**RFP-24-76732**

**BUSINESS PROPOSAL**

**ATTACHMENT E**

**Instructions: Please provide answers in the shaded areas to all questions. Reference all attachments in the shaded area.**

***Business Proposal***

* + 1. **General (optional) -** Please introduce or summarize any information the Respondent deems relevant or important to the State’s successful acquisition of the products and/or services requested in this RFP.

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| Correctional Cable TV (CCT) is a dba of Correctional Cable of Texas, Inc., which Altice USA, Inc. is the parent company. Altice currently serves approximately 4.9 million residential and business customers in 21 states. Correctional Cable has been in operation since the early 1990s and we are the largest satellite provider in the corrections industry. Today, we serve more than 140 facilities across 21 states. We have been doing business with the Pennsylvania DOC for the past 21 years June of 2023first consecutive five year statewide contract with the Colorado DOC . We are recommending the use of DirecTV for the ISP system.A DirecTV Programming Change Request Form must be signed by the Customer (DOC) and the Dealer (CCT). The IDOA has recently approved this form with some special language as an Exhibit. Since ISP is changing channels a DirecTV Change Form will also require signature. Sample documents are attached at the end of this Section |

* + 1. **Respondent’s Company Structure** - Please include in this section the legal form of the Respondent’s business organization, the state in which formed (accompanied by a certificate of authority), the types of business ventures in which the organization is involved, and a chart of the organization. If the organization includes more than one (1) product division, the division responsible for the development and marketing of the requested products and/or services in the United States must be described in more detail than other components of the organization. Please enter your response below and indicate if any attachments are included.

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| Friendship Cable of Texas, Inc., dba Correctional Cable, was incorporated in the state of Texas on July 12, 1988. CCT is part of the B2B Organization of Altice USA, Inc. Altice provides residential and commercial video, telephone,mobile, data and security services. CCT provides private satellite video service to multi-dwelling units outside of Altice’s cable footprint; however, we specialize in the correction industry. The Certificate of Authority is attached at the end of this Section. |

* + 1. **Respondent’s Diversity, Equity and Inclusion Information -** With the Cabinet appointment of a Chief Equity, Inclusion and Opportunity Officer, on February 1, 2021, the State of Indiana sought to highlight the importance of this issue to the state. Please share leadership plans or efforts to measure and prioritize diversity, equity, and inclusion. Also, what is the demographic compositions of Respondents’ Executive Staff and Board Members, if applicable.

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* + 1. **Company Financial Information** - This section must include documents to demonstrate the Respondent’s financial stability. Examples of acceptable documents include most recent Dunn & Bradstreet Business Report (preferred) or audited financial statements for the two (2) most recently completed fiscal years. If neither of these can be provided, explain why, and include an income statement and balance sheet, for each of the two most recently completed fiscal years.

If the documents being provided by the Respondent are those of a parent or holding company, additional information should be provided for the entity/organization directly responding to this RFP. That additional information **should explain the business relationship between the entities and demonstrate the financial stability of the entity/organization which is directly responding to this RFP.**

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| Altice USA, Inc., is a public entity (NYSE:ATUS) required to file reports with the SEC. The effectiveness of the internal controls is assessed annually by an independent third party. In addition, the Company is audited by KPMG (Klynveld Peat Marwick Goerdeler), an internationally recognized accounting firm. KPMG is engaged to conduct the company audit by the Board of Directors. Annually, as part of the audit, KPMG confirms their independence from both the Company and the Board of Directors. The CEO, CFO and CAO of the Company are responsible for the team that prepares the financials and works with them closely to ensure the thoroughness and correctness of the information provided. |

* + 1. **Integrity of Company Structure and Financial Reporting** - This section must include a statement indicating that the CEO and/or CFO, of the responding entity/organization, has taken personal responsibility for the thoroughness and correctness of any/all financial information supplied with this proposal. The areas of interest to the State in considering corporate responsibility include the following items: separation of audit functions from corporate boards and board members, if any, the manner in which the organization assures board integrity, and the separation of audit functions and consulting services. The State will consider the information offered in this section to determine the responsibility of the Respondent under IC 5-22-16-1(d).

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| CCT acknowledges and accepts all mandatory and non-mandatory terms of the sample contract provided. |

* + 1. **Contract Terms/Clauses** - Please provide the requested information in RFP Section 2.3.6.

