

Lake County Administrative Office
Solicitation Number Checklist



Dollar Amount	Quotes or Bids	Purchase Order or Contract	Minimum Signing Authority
Up to \$5,000	No Quotes Required	Not Required	Department Head
FOR THE FOLLOWING AMOUNTS, PLEASE USE THE CHECKLIST			
\$5,000+ to \$50,000	Request and Document a minimum of 3 price comparisons	Written Purchase Order or Contract approved by County Counsel	Department Head
\$50,000+ to \$100,000	Request and Document a minimum of 5 Sealed Bids or RFP	Written Purchase Order or Contract approved by County Counsel	Department Head
\$100,000+	Request and Document a minimum of 5 Sealed Bids or RFP	Written Purchase Order or Contract approved by County Counsel	Board Chairman, unless delegated

STEP ONE: Department Requests Solicitation Number

(Send Checklist to Admin via Interoffice mail or to LakeCountyPurchasingAgent@lakecountyca.gov)

Department: Sheriff - Jail Fund: 001 Budget Unit: 2301

Project Name/Description: Mail Scanner - RFP

Exemption Code: None (Attach reasoning for this exemption)

Contact Name: Gavin Wells Email: gavin.Wells@lakeCountyca.gov

STEP TWO: Admin Assigns Solicitation Number

(Administrative Office assigns and returns to Department)

Assigned Solicitation Number: 261401

STEP THREE: Administration Office Review

(Department submits documents to Administration Office)

Date Received by Admin: 10/22/25 Appropriate documentation received ☒

Exemption Approved? YES ☐ NO ☐ N/A ☒ Documented Attempts/Responses Attached? YES ☒ NO ☐

Admin Changes Requested? NO ☒ YES ☐ Date Returned to Dept: _____

Notes: _____

Date re-submitted to Admin: _____ Appropriate documentation received ☐

Admin Approval (Name / Date): Casey Moreno Digitally signed by Casey Moreno
Date: 2025.10.22 14:17:09 -07'00'

STEP FOUR: Department Next Steps

(Department to complete, keep Checklist with final documents as they are routed)

☐ County Counsel Approval (if not on contract) Signature: _____

☐ To Auditor (copy of final documents, including Checklist)

REQUEST FOR PROPOSAL
LAKE COUNTY JAIL

RFQ #



COUNTY OF LAKE

Request for Proposal (RFP)

for

Inmate Mail Scanner

Issued: August 13, 2025

By:

Luke Bingham
Sheriff/Coroner

DUE DATE AND TIME: October 10, 2025

PROPOSAL TITLE: "Inmate Mail Scanner"

You are invited to submit proposals in accordance with the requirements of this solicitation, which are contained herein.

**Mail or Delivery: Lake County Sheriff's Office
P.O. Box 489
1220 Martin Street
Lakeport, CA 95453**

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1. Purpose

The County of Lake is seeking a system that is capable of scanning all incoming inmate mail for illicit contraband. Proposal shall be in accordance with the objectives, assumptions, and requirements specified in the following Scope of Work. Respondents are encouraged to suggest additions to the Scope of Work that will enhance the existing proposal.

2. Background:

The Lake County Jail is the only correctional facility within the County of Lake. The jail operates 24/7, 365 days per year. The rated inmate capacity is 297. The facility's current mail scanner is no longer operational.

3. General Process:

3.1 Registration and Inquiries:

Respondents must register with the County by August 18, 2025, at 2 pm to receive any amendments or other communications regarding this RFP. Respondents failing to register assume complete responsibility in the event that amendments or other communications are issued. To register or make inquiries regarding this RFP, contact:

Jason Findley, Lieutenant
Jason.findley@lakecountycalifornia.gov
Lake County Sheriff's Office
1220 Martin Street, Lakeport, CA 95453
Telephone: (707) 262-4255

Respondents may contact only the individual identified above and are specifically directed not to contact other Sheriff's Office or County personnel for meetings, conferences, or other technical discussions related to the RFP. No questions will be answered by other Sheriff's Office or County staff.

3.2 Respondents' Conference:

A **mandatory** pre-proposal conference will be held on **August 25, 2025**, at the Lake County Jail, 4913 Helbush Drive, Lakeport. If you plan to attend the pre-proposal meeting, it is required that you RSVP to the individual listed above no later than **August 18, 2025**, by 5 pm. Failure to attend the mandatory pre-proposal conference will exclude any respondents from submitting a bid. Attendance by Zoom will be acceptable.

The County may accept oral questions during the conference and will make reasonable attempts to provide answers prior to the conclusion of the conference. However, oral answers given to oral questions shall not be binding.

The County reserves the right to decline to respond to any questions if, in the assessment of the County, the information cannot be obtained and shared with all potential respondents in a timely manner.

3.3 Inquiries/Requests for Additional Information:

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Email any questions you have, at least five (5) days prior to proposal opening, to the following designated County contact(s):

Name: Jason Findley
Title: Lieutenant
Email: jason.findley@lakecountycalifornia.gov

No communication is to be had with any other County employee regarding this Request for Proposal.

Answers to questions received that would change and/or clarify this solicitation will be provided in writing to all respondents who have registered.

