

DEPARTMENT OF GENERAL SERVICES  
Central Services Division

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**AMENDMENT NO.2**

**REQUEST FOR PROPOSAL (RFP)  
RFP NUMBER: 680-0121-23**

**ELECTRONIC/ALCOHOL MONITORING PROGRAM**

**FINAL DATE FOR SUBMISSION: APRIL 20, 2022 5:00 PM (PST)**

SUBMIT PROPOSAL TO:	RFP COORDINATOR
Solano County digitally via Bonfire E-Procurement Platform Solano County Portal website at <a href="https://solanocounty.bonfirehub.com">https://solanocounty.bonfirehub.com</a>	Karen Poole, Sr. Buyer <a href="mailto:kdpoole@solanocounty.com">kdpoole@solanocounty.com</a> Phone 707-784-6321

This document is available electronically on the County's website at [www.solanocounty.com](http://www.solanocounty.com) and Public Purchase's website at <https://solanocounty.bonfirehub.com>.

Any vendor participating in this solicitation is required to have a vendor application on file with the County. This application may be downloaded from the above website. Include the vendor application with your bid. **BIDDERS ARE RESPONSIBLE FOR FREQUENTLY CHECKING THE COUNTY'S WEBSITE FOR ANY CHANGES OR INFORMATION RELATING TO THIS RFQ.**

"Smoking is not permitted in County Buildings or around Solano County campuses. Thank you in advance for your compliance."

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April 6, 2022

**AMENDMENT 2**  
**ELECTRONIC/ALCOHOL MONITORING PROGRAM**  
**RFP NUMBER: 680-0121-23**

Pursuant to Request for Proposal, RFP No. 680-0121-23, Electronic/Alcohol Monitoring Program, for Solano County, Probation Department has amended the RFP to reflect the following change(s):

1. County's response to proposer's questions.
2. Revised Schedule of Events. Final Bid Submission:

All other terms and conditions and other requirements contained in the RFQ remain unchanged. Also, please complete amendment acknowledgement letter (attached) and return with your RFQ submittal.

This amendment shall be considered part of the Request for Proposals for the above-mentioned services as though it had been issued at the same time and shall be incorporated integrally therewith. Where provisions of the following supplementary data differ from those of the original RFP package, this amendment shall govern and take precedence.

Interested firms are hereby notified that they shall make any necessary adjustment(s) in the response to this RFP as a result of this amendment. It will be construed that each firm's response is submitted with full knowledge of all modifications and supplemental data specified herein.

The County of Solano thanks you for your expressed interest in its RFP and looks forward to your response.

Respectfully,

Buyer Name  
RFP Coordinator

- Attachments
- 1: County's Response to Vendors Questions
  - 2: Schedule of Events
  - 3: Amendment Acknowledgement
  - 4: Exhibit A- LCA Contract
  - 5: Exhibits B - Amendments 1-5

RFQ NO.: 680-0121-23  
FINAL SUBMISSION DATE: 04/20/2022 5:00 PM PST

COUNTY'S RESPONSE TO PROPOSERS' QUESTIONS

NO.	REFERENCE SECTION OF SOLICITATION	QUESTIONS / COMMENTS	COUNTY RESPONSE (FOR COUNTY USE ONLY)
1		Is this program 100% agency funded? If not, what portion is offender-funded?	Yes. The Electronic/Alcohol Monitoring Program is 100% agency funded.
2		How many participants are currently in the program at any given time? Is there an expectation that the number of participants will increase or decrease?	We have seen a steady increase, specifically with our pretrial population, over the past 6 months. Currently, we average 90-100 monthly. Juveniles: 12 average Adults: 70 average
3		What is the average number of days each participant is in the program?	54 days for EM/GPS 120 days for SCRAM
4		Page 1, second box. The RFP instructions say to include a vendor application with the proposal. Can the vendor application be included in an Appendix? Or is it considered part of the 25-page limit for the proposal.  Please clarify where the application is to be included in the proposal.	The Vendor Application will not be counted toward the 25-page limit.
5	Sections 3.1, 3.4.1.6 and 4.7	3.4.1.6 says that if proposers offer something different from that requested by the RFP and/or "additional services", the proposal could be rejected or disqualified.  However, 3.1 states, "Proposers may suggest a modified scope of work as part of their proposal. 4.7 states, "The County welcomes proposers to	Amend to delete Section 3.4.1.6. The County encourages proposers to submit a proposal that presents best value and is most advantageous to the County and the public. The County will award the contract to the Proposer who is fully qualified and best suited among those submitting proposals.

