) regarding unique factors impacting calling volume

**Appendix A Commission Offer Form**

**Acknowledgement**

Firm Name: Securus Technologies, Inc.  
Signed:   
Name: Russell Roberts  
Title: Vice President, Marketing & Strategy  
Date: May 7, 2012