The County reserves the right to decline to respond to any questions if, in the assessment of the County, the information cannot be obtained and shared with all registered respondents in a timely manner.

3.4 RFP Schedule Of Events

Timetable:

Issuance of RFP: August 13, 2025

Mandatory pre-proposal conference: August 25, 2025

Questions from pre-proposal conference due: August 29, 2025

Answers will be issued by: September 3, 2025

RFP submission deadline: September 10, 2025

4. Format and Submission of Proposals

4.1 Proposal Compliance:

In order to enable direct comparison of competing responses, you must submit your Proposal in conformity with the requirements stated herein. Failure to adhere to all requirements may result in your Proposal being disqualified as non-responsive.

4.2 Proposal Deadline:

All Proposals must be received no later than the date and time and at the location specified on the Title page. Proposals received after this date and time will not be considered.

4.3 Proposal Content:

Please assemble your Proposal in the following order.

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- a. **Cover Letter:** A standard business letter must be included, which represents your agreement to supply the requested goods and/or services detailed in the RFP.
- b. **Company Profile:** Provide a brief history of your company, and an executive summary of your response. Content should be no more than two pages.
- c. **Project Understanding and Approach:** Provide an overview of your understanding of the needs of the County and understanding of the services to be provided, and your approach to the work.
- d. **Scope of Work:** Provide your specific proposal to address the Scope of Work outlined in Section 6 and Exhibit A below. At the very least, this should describe in detail how the service shall be provided and include a description of major tasks and subtasks. Include a proposed timeline for completing the work. If applicable, describe administrative and fiscal management of the program, personnel policies, and expected use of subcontractors.
- e. **Pricing:** The proposal shall outline the proposed costs of providing the service as outlined in the scope of work. The proposal is to be specific and includes Software and Mobile Devices, as well as any additional costs.

All prices submitted are non-binding at this stage of the procurement process and are subject to negotiation.

Finally, provide a general description of your firm's preferred approach to contracting for your services, including your preferred contract type and compensation schedule.
- f. **Distinguishing Features:** Highlight the main features that distinguish your company from your competition relative to this solicitation.
- g. **Deviations:** State on a point-by-point basis any proposed deviations from full compliance with the requirements described throughout this RFP. You must cite the paragraph number or describe the specific location of a requirement specified in any attachment for each deviation proposed. Deviations may be considered, provided that you submit an adequate explanation and justification for any proposed. If none, please state so.
- h. **References:** Provide a minimum of three references for which you have provided like services in the last 24 months. Each reference should include company name, address, telephone number, and contact.

4.4 Proposal Submission:

Submit to the appropriate location specified on the Title Page (either by mail or delivery), seven (7) complete copies of your Proposal in a sealed envelope or package, clearly marked on the outside with your company name and return address, the RFP Title, and the due date. Faxed proposals will not be considered.

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5. Evaluation Process

5.1 Evaluation Panel:

Proposals may be evaluated by a panel of current County employees and members of the public. The sole purpose of the evaluation process is to determine which one serves the County's best interest. The panel's recommendation will be submitted to the Board of Supervisors, or its designee, for consideration. Any final analysis or weighted point score (if any) does not imply that one Respondent is superior to another, but simply that, in the panel's judgment, the Respondent selected appears to offer the best overall solution for the County's current and anticipated needs.

5.2 Investigation:

Submittal of a proposal authorizes us to investigate without limitation the background and current performance of your company and your present staff. Discovery of any material misstatement of fact may lead to disqualification of a proposal or to cancellation of any resulting Contract.

5.3 Pending litigation:

A statement as to whether there is any pending litigation against the Respondent; and if such litigation exists, attach an opinion of counsel as to whether the pending litigation will impair the Respondent's performance in a contract under this RFP.

5.4 Organizational Chart:

An organizational chart highlighting the key people who shall be assigned to accomplish the work required by this RFP for Safety Check Technology and illustrating the lines of authority and designate the individual responsible for completion of each service component and deliverable of the RFP.

5.5 Acceptability:

We reserve the sole right to determine whether goods and/or services offered are acceptable for our use.

5.6 Award Criteria:

Proposals will be evaluated in relation to all aspects of this Request. Nevertheless, additional weight will be given to the following criteria:

- a. Your responsiveness to this RFP.
- b. Your previous performance in providing said service.

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- c. Our perception of your understanding of our objectives and our desired products and ability to provide quality assurance, as evidenced by your Proposal, and possibly by interviews with you.
- d. The date by which you will have completed the study.
- e. Evaluation of cost in relationship to the foregoing criteria.

6. Scope of Work:

The Lake County Jail has a current rated maximum capacity of 297 inmates. Inmates receive mail from unidentified sources Monday through Friday. The mail is a source of introducing contraband into the correctional facility. The County wants to prevent the use of the US Mail as a conduit for sending illicit narcotics into the facility.

Bidders are encouraged to submit more than one Proposal in order to reflect the cost of optional approaches or system configurations which may address the Facility's needs.

SEE EXHIBIT A FOR DETAILED SCOPE OF WORK.