		<p>include other monitoring device options than what is outlined above.</p> <p>These statements appear to conflict with each other. Can the County please clarify if they would like proposers to submit other options and if proposing options not specifically stated in the RFP will disqualify proposers?</p>	
6	Section 4.1	<p>Section 4.1. Requires at least two electronic devices capable of utilizing Contractor's web-based interface.</p> <p>Can the County be more specific about what type of devices are preferred? Is the County asking the Contractor to provide smartphones? Tablets? Laptop computers?</p>	The County does not have a preference. Contractor to propose device options that will support CONTINUOUS ALCOHOL MONITORING and GPS.
7	Sections - 10.4.2, 10.4.10 to 10.4.19	<p>There is a limit of 25 pages for proposal. It appears that many, if not most, of the 25 pages will be taken up based on the requirements of 10.4.10 and 10.4.19.</p> <p>(As an example, the County's budget sample forms included in Attachments 2 and 3 are six pages long and are required to be included three times (once for each period) which would be 18 pages.</p> <p>Additionally, audited financial statements range from 20 pages for small companies to hundreds of pages for publicly traded companies.</p>	The Budget and Financial Statements are not included in the 25-page limit.

		<p>Per the directions provided in 10.4.2 the only pages that are not included in the 25-page limit are the cover letter, resumes and a copy of the RFP.</p> <p>Will the County please exclude the Budget and Financial Resources sections from the 25-page limit and allow them to be included in a separate section in an Appendix?</p> <p>If not, will the County please consider increasing the page limit?</p>	
8	Section 4.3	<p>This requirement states, "All participant equipment must report all information exclusively through the cellular network.</p> <p>While reporting through the cellular network is an industry standard, there may be times when the cellular network is unavailable. Will the County accept back-up communication methods through Wi-Fi or landline should the cellular network be unavailable to ensure communication can be received and processed in a timely manner?</p>	Yes, the County will accept back-up communication when the cellular network is temporarily unavailable.
9	Sections 4.6.3 and 4.6.6	<p>4.6.3 states "devices must be attached to participants in such a manner that they cannot be removed".</p> <p>4.6.6 states, "devices shall not pose a safety hazard or unduly restrict activities of the participant.</p> <p>Devices that cannot be removed through any manner could cause an</p>	<p>The device needs to be attached so it cannot be removed by the client absent cutting it off.</p> <p>The County is keeping the language as is.</p>

		<p>extreme safety hazard to participants. Would the County please revise the wording of 4.6.3 to "devices must be attached to participants in such a manner that "they cannot be easily" removed?"</p>	
10	Section 4.6.7.	<p>The requirement is for "alternative location tracking using the cellular network."</p> <p>The most technological advanced devices include Wi-Fi as an alternative location tracking method. Wi-Fi is more reliable than cellular network tracking.</p> <p>Will the County consider adding Wi-Fi tracking technology as a requirement to ensure the County receives the most current technology?</p>	<p>Currently, the EMP and GPS are strictly through a cellular network.</p> <p>Alcohol monitoring may require a landline or Wi-Fi. However, the participants are able to go to the office on a weekly basis to download data if a landline or Wi-Fi is not available at home.</p> <p>Therefore, proposers can include it as an option in the proposal.</p>
11	Section 4.11.2.6	<p>The sentence in this requirement appears to be missing a word or some words. Will the County please complete the sentence or provide further clarification?</p> <p>"Provide a centralized view in which all can be received, prioritized, and responded to,</p>	<p>Provide a centralized view in which all communication and alerts can be received, prioritized, and responded to.</p>
12	Section 5.2 and 5.3	<p>5.2 states - "Contractor will provide one (1) dedicated onsite staff seven days per week during established program hours, designed as a Client Services Representative (CSR) or Case Manager.</p> <p>However, 5.3 states "except for referrals made on Friday or the day before a designated Holiday".</p>	<p>The need is to have contractor on-site M-F and be available on the weekends and holidays to respond to any alerts. County would like 24 hour per day communication on certain cases. If there is an alert, the proposer's staff will need to notify the Sheriff On call. County Staff aren't able to monitor the equipment that's why the 7 days per week wording.</p>