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* + 1. **References** - Reference information is captured on **Attachment H** Respondent should complete the reference information portion of the **Attachment H** which includes the name, address, and telephone number of the client facility and the name, title, and phone/fax numbers of a person who may be contacted for further information if the State elects to do so. The rest of **Attachment H** should be completed by the reference and **emailed DIRECTLY** to the State. The State should receive three (3) **Attachment Hs** from clients for whom the Respondent has provided products and/or services that are the same or similar to those products and/or services requested in this RFP. **Attachment H** should be submitted to [idoareferences@idoa.in.gov](mailto:idoareferences@idoa.in.gov). **Attachment H** should be submitted no more than ten (10) business days after the proposal submission due date listed in Section 1.24 of the RFP. Please provide the customer information for each reference.

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| **Customer 1** |  |
| Legal Name of Company or Governmental Entity | [Kentucky Correctional Institution for Women](https://d61000000etwfeam.lightning.force.com/lightning/r/0016100000Nh6sCAAR/view) |
| Company Mailing Address | 710 Walter Reed Road - 3000 Ash Ave |
| Company City, State, Zip | Burgin, KY 40310 –Pewee Valley, KY 40056 |
| Company Website Address | corrections.ky.gov |
| Contact Person | Kelvin Nundley |
| Contact Title |  |
| Company Telephone Number | 859-239-7012 ext 2057 |
| Company Fax Number | 859-239-7560 |
| Contact E-mail | Kevin.Hundley@ky.gov |
| Industry of Company | Prison |
| **Customer 2** |  |
| Legal Name of Company or Governmental Entity | Wabash Correctional IN DOC - Disconnected on 10/28/2019!!!!!!!!!!!!!!!!!!! |
| Company Mailing Address | P O Box 500 |
| Company City, State, Zip | Carlisle, IN 47838 |
| Company Website Address | [www.in.gov/idoc](http://www.in.gov/idoc) |
| Contact Person | Joe Burkhardt |
| Contact Title |  |
| Company Telephone Number | 812-398-5050 |
| Company Fax Number | 812-398-5032 |
| Contact E-mail | [JEburkhardt@idoc.in.gov](mailto:JEburkhardt@idoc.in.gov) |
| Industry of Company | Prison |
| **Customer 3** |  |
| Legal Name of Company or Governmental Entity | Pennsylvania Department of Corrections |
| Company Mailing Address | 1920 Technology Parkway |
| Company City, State, Zip | Mechanicsberg, PA 17050 |
| Company Website Address | [www.cor.pa.state.us](http://www.cor.pa.state.us) |
| Contact Person | - |
| Contact Title |  |
| Company Telephone Number | 717-728-4040 |
| Company Fax Number | 717-728-4181 |
| Contact E-mail | [shilbish@pa.gov](mailto:shilbish@pa.gov) |
| Industry of Company | Prison |

**2.3.8** **Registration to do Business** – Per RFP 2.3.8,Respondents providing the products and/or services required by this RFP must be registered to do business by the Indiana Secretary of State. The Secretary of State contact information may be found in Section 1.18 of the RFP. This process must be concluded prior to contract negotiations with the State. It is the successful Respondent’s responsibility to complete the required registration with the Secretary of State. Please indicate the status of registration, if applicable. Please clearly state if you are registered and if not provide an explanation.

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* + 1. **Authorizing Document -** Respondent personnel signing the Executive Summary of the proposal must be legally authorized by the organization to commit the organization contractually. This section shall contain proof of such authority. A copy of corporate bylaws or a corporate resolution adopted by the board of directors indicating this authority will fulfill this requirement. Please enter your response below and indicate if any attachments are included.

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* + 1. **Diversity Subcontractor Agreements**

a. Per RFP Section 1.21, Minority & Women’s Business Enterprises (MBE/WBE), and 1.22 Indiana Veteran Owned Small Business Subcontractor (IVOSB), explain process followed to engage with potential MBE, WBE and IVOSB owned, Indiana certified businesses listed on Division of Supplier Diversity site.  List the businesses invited to discuss the opportunity for potential partnership.

b. If not proposing each MBE, WBE or IVOSB subcontractor partnership, explain the rationale for declining to do so.  Complete this for each category not proposed.