7. Standard RFP Terms and Conditions

With your submission of a proposal, you agree to be bound by the following conditions:

- 7.1 To the fullest extent allowed by law, RFP's will not be public record until discussion and negotiations with Respondent have been completed, as such premature disclosure would jeopardize the County's and the Respondent's negotiating interests. If any proposal contains trade secrets or other information that is confidential or proprietary by law, Respondent shall label all such pages with a stamped annotation such as: **"CONFIDENTIAL PROPRIETARY TRADE SECRETS, DO NOT DISCLOSE"**, and further, provide written notification to the County of its request to keep said information confidential. A Respondent's request for confidentiality must be made in writing and enclosed in the envelope containing the proposal. The proprietary or confidential data must be readily separable from the proposal in order to facilitate eventual public inspection of the non-confidential portion of the proposal.
- 7.2 The County reserves the right to cancel this RFP at any time, even after the opening of proposals.
- 7.3 County is not liable for any costs incurred by Respondent in the preparation, presentation, or in any other aspect of the Proposal.
- 7.4 Disposition of Proposal(s) and Contract Award:
 - a. All proposals shall become the property of the County.
 - b. Failure to furnish all information requested in this RFP or to follow the proposal format may disqualify a proposal.

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- c. County reserves the right to accept or reject all or any part of any proposal, waive immaterial defects, informalities, irregularities, negotiate with all qualified Respondents, and award the contract to the firm or individuals, who, in the sole judgment of the County, best serves the interests of the County. The County may terminate negotiations if, in its opinion, they are unsuccessful and begin negotiations with other respondents.
- d. A response to this RFP is an offer to contract with the County based upon the terms, conditions, scope of work, and/or specifications contained herein. The County shall have no contractual or other obligation to a Respondent under any successfully negotiated contract until the contract has been approved and signed by both parties. The contents of the proposal submitted by the successful Respondent and this RFP will become part of any contract awarded.
- e. Issuance of this RFP in no way constitutes a commitment by the County to procure or contract for the articles of goods or services solicited.
- f. Respondents may be required before the award of any contract to show, to the complete satisfaction of the County, the necessary facilities, ability, and financial resources to provide the services specified in a satisfactory manner.

7.5. Sec. 2-46. - Bid Protests.

46.1 - Any party with a direct financial interest who is aggrieved by any alleged material irregularity in connection with the intended award of a bid, may file a bid protest with the Purchasing Agent or Assistant Purchasing Agent, where such protest is based on alleged violations of Federal, State, or local law or ordinance, or alleged material irregularity in either the County's bid invitation or in the bid to which an awarded is intended. Generally, non-material irregularities in a bid response are those that substantially conform to the bid requirements and do not affect the bid price, time, or conditions in such a way as to affect the amount of the bid or provide a competitive advantage or benefit not allowed to other bidders. Material irregularities in a bid invitation provide a competitive advantage or benefit to one (1) bidder that is not enjoyed by other bidders. The Purchasing Agent or Assistant Purchasing Agent may determine whether an alleged irregularity exists and whether it is material or non-material, and shall have the authority to waive non-material irregularities. A bid protest must:

- (a) Be written,
- (b) State the specific alleged violation of law or alleged material irregularity,
- (c) Request a determination of the appeal,
- (d) Provide a telephone number and email address at which the appellant can be contacted,

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(e) Be filed no later than seven (7) days after the date of the Notice of Intent to Award Letter and/or formal Bid Opening (holidays accepted). Any protest filed after this time will not be considered.

46.2 - The party filing the appeal ("appellant") must concurrently transmit a copy of all appeal documents and any attachments to all other parties with a direct financial interest that may be adversely affected by the determination of the appeal.

46.3- Within seventy-two (72) hours of receipt of the appeal, the Purchasing Agent or Assistant Purchasing Agent shall provide written notification to the appellant of the determination. A determination under this procedure shall be final except that the Purchasing Agent's decision may be appealed to the County Administrative Officer in writing within forty-eight (48) hours from the Purchasing Agent's or Assistant Purchasing Agent's notification to the appellant.

- 7.6. Respondent shall indemnify and defend County and its officers, employees, and agents against and hold them harmless from any and all claims, losses, damages, and liability for damages, including attorney's fees and other costs of defense incurred by County, whether for damage to or loss of property, or injury to or death of person, including properties of County and injury to or death of County officials, employees or agents, arising out of, or connected with the use of any copyrighted or uncopyrighted composition, secret process, patented or unpatented invention, articles or appliances furnished or used under this Request and any subsequent Contract, unless such damages, loss, injury or death is caused solely by the negligence of County.
- 7.7. Default by Respondent: In case of default by the successful Respondent, the County may procure the articles or services from other sources and may deduct from any monies due, or that may thereafter become due to the Respondent, the difference between the price named in the Purchase Order, Contract, or Agreement with said Respondent and the County's subsequent cost to obtain substitute articles or services. Prices paid by the County must be considered the prevailing market price at the time such purchase is made.
- 7.8. The County reserves the right to amend, alter, or change the rules and conditions contained in this RFP prior to the deadline for submission and to request additional data after the deadline. If it becomes necessary to do so, an addenda or supplements to the RFP will be issued and shall become a part of the RFP. The County is not responsible for any other explanation or interpretation. It is the responsibility of the Respondent to ensure that he/she has received all addendums and/or supplements prior to submitting a proposal.
- 7.9. It is the County's intent that this Request for Proposal (RFP) permit competition. It shall be the Respondent's responsibility to advise the County in writing if any language, requirement, specification, etc., or any combination thereof, inadvertently restricts or limits the requirements stated in this RFP to a single source. Such notification must be received by the County not later than ten (10) days prior to the date set for acceptance of proposals.