		<p>Does the County require representatives to be available 7-days per week vs. 5 days per week Monday through Friday?</p> <p>If 7-days a week is required, can staff be on-call over the weekends?</p>	
13	Section 10.4.6	The section requires dates that are in the past. (E.g. project is expected to commencement no later than August 3, 2020). Will the County please revise the RFP to indicate the current dates?	Section 10.4.6 refers to the Staffing Plan.
14	Section 2.3.1	<p>a) How many participants are on GPS? How many are adults and how many are juveniles</p> <p>b) How many participants are on Alcohol Monitoring equipment? How many are adults and how many are juveniles?</p> <p>c) Are all participants on alcohol monitoring wearing a transdermal device?</p> <p>d) Are any participants on remote breath alcohol monitoring devices?</p> <p>e) Are there any participants that are on both GPS and alcohol monitoring devices? If so, how many? Of those, how many are adults and how many are juveniles.</p>	<p>a) b) Include alcohol, GPS, any other device.</p> <p>On average, 15-25 youth and 65-75 adults are on some sort of monitoring.</p> <p>Juveniles: 12 average Adults: 70 average</p> <p>Currently, 21 clients on GPS tracking.</p> <p>c) No</p> <p>d) Breath devices are available for use.</p> <p>e) Currently, 21 clients on GPS tracking. No further breakdown available. We typically do not utilize Continuous Alcohol Monitoring for juveniles</p>
15		Can the county please provide information on the brand and model of each type of monitoring equipment currently being used?	The County uses Purecom for RF monitoring, Omnilink for GPS tracking and SCRAM Systems for Alcohol Monitoring.

16	Section 5.2	<p>a) What are the established program hours during weekdays?</p> <p>b) What are the established program hours during weekends?</p> <p>c) On average, how many installations occur on the weekends?</p>	<p>a) Normal business hours; M-F 8:00 – 5:00 PM</p> <p>b) None currently</p> <p>c) None currently</p> <p>County would like 24 hour per day monitoring and notification on certain cases. If there is an alert, they will need to notify the Sheriff On call. .</p>
17	Section 5.3	<p>Will the County provide office and equipment storage space for Contractor's employees to provide services or is the Contractor expected to have a local office to deliver services?</p>	<p>Yes, the County will provide an office and equipment storage space for the contracted staff to be on-site Monday-Friday.</p>
18	Section 5.4	<p>Given the Covid 19 experience, will the County staff cover services for unplanned sickness or mandated quarantining of contractor staff?</p>	<p>No, the contractor is expected to provide back-up staff for coverage.</p>
19	Section 5.6	<p>a) On average, how many juveniles require contacts?</p> <p>b) What is the County's expectation of "conduct contact"? In-person meeting, phone call, video call, text, email, app chat, etc.?</p> <p>c) What is the County's objective for these contacts and how is a successful contact defined?</p>	<p>All juveniles on the program require contacts.</p> <p>The expectation is in-person contacts</p> <p>Contacts should be face to face check-ins, equipment checks, schedule checks, etc.</p> <p>Contact objectives are to provide for client support, ensure client compliance and equipment functionality, and to promote successful termination.</p>
20	Sections 10.3.10	<p>The costs of monitoring equipment and services are not fixed costs and are closely tied to the number of participants.</p> <p>a) Given the current budget format, how should proposers delineate costs that are not fixed?</p> <p>b) that number of participants should proposers use to calculate their budgets? (e.g. There is almost a 10% cost</p>	<p>a) b) d) County encourages proposers to submit a budget proposal that best support their service proposal. The County will consider industry pricing models.</p>



