



# Request for Proposal Submitted to Indiana Department of Correction

for Electronic Monitoring  
Equipment and Services

RFP No. 25-79278

COST PROPOSAL



RELIABLE • PROVEN • INNOVATIVE

*The Respondent should provide a brief narrative (not longer than two pages) in support of each Cost Proposal item. The narrative should be focused on clarifying how the proposed prices correspond directly to the Respondent's Technical Proposal. For example, evaluators will expect detailed explanation of Maintenance and Support to correspond to Maintenance and Support items if described in the Technical Proposal. Please compose and return this document in a PDF format, labeled as "Cost Proposal Narrative."*

With the understanding that the Indiana Department of Correction operates a complex electronic monitoring program, BI designed our solution to meet the unique needs of agency. Based on the agency's stated needs in the RFP, BI is proposing a fair and competitively priced solution that exceeds requirements and includes:

**The Most Reliable GPS Tracker in the Industry.** We released the BI LOC8 XT in 2018, and there are approximately 56,000 LOC8 XT devices in active use—more than any other vendor in the United States. There are several features of the LOC8 XT that are unique to the industry, including BI's patented proximity tamper detection and tether-less charging. The combination of these technologies provides a highly durable, accurate, and reliable GPS tracking solution.

**Three Mobile Applications at No Additional Cost.** BI is offering the State the BI TotalAccess Mobile for officer use, BI SmartLINK Connect for all offenders wearing BI monitoring equipment, and BI Notifi for victim notification. BI's secure mobile applications allow State personnel to conveniently and securely communicate important supervision data that is all stored within TotalAccess for review at any time.

**Advanced Data Analytics Engine at No Additional Cost.** BI Analytics is an enhanced feature of TotalAccess that uses advanced technologies to analyze the large amounts of data produced by GPS monitoring. The tools within Analytics let officers easily identify offender patterns and pinpoint risky behaviors—allowing the officers to focus on the highest risk individuals. In addition, BI Analytics provides powerful tools for administrators to assess overall program health and operating efficiencies. As a current user of BI Analytics, State personnel are familiar with the application and successfully use the suite of tools—State personnel will not require hours of training on a new system. BI will continue to offer refresher training throughout the term of the contract, as requested.

**Knowledgeable 24/7/365 Support at No Additional Cost.** BI's wholly owned and operated Monitoring Operations Center is staffed on a continuous basis by BI staff. BI's Monitoring Operations Specialists are already trained on IDOC processes and have successfully supported the State throughout the previous contract term.

### **Lowest Risk, Highest Value Solution**

BI's solution aligns with agency objectives, and BI can deliver a high-value, low-risk electronic monitoring program aimed at reliably monitoring offenders throughout the State of Indiana. With the mission of providing the most advanced, innovative, and reliable solutions, BI acknowledges that oftentimes we are not the lowest cost vendor in the industry. This is because we have never proposed being a low-cost, cheap provider, but rather have built a reputation on offering a fair and competitive pricing solution that has made us the largest and most widely used electronic monitoring provider in the United States and in the State of Indiana.

In addition to the BI LOC8 XT, BI TotalAccess Mobile, BI SmartLINK Connect, BI Notifi, and BI Analytics Suite, BI's solution includes the following features and benefits:

**Innovative Technology Offering.** BI heavily invests in product development, agile software development, emerging technologies, continuous improvement processes, and service enhancements that best support programs similar in size and scope to the Indiana Department of Correction. In 2023, BI invested more than \$7 million in research and development. BI's dedicated Innovation Labs explores technology concepts and ideas that can be applied to create cutting-edge solutions designed for the electronic monitoring industry. BI employs more than 50 product and software engineers to develop these new products and build features based on officer feedback, device operational efficiency, and BI Innovation Labs research.



Our proposed solution includes several optional and proven technologies from BI's continuum of electronic monitoring products in addition to newly released products, the BI VeriWatch wrist-worn GPS tracker and BI Mobile secure cell phone—these products are used by agencies throughout the United States today. BI Mobile is a secure cell phone that only has BI SmartLINK accessible—all other phone features are controlled by BI including restricting access to the internet. Offenders can call State-approved phone numbers and text message their supervising officer. BI is offering the BI Mobile and BI LOC8 XT as an optional two-piece solution. Currently, BI is implementing an upgraded circuit board to enhance location tracking and device performance in the LOC8 XT. In addition, development is already underway for our next generation ankle worn GPS device and Bluetooth wrist-worn band which will be made available to the State upon release.

- **Advantage**—Our commitment to continuing to provide new, innovative solutions will ensure the agency receives the most recent, relevant, and secure technologies throughout the next contract term. This includes the release of BI's next-generation GPS device, and BI SmartBand which can be made available to the Department upon release.
- **Advantage**—BI is continually innovating to bring solutions to the criminal justice market. The dedicated personnel in BI Innovation Labs seek new technologies, customize them to criminal justice needs, and deliver reliable technologies to support government partners. BI values the feedback of our government partners and is open to collaborating with the State on innovative solutions and features to support monitoring its high-risk sex offenders.

**Strong Indiana Presence.** In addition to the approximately 52 unique Indiana agencies directly utilizing BI solutions, we also support more than 2,470 active monitoring units throughout Indiana. In addition, BI's Monitoring Operations center is based in Anderson, Indiana—evidencing our commitment to supporting the local Indiana economy. We employ approximately 130 staff in Indiana and qualify for the “Buy Indiana” preference through our construction and continued improvement to our state-of-the-art Monitoring Operations Center in Anderson, Indiana. BI remains committed and dedicated to supporting Indiana communities throughout the next contract term.

- **Advantage**—BI has the necessary experience and knowledge of the unique objectives, challenges, policies, and procedures specific to operating an electronic monitoring program in Indiana.
- **Advantage**—BI can quickly leverage our existing and extensive Indiana-based resources to support the evolving needs of the agency.

**United States-based Operations and Manufacturing.** BI's corporate headquarters and wholly owned manufacturing facility are located in Boulder, Colorado. Our primary Monitoring Operations Center resides in Anderson, Indiana, and our secondary Monitoring Operation Center is located in Aurora, Illinois. In addition, BI is an organization dedicated to manufacturing equipment entirely in the United States, with a focus on subcontracting with certified small businesses. All of BI's key suppliers are based in the United States, with many local to our manufacturing facility in Boulder, Colorado. Manufacturing, assembly, and testing are completed in the United States. Our Boulder facility is state of the art, and BI does not rely on subcontractors in China or other countries that offer cheaper labor.

- **Advantage**—During recent impacts to global supply chains (e.g., COVID-19 and continuing global supply chain disruptions), BI ensured our government partners had sufficient equipment to support their programs with minimal disruption.
- **Advantage**—BI has complete control and oversight over the development and manufacturing of our products—down to the individual components.