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- 7.10. Errors and Omissions: If prior to the date fixed for submission of proposals, a respondent discovers any ambiguity, conflict, discrepancy, omission, or other error in the RFP or any of its exhibits, it shall immediately notify the designated County contact of such error in writing and request modification or clarification. Modifications and clarifications will be made by written addenda and distributed to all parties who have been furnished or who have requested the RFP.
- 7.11. Right to Refuse Personnel: The County reserves the right to refuse, at its sole discretion, any subcontractors or any personnel provided by the prime contractor or its subcontractors.
- 7.12. Security and Confidentiality: To preserve the integrity of the security and confidentiality measures integrated into County operations, any Respondent required to come in contact with confidential County information in order to respond to this RFP and/or to perform the services solicited may be required to sign and submit a Confidentiality Statement. Successful Respondent's personnel and/or subcontractors who may require periodic access to secured areas within the County may be required to wear security identification badges. Badges will be issued to individuals only after satisfactory completion of a background check. Any such confidentiality and/or security measures will be part of the contract.
- 7.13. Insurance: Successful Respondent agrees to comply with the County's standard insurance provisions, which are available upon request.
- 7.14. Governing Laws: The laws of the State of California will govern any purchase order entered into between the County and the selected Respondent.
- 7.15. Each Respondent shall inform themselves of, and the successful Respondent awarded a contract shall comply with, State and local laws, statutes, regulations, ordinances, and generally accepted industry standards relative to the execution of the material supplied or work performed. This requirement includes, but is not limited to, applicable regulations concerning employment of labor, protection of public and employee safety and health, environmental protection, the protection of natural resources, fire protection, burning and non-burning requirements, permits, fees, and similar subjects.
- 7.16. This RFP supersedes all proposals, oral and written, and all negotiations, conversations, or discussions heretofore and between the parties related to the subject matter.
- 7.17. The County's obligation for payment of any contract beyond the current fiscal year end is contingent upon the availability of funding from which payment can be made. No legal liability on the part of the County shall arise for payment beyond June 30 of the calendar year unless funds are made available for such performance.

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EXHIBIT A

1. Introduction

The County is seeking proposals from qualified vendors to provide, install, and support an advanced mail scanning solution for inmate mail and parcel inspection. The solution must enhance institutional safety by detecting illicit substances, including synthetic drugs and contraband, in mailed correspondence without requiring the envelope or package to be opened. The system should also support scanning of larger items, including books and parcels.

This Scope of Work outlines the functional, technical, and operational requirements for the proposed solution.

2. Objectives

- Prevent the introduction of illicit substances through inmate mail.
- Reduce staff workload by automating mail screening processes.
- Maintain the privacy of correspondence to the extent possible, while ensuring institutional security.
- Enable scanning of a wide range of mail formats, including envelopes, books, and parcels.

3. System Requirements

3.1 General Capabilities

The proposed inmate mail scanner must:

- Detect the presence of illicit substances, including but not limited to:
 - Synthetic cannabinoids (e.g., K2/Spice)
 - Methamphetamine
 - Cocaine
 - Fentanyl and other opioids
 - LSD and other impregnated paper drugs
- Operate without the need to open envelopes or dismantle mail items.
- Support scanning of:
 - Standard envelopes
 - Large envelopes and padded mailers

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- **3.2 Detection Technology**

The system must use non-invasive technology capable of identifying trace amounts of illicit substances through sealed materials.

3.3 Performance Specifications

- Must provide near real-time detection (<30 seconds per item).
- Should identify specific threat substances with low false positive rates.
- Should generate visual or digital reports indicating:
 - Substance type
 - Area of detection
 - Date/time and item identification

3.4 Reporting

- Exportable data and scan results for use in investigations and reporting.
- Secure data storage and retrieval of scan history.

4. Installation and Training

- Vendor must deliver, install, and configure the scanning system(s) at the designated facility location(s).
- Provide on-site and/or virtual training for staff, covering:
 - Operation and maintenance of the equipment
 - Detection protocols and interpretation of scan results
 - Health and safety procedures
- Provide comprehensive user and maintenance manuals.

5. Maintenance and Support

- Provide a warranty period of no less than 12 months.
- Offer ongoing maintenance and technical support options post-warranty.
- Ensure availability of software updates and firmware patches.

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6. Evaluation Criteria

Proposals will be evaluated based on the following:

- Compliance with technical specifications
- Demonstrated detection accuracy and efficiency
- Cost of equipment, installation, and support
- Training and support plan
- Vendor experience and references from similar deployments

7. Deliverables

- Fully functional inmate mail scanning system(s)
- Training for designated staff
- Installation report and testing certification
- Maintenance schedule and support contacts
- Documentation including user guides, SOPs, and maintenance protocols

8. Proposal Submission Requirements

Vendors must include:

- Detailed technical specifications of the proposed solution
- Description of detection capabilities and technologies used
- Itemized pricing for equipment, installation, training, and support
- Company qualifications and relevant experience
- Estimated delivery and installation timeline

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The following RFP Schedule of events represents the County's best estimate of the schedule that shall be followed. Unless otherwise specified, the time of day for the following events shall be between 8:00 am and 5:00 pm, Pacific Time.