		<p>difference between 60 and 65 participants).</p> <p>c) How will the contractor be compensated if referrals to the program exceed the budgeted number based on the RFP?</p> <p>d) Will the County consider accepting a common industry pricing model based on a fixed daily rate by equipment type instead of the budget model in the RFP?</p>	<p>c) The vendors are encouraged to provide us with a budget proposal that will detail their plan if referrals to the program exceed the budgeted number.</p>
21	Section 10.5.10	<p>What method will the County use to score the price proposal? (E.g. if Proposer 1 is the lowest, will they get 30 points? If Proposer 2's cost is 10% higher, while they receive some points?)</p>	<p>The proposer with the lowest cost will receive 30 points; the other vendors will receive a percentage of the 30 points based on their cost proposal.</p>
22		<p>Who is the incumbent provider and how long have they held this contract?</p>	<p>The current provider is Leaders in Community Alternative LCA. The contract was from December 2017-June 2022</p>
23		<p>What is the current pricing by budget category?</p>	<p>See Exhibits 1-6; Contracts and amendments.</p>
24		<p>With Monday 2/21/22 being a holiday can the county please extend the due date for question to Tuesday 2/22/22 at 5pm? Thank you for your consideration.</p>	<p>The Schedule of Events has been amended to reflect new proposal dates.</p>
25		<p>Is Solano County looking for a provider to only use one type of GPS bracelet or can a proposal include two different types of GPS bracelets based on severity of case,(High risk, Low risk) We use two different vendors for GPS monitoring depending on High or low risk.</p>	<p>The County encourages proposers to submit a proposal that presents best value and is most advantageous to the County and the public. The County will award the contract to the Proposer who is fully qualified and best suited among those submitting proposals.</p>
26		<p>What monitoring technologies are currently being utilized by the</p>	<p>EM, Alcohol and GPS</p>

		<p>County, by type of monitoring?</p> <p>a. GPS</p> <p>b. Alcohol Monitoring</p> <p>c. Any other</p>	
27		<p>How many juveniles and how many adult participants are monitored on average each year by each type of monitoring technology:</p> <p>a. GPS</p> <p>i. Adult</p> <p>ii. Juvenile</p> <p>b. Alcohol Monitoring</p> <p>i. Adult</p> <p>ii. Juvenile</p> <p>C. Any other</p> <p>i. Adult</p> <p>ii. Juvenile</p>	<p>Currently, we average 90-100 in a given month; average of 12 juveniles, average of 70 adults, currently 21 on GPS. No further breakdown available. We typically do not utilize CONTINUOUS ALCOHOL MONITORING for juveniles.</p>
28		<p>The RFP states: "Contractor will provide at least two electronic devices capable of utilizing Contractor's web-based interface to track all participants."</p> <p>Is the county asking for two options for GPS monitoring? Or is this asking for 1 GPS and 1 transdermal device?</p>	<p>The County is requesting GPS and Transdermal Alcohol Monitoring.</p>
29		<p>The RFP states "unsentenced adult clients,"</p> <p>Does this mean the majority of the adult population will be through pretrial programming?</p>	<p>The majority of the adults are pretrial. We also have adults that are being referred as a sanction. The requested services are not a replacement or substitution for Alternative Sentencing which is run by the Sheriff's Department.</p>
30		<p>The RFP states: "All participant equipment must report all information exclusively through the cellular network."</p> <p>Is this specification referencing GPS monitoring only or does the County require the data from transdermal alcohol monitoring equipment to be</p>	<p>This references GPS.</p>

		communicated through a cellular network (versus ethernet, phone line, or in office downloads)?	
31		<p>The RFP states:  “contractor will provide any necessary auxiliary equipment (ex., charger, beacon, etc.). Auxiliary equipment that requires installation in participant’s home will be installed by contractor’s staff.”</p> <p>Does the County intend for the Contractor’s staff to make home visits to “install” any home-based equipment? Beacons and base stations generally need connected to a power outlet and, if using a landline, a conventional telephone line. Is it sufficient if the Contractor provides all equipment and instructions for participants to connect this equipment and to confirm proper installation remotely?</p>	Yes, but if confirmation of proper installation cannot be obtained a home visit is required ASAP.
32		<p>Page 6 Section 4.10.3, the RFP states “Contractor staff must be available on-site at the County five days per week to do the following:”</p> <p>Page 7, Section 5.2 the RFP states: “Contractor will provide one (1) dedicated onsite staff seven days per week during established program hours.”</p> <p>Page 9, section 7.7 the RFP states: “Contractor staff will be available Monday through Friday during established program hours....”</p>	See answer #12