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* + 1. **Evidence of Financial Responsibility** – Removed at the request of the agency. This section will indicate the ability to provide the mandatory evidence of financial responsibility. See Section 1.25 of RFP for details.

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* + 1. **General Information** - Each Respondent must enter your company’s general information including contact information.

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| **Business Information** |  |
| Legal Name of Company | Friendship Cable of Texas, Inc.dba CCT |
| Contact Name | Steven Daisy |
| Contact Title | General Manager |
| Contact E-mail Address |  |
| Company Mailing Address | 311 NNW Loop 323 – Incorrect Address |
| Company City, State, Zip | Tyler, TX 75702 |
| Company Telephone Number | 903-939-7225 – Need to be updated |
| Company Fax Number | n/a |
| Company Website Address | www.correctionalcabletv.com |
| Federal Tax Identification Number (FTIN) | 75-2237583 |
| Number of Employees (company) | 11,331 |
| Years of Experience | 25+ |
| Number of U.S. Offices | 100+ |
| Year Indiana Office Established (if applicable) | n/a |
| Parent Company (if applicable) | Altice USA, Inc. |
| Revenues ($MM, previous year) | $7.7MM CCT – Needs to be confirmed |
| Revenues ($MM, 2 years prior) | $7.3MM CCT |
| % Of Revenue from Indiana customers | 3.16% |

* 1. Does your Company have a formal disaster recovery plan? Please provide a yes/no response. If no, please provide an explanation of any alternative solution your company has to offer. If yes, please note and include as an attachment.

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| No. If there was a disaster on site at one facility; there could be interference with our equipment and it was need to be replaced. However, since the service is satellite delivered and only provides service to each individual location it is much different than a local cable company that uses the same signals to provide service throughout communities. A disaster anywhere within their service would cause signal issues throughout the area. Can we confirm this? We would never start an answer with no |

* 1. What is your company’s technology and process for securing any State information that is maintained within your company?

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| We utilize a software program, Sales Force, all documents are scanned and attached to the specific account and we also have a shredding service in the office. However, the only state documents/information that would be maintained would be the contract. |

* + 1. **Experience Serving State Governments -** Please provide a brief description of your company’s experience in serving state governments and/or quasi-governmental accounts.

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| Of the 140+ facilities that we provide satellite service over 95% are state and county facilities and the remainder is privately managed correctional firms. This should have more info added to it to look better. |

* + 1. **Experience Serving Similar Clients -** Please describe your company’s experience in serving customers of a similar size to the State with similar scope. Please provide specific clients and detailed examples.

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| The majority of our current customers are similar in size to the larger facilities listed within the RFP. As exactly stated in the RFP, we provide, install and maintain all necessary equipment to provide the unique channel lineup at each site. Some other institutions that we provide service to for similar size or larger are: The Colorado DOC, The Nevada DOC no longer service, Dayton Correctional, Southeastern Correctional, Illinois River, Henry Hill, Saguaro Correctional, Montana State Prison, Iowa State Prison, Dixon Correctional, Kentucky State Reformatory, Correctional Institute for Women. [Kentucky Correctional Institution for Women](https://d61000000etwfeam.lightning.force.com/lightning/r/0016100000Nh6sCAAR/view" \o "Kentucky Correctional Institution for Women" \t "_blank) |

* + 1. **Indiana Preferences -** Pursuant to IC 5-22-15-7, Respondent may claim only one (1) preference. For the purposes of this RFP, this limitation to claiming one (1) preference applies to Respondent’s ability to claim eligibility for Buy Indiana points. **Respondent must clearly indicate which preference(s) they intend to claim. Additionally, the Respondent’s Buy Indiana status must be finalized when the RFP response is submitted to the State.**

Approval will be system generated and sent to the point of contact email address provided within the Bidder Registration profile. This is to be attached as a screenshot (copied/pasted) for response evaluation.

Buy Indiana

Refer to Section 2.7 for additional information.

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* + 1. **Payment -** Removed at the request of the agency

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| At this time we do not have the ability to accept payment by credit cards; however, we are reviewing different billing systems at this time and this method would be added to the new platform. We do accept checks and ACH payments. |

* + 1. **Extending Pricing to Other Governmental Bodies** – Removed at the request of the agency

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