The County reserves the right, at its sole discretion, to adjust this schedule as it deems necessary. Notification of any adjustment to the schedule of events shall be provided to all respondents who submitted a letter of intent to propose.

TIME	EVENT	DATE
	County Issues RFP	8/13/25 12:00 pm
	Deadline for respondents with a disability to make accommodation requests	8/18/25 1:00 pm
	Mandatory pre-proposal conference and facility tour	8/25/25 10:00 am
	Deadline for written questions	8/29/25 5:00 pm
	County issues responses to written comments	9/3/25 12:00 pm
	Deadline for submitting a proposal	9/10/25 3:00 pm
	County completes technical evaluations	10/9/25 10:00 am
	County contacts respondents for interviews, if needed	10/15/25
	Conclusion of contract negotiation and contract signing	11/15/25
	Anticipated contract start date	11/21/25

Lake County Sheriff's Office
Inmate Mail Scanner RFP #261401
Consultant Selection Committee Scoring

	Command Sourcing	Eclipse Screening	Pigeonly
1	90	55	50
2	88	82	73
3	80	40	5
4	94	83	67
5	91	82	55
Totals	443	342	250

**COUNTY OF LAKE
CONSULTANT SELECTION PARTICIPANTS CERTIFICATION
OF
NO CONFLICT OF INTEREST**

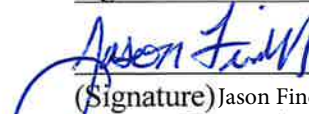
NAME OF PROJECT:

INMATE MAIL SCANNER RFP # 261401

I, the undersigned, do hereby certify the following:

1. That I have reviewed and am familiar with the County of Lake CONFLICT OF INTEREST POLICY (attached herewith) and that my participation in this Consultant Selection Process does not represent a conflict of interest under said County Policy.
2. That I do not have either a current or potential financial conflict of interest, under the Conflict of Interest Laws of the State of California (Government Code Section 87100 et seq.), in connection with the selection and hiring of a CONSULTANT/PROPOSER for this project.
3. That there is no appearance of a conflict of interest by my participation in this Consultant Selection Process because of a past, present, or potential relationship with any of the consultants/proposers.

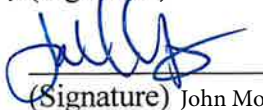
Signatures of Participants:

 10/15/25
(Signature) Jason Findely (Date)

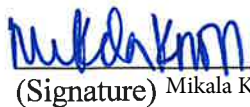
(Signature) (Date)

 10-15-25
(Signature) Jared Bussard (Date)

(Signature) (Date)

 10/15/25
(Signature) John Moretz (Date)

(Signature) (Date)

 10-15-25
(Signature) Mikala Knoll (Date)

(Signature) (Date)

 10-15-25
(Signature) Kristy Moore (Date)

(Signature) (Date)

RULE 2100

CONFLICT OF INTEREST POLICY

2101 GENERAL POLICY

No officer or employee of the County of Lake shall engage in any employment, activity, or enterprise which is inconsistent, incompatible, in conflict with or inimical to his or her duties as a County officer or employee, or with duties, functions, or responsibilities of his or her appointing authority.

2102 PROHIBITED ACTIVITIES

No officer or employee of the County of Lake shall:

- 2102.1 Represent or counsel any individual, group of individuals, or private or public organization in legal or administrative actions against the County.
- 2102.2 Use for private gain or advantage County time, facilities, equipment, or supplies, his or her badge, uniform, prestige, or influence as a County officer or employee.
- 2102.3 Receive or accept compensation or other consideration from anyone other than the County, for the performance of an act which the officer or employee would be required or expected to render during the regular works hours as part of such officer's or employee's assigned duties.
- 2102.4 Perform an act in other than his or her capacity as an officer or employee of the County which act may later be subject directly or indirectly to the control, inspection, review, audit, or enforcement of any other officer or employee of the same department in which he/she is employed and who has supervision or control over him/her.
- 2102.5 Disclose confidential information acquired by him or her in the course of his or her official duties; disclose information from any reports, studies, or any other similar documents prior to the scheduled release date; or use such information for personal gain or advantage.

2103 PURPOSE OF POLICY

It is not the purpose of the County to inquire into the private affairs of its employees, but rather to attempt to avoid activities that may not be in the best interest of the County. Any officer or employee who may be engaging in or planning to engage in any employment, activity, or enterprise which may be in conflict with this policy should first consult with his/her appointing authority and then County counsel, if necessary.

2104 VIOLATION OF POLICY

Any employee who violates this policy shall be subject to disciplinary action and be guaranteed the rights of appeal, as outlined in the County of Lake Personnel Rules or Memoranda of Understanding.