		Can the County clarify whether Contractor staff are required to be onsite 5 or 7 days/week?	
33	Section 8.1.	<p>The RFP states: “The contract total compensation for the 3-year period is expected to not exceed \$750,000. The annual funding amount is \$250,000.”</p> <p>In 8.2 the RFP states: “The County intends to award one (1) three-year contract with an estimated annual cost not to exceed \$250,000 and \$750,000 for the 3-year period to the responsible proposer(s)...”</p> <p>On page 13, Section 10.4.2, the RFP states: “The amount budgeted for this contract is estimated not to exceed 70,236 for the 36-month period.”</p> <p>Can the County please clarify what the budget is for this contract for both the annual funding amount and the 3-year maximum?</p>	Amend to delete section 10.4.11. The contract total compensation for the 3-year period is expected to not exceed \$750,000. The annual funding amount is \$250,000.
34		<p>The RFP states: A copy of this RFP and resumes must be included in an appendix to the proposal.”</p> <p>Can the County clarify that the intent is for proposers to include a full copy of the County’s own RFP as an appendix in the submission?</p>	That is correct, proposers are to include a copy of the complete RFP with their response.
35		Will potential vendors have the opportunity to review all of the questions/answers submitted during this process?	Yes. Refer to the amendment.

36		Can we receive the questions/answers submitted during the pre-bid conference? Thank you!	Proposers participating in the pre-proposal conference were asked to submit their questions in writing so the County could issue a binding response. Responses to all written questions will be provided in the amendment.
37		May a vendor submit a proposal for only the GPS/electronic monitoring portion, and not the alcohol portion of the RFP?	Yes, proposers may bid on one service only.
38		Will county staff be responsible for assigning, hooking up, and monitoring participants, or will that be the responsibility of the contractor's dedicated onsite person? What will be the daily duties on the vendor's dedicated onsite staff?	County staff would not be responsible for these activities, it would be contractor staff. For daily duties, please refer to the LCA contract.
39		What is the county's current daily participant rate for electronic monitoring?	Juveniles: \$9.50 per day. No charge for Home Supervision Juveniles (No equipment).  Adults: \$12.50 for one technology and \$16.50 for two technologies (GPS and SCRAM).
40.	County Clarification		Section 10.4.7 Work Plan and Schedule is deleted in its entirety.

**SIGNATURE AND ACKNOWLEDGMENT:**

COMPANY / FIRM NAME		
ADDRESS (INCLUDING ZIP)		
CONTACT PERSON:		
EMAIL AND WEBSITE		
PHONE		SIGNATURE:

## SCHEDULE OF EVENTS:

EVENT	TIME	DATE
County's Response to Proposer's Questions posted on the Bonfire website at: <a href="https://solanocounty.bonfirehub.com">https://solanocounty.bonfirehub.com</a>	5:00 PM	April 6, 2022
An electronic submission of Proposals via Bonfire at <a href="https://solanocounty.bonfirehub.com">https://solanocounty.bonfirehub.com</a> are due no later than 5:00 p.m. Late submittals will not be accepted.	5:00 PM	April 20, /2022
Evaluation of Proposals		May 2-6, 2022
Interviews and Presentations (if required)		To Be Determined
County issues Notice of Intent to Award		To Be Determined
Vendor Contract Negotiations		To Be Determined
Project Commences		July 1, /2022

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**AMENDMENT ACKNOWLEDGMENT**

**REQUEST FOR PROPOSALS (RFP)  
RFP NO.: 680-0121-23  
ELECTROINC/ALCOHOL MONITORING PROGRAM**

**FINAL DATE FOR SUBMISSION: APRIL 20, 2022 5:00 PM (PST)**

This document may be found at <https://solanocounty.bonfirehub.com>.  
Updates and any amendments will be posted on the same website.

**DATE OF AMENDMENT: APRIL 6, 2022**

**ACKNOWLEDGEMENT**

This Amendment must be signed and returned with your bid, or otherwise acknowledged, prior to the Closing Date and Time listed on the RFP cover sheet. If you have already submitted a Proposal and need to make corrections, submit a corrected Proposal with this Amendment prior to the closing.

\_\_\_\_\_

\_\_\_\_\_

Name and Title

\_\_\_\_\_

\_\_\_\_\_

Date

**RETURN WITH RESPONSE**