Prior to initiating disciplinary action for violation of the policy in this rule, the appointing authority shall give the employee a written notice of his/her determination of such violation. The employee may appeal such determination, in writing, to the Personnel Director whose decision regarding such violations is final.

Rating Sheet for Consultant Selection

Inmate Mail Scanner RFP # 261401

The following evaluation criteria and the weight of importance will be used in evaluating and selecting a firm.

CRITERIA	WEIGHT	Score
1) Firm's specialized experience and technical competence as applicable to the services required. - Evaluation of the qualifications and experience of the firm and the project team and appropriateness of the organization of the project team including any demonstrated ability to work as a team. - Evaluation of the professional resources available to properly provide services as requested in the RFP document. The proposed team should have exceptional professional resources to properly provide services. - Evaluation of the project team to insure the proposed team contains all of the critical disciplines required. The project manager and proposed team should be uniquely qualified to provide the desired services. - Firm's experience in working with regulatory agencies, and diverse environmental conditions and requirements. - The submittal should demonstrate that the firm has adequate time available and personnel to compete services on schedule and additional backup staffing capability in the event of unforeseen circumstances.	30	25
2) Firm's recent experience in performing and managing projects of similar size, type and scope. - Does the firm have demonstrated experience in projects of similar scope? - Does the firm demonstrate a track record of meeting schedules, providing effective communications, budget discipline? - Reference Checks.	20	10
3) Firm's understanding of the proposed project. Does the firm demonstrate a full understanding of what the County needs as evidenced by its project approach, work plan, understanding of local conditions and concerns, and its view of the project and task objectives, challenges and identification of additional issues that may be worth exploring?	40	20
4) Cost effective methodology in performing services. Does the firm demonstrate a prudent and disciplined approach to performing the services	10	0
	TOTAL:	55

Comments:

Rating Sheet for Consultant Selection

Inmate Mail Scanner RFP # 261401

COMMAND
SOURCING
INC.

The following evaluation criteria and the weight of importance will be used in evaluating and selecting a firm.

CRITERIA	WEIGHT	Score
1) Firm's specialized experience and technical competence as applicable to the services required. - Evaluation of the qualifications and experience of the firm and the project team and appropriateness of the organization of the project team including any demonstrated ability to work as a team. - Evaluation of the professional resources available to properly provide services as requested in the RFP document. The proposed team should have exceptional professional resources to properly provide services. - Evaluation of the project team to insure the proposed team contains all of the critical disciplines required. The project manager and proposed team should be uniquely qualified to provide the desired services. - Firm's experience in working with regulatory agencies, and diverse environmental conditions and requirements. - The submittal should demonstrate that the firm has adequate time available and personnel to compete services on schedule and additional backup staffing capability in the event of unforeseen circumstances.	30	30
2) Firm's recent experience in performing and managing projects of similar size, type and scope. - Does the firm have demonstrated experience in projects of similar scope? - Does the firm demonstrate a track record of meeting schedules, providing effective communications, budget discipline? - Reference Checks.	20	20
3) Firm's understanding of the proposed project. Does the firm demonstrate a full understanding of what the County needs as evidenced by its project approach, work plan, understanding of local conditions and concerns, and its view of the project and task objectives, challenges and identification of additional issues that may be worth exploring?	40	30
4) Cost effective methodology in performing services. Does the firm demonstrate a prudent and disciplined approach to performing the services	10	10
	TOTAL:	90

Comments:

Rating Sheet for Consultant Selection

Inmate Mail Scanner RFP # 261401



PIGEONLY
CORRECTIONS

The following evaluation criteria and the weight of importance will be used in evaluating and selecting a firm.

CRITERIA	WEIGHT	Score
1) Firm's specialized experience and technical competence as applicable to the services required. - Evaluation of the qualifications and experience of the firm and the project team and appropriateness of the organization of the project team including any demonstrated ability to work as a team. - Evaluation of the professional resources available to properly provide services as requested in the RFP document. The proposed team should have exceptional professional resources to properly provide services. - Evaluation of the project team to insure the proposed team contains all of the critical disciplines required. The project manager and proposed team should be uniquely qualified to provide the desired services. - Firm's experience in working with regulatory agencies, and diverse environmental conditions and requirements. - The submittal should demonstrate that the firm has adequate time available and personnel to compete services on schedule and additional backup staffing capability in the event of unforeseen circumstances.	30	10
2) Firm's recent experience in performing and managing projects of similar size, type and scope. - Does the firm have demonstrated experience in projects of similar scope? - Does the firm demonstrate a track record of meeting schedules, providing effective communications, budget discipline? - Reference Checks.	20	10
3) Firm's understanding of the proposed project. Does the firm demonstrate a full understanding of what the County needs as evidenced by its project approach, work plan, understanding of local conditions and concerns, and its view of the project and task objectives, challenges and identification of additional issues that may be worth exploring?	40	30
4) Cost effective methodology in performing services. Does the firm demonstrate a prudent and disciplined approach to performing the services	10	0
	TOTAL:	50

Comments:

2

Rating Sheet for Consultant Selection

Inmate Mail Scanner RFP # 261401Command Sourcing Inc.

The following evaluation criteria and the weight of importance will be used in evaluating and selecting a firm.

CRITERIA	WEIGHT	Score
1) Firm's specialized experience and technical competence as applicable to the services required. - Evaluation of the qualifications and experience of the firm and the project team and appropriateness of the organization of the project team including any demonstrated ability to work as a team. - Evaluation of the professional resources available to properly provide services as requested in the RFP document. The proposed team should have exceptional professional resources to properly provide services. - Evaluation of the project team to insure the proposed team contains all of the critical disciplines required. The project manager and proposed team should be uniquely qualified to provide the desired services. - Firm's experience in working with regulatory agencies, and diverse environmental conditions and requirements. - The submittal should demonstrate that the firm has adequate time available and personnel to complete services on schedule and additional backup staffing capability in the event of unforeseen circumstances.	30	28
2) Firm's recent experience in performing and managing projects of similar size, type and scope. - Does the firm have demonstrated experience in projects of similar scope? - Does the firm demonstrate a track record of meeting schedules, providing effective communications, budget discipline? - Reference Checks.	20	15
3) Firm's understanding of the proposed project. Does the firm demonstrate a full understanding of what the County needs as evidenced by its project approach, work plan, understanding of local conditions and concerns, and its view of the project and task objectives, challenges and identification of additional issues that may be worth exploring?	40	35
4) Cost effective methodology in performing services. Does the firm demonstrate a prudent and disciplined approach to performing the services	10	10
	TOTAL:	88

Comments:

2

Rating Sheet for Consultant Selection

Inmate Mail Scanner RFP # 261401Verovision Mail

The following evaluation criteria and the weight of importance will be used in evaluating and selecting a firm.

CRITERIA	WEIGHT	Score
1) Firm's specialized experience and technical competence as applicable to the services required. • Evaluation of the qualifications and experience of the firm and the project team and appropriateness of the organization of the project team including any demonstrated ability to work as a team. • Evaluation of the professional resources available to properly provide services as requested in the RFP document. The proposed team should have exceptional professional resources to properly provide services. • Evaluation of the project team to insure the proposed team contains all of the critical disciplines required. The project manager and proposed team should be uniquely qualified to provide the desired services. • Firm's experience in working with regulatory agencies, and diverse environmental conditions and requirements. • The submittal should demonstrate that the firm has adequate time available and personnel to compete services on schedule and additional backup staffing capability in the event of unforeseen circumstances.	30	25
2) Firm's recent experience in performing and managing projects of similar size, type and scope. • Does the firm have demonstrated experience in projects of similar scope? • Does the firm demonstrate a track record of meeting schedules, providing effective communications, budget discipline? • Reference Checks.	20	14
3) Firm's understanding of the proposed project. • Does the firm demonstrate a full understanding of what the County needs as evidenced by its project approach, work plan, understanding of local conditions and concerns, and its view of the project and task objectives, challenges and identification of additional issues that may be worth exploring?	40	35
4) Cost effective methodology in performing services. Does the firm demonstrate a prudent and disciplined approach to performing the services	10	8
	TOTAL:	82

Comments:

2

Rating Sheet for Consultant Selection

Inmate Mail Scanner RFP # 261401Page only corrections

The following evaluation criteria and the weight of importance will be used in evaluating and selecting a firm.

CRITERIA	WEIGHT	Score
1) Firm's specialized experience and technical competence as applicable to the services required. • Evaluation of the qualifications and experience of the firm and the project team and appropriateness of the organization of the project team including any demonstrated ability to work as a team. • Evaluation of the professional resources available to properly provide services as requested in the RFP document. The proposed team should have exceptional professional resources to properly provide services. • Evaluation of the project team to insure the proposed team contains all of the critical disciplines required. The project manager and proposed team should be uniquely qualified to provide the desired services. • Firm's experience in working with regulatory agencies, and diverse environmental conditions and requirements. • The submittal should demonstrate that the firm has adequate time available and personnel to compete services on schedule and additional backup staffing capability in the event of unforeseen circumstances.	30	20
2) Firm's recent experience in performing and managing projects of similar size, type and scope. • Does the firm have demonstrated experience in projects of similar scope? • Does the firm demonstrate a track record of meeting schedules, providing effective communications, budget discipline? • Reference Checks.	20	15
3) Firm's understanding of the proposed project. • Does the firm demonstrate a full understanding of what the County needs as evidenced by its project approach, work plan, understanding of local conditions and concerns, and its view of the project and task objectives, challenges and identification of additional issues that may be worth exploring?	40	30
4) Cost effective methodology in performing services. Does the firm demonstrate a prudent and disciplined approach to performing the services	10	8
	TOTAL:	73

Comments:

3

Rating Sheet for Consultant Selection

Inmate Mail Scanner RFP # 261401

The following evaluation criteria and the weight of importance will be used in evaluating and selecting a firm.

CRITERIA	WEIGHT	Score
1) Firm's specialized experience and technical competence as applicable to the services required. - Evaluation of the qualifications and experience of the firm and the project team and appropriateness of the organization of the project team including any demonstrated ability to work as a team. - Evaluation of the professional resources available to properly provide services as requested in the RFP document. The proposed team should have exceptional professional resources to properly provide services. - Evaluation of the project team to insure the proposed team contains all of the critical disciplines required. The project manager and proposed team should be uniquely qualified to provide the desired services. - Firm's experience in working with regulatory agencies, and diverse environmental conditions and requirements. - The submittal should demonstrate that the firm has adequate time available and personnel to complete services on schedule and additional backup staffing capability in the event of unforeseen circumstances.	30	20
2) Firm's recent experience in performing and managing projects of similar size, type and scope. - Does the firm have demonstrated experience in projects of similar scope? - Does the firm demonstrate a track record of meeting schedules, providing effective communications, budget discipline? - Reference Checks.	20	10
3) Firm's understanding of the proposed project. Does the firm demonstrate a full understanding of what the County needs as evidenced by its project approach, work plan, understanding of local conditions and concerns, and its view of the project and task objectives, challenges and identification of additional issues that may be worth exploring?	40	40
4) Cost effective methodology in performing services. Does the firm demonstrate a prudent and disciplined approach to performing the services	10	10
	TOTAL:	80

Comments:

3

Rating Sheet for Consultant Selection

Inmate Mail Scanner RFP # 261401

The following evaluation criteria and the weight of importance will be used in evaluating and selecting a firm.

CRITERIA	WEIGHT	Score
1) Firm's specialized experience and technical competence as applicable to the services required. - Evaluation of the qualifications and experience of the firm and the project team and appropriateness of the organization of the project team including any demonstrated ability to work as a team. - Evaluation of the professional resources available to properly provide services as requested in the RFP document. The proposed team should have exceptional professional resources to properly provide services. - Evaluation of the project team to insure the proposed team contains all of the critical disciplines required. The project manager and proposed team should be uniquely qualified to provide the desired services. - Firm's experience in working with regulatory agencies, and diverse environmental conditions and requirements. - The submittal should demonstrate that the firm has adequate time available and personnel to compete services on schedule and additional backup staffing capability in the event of unforeseen circumstances.	30	
2) Firm's recent experience in performing and managing projects of similar size, type and scope. - Does the firm have demonstrated experience in projects of similar scope? - Does the firm demonstrate a track record of meeting schedules, providing effective communications, budget discipline? - Reference Checks.	20	
3) Firm's understanding of the proposed project. Does the firm demonstrate a full understanding of what the County needs as evidenced by its project approach, work plan, understanding of local conditions and concerns, and its view of the project and task objectives, challenges and identification of additional issues that may be worth exploring?	40	
4) Cost effective methodology in performing services. Does the firm demonstrate a prudent and disciplined approach to performing the services	10	
	TOTAL:	

Comments:

DOES NOT MEET THE SPECIFICATIONS OF THE RFP IS AN OFF
SITE COMPANY AND WE ARE LOOKING FOR AN ON SITE SYSTEM.

3

Rating Sheet for Consultant Selection

Inmate Mail Scanner RFP # 261401

The following evaluation criteria and the weight of importance will be used in evaluating and selecting a firm.

CRITERIA	WEIGHT	Score
1) Firm's specialized experience and technical competence as applicable to the services required. - Evaluation of the qualifications and experience of the firm and the project team and appropriateness of the organization of the project team including any demonstrated ability to work as a team. - Evaluation of the professional resources available to properly provide services as requested in the RFP document. The proposed team should have exceptional professional resources to properly provide services. - Evaluation of the project team to insure the proposed team contains all of the critical disciplines required. The project manager and proposed team should be uniquely qualified to provide the desired services. - Firm's experience in working with regulatory agencies, and diverse environmental conditions and requirements. - The submittal should demonstrate that the firm has adequate time available and personnel to complete services on schedule and additional backup staffing capability in the event of unforeseen circumstances.	30	10
2) Firm's recent experience in performing and managing projects of similar size, type and scope. - Does the firm have demonstrated experience in projects of similar scope? - Does the firm demonstrate a track record of meeting schedules, providing effective communications, budget discipline? - Reference Checks.	20	10
3) Firm's understanding of the proposed project. Does the firm demonstrate a full understanding of what the County needs as evidenced by its project approach, work plan, understanding of local conditions and concerns, and its view of the project and task objectives, challenges and identification of additional issues that may be worth exploring?	40	15
4) Cost effective methodology in performing services. Does the firm demonstrate a prudent and disciplined approach to performing the services	10	5
	TOTAL:	40

Comments:

4

Rating Sheet for Consultant Selection

Inmate Mail Scanner RFP # 261401

The following evaluation criteria and the weight of importance will be used in evaluating and selecting a firm.

CRITERIA	WEIGHT	Score
1) Firm's specialized experience and technical competence as applicable to the services required. - Evaluation of the qualifications and experience of the firm and the project team and appropriateness of the organization of the project team including any demonstrated ability to work as a team. - Evaluation of the professional resources available to properly provide services as requested in the RFP document. The proposed team should have exceptional professional resources to properly provide services. - Evaluation of the project team to insure the proposed team contains all of the critical disciplines required. The project manager and proposed team should be uniquely qualified to provide the desired services. - Firm's experience in working with regulatory agencies, and diverse environmental conditions and requirements. - The submittal should demonstrate that the firm has adequate time available and personnel to compete services on schedule and additional backup staffing capability in the event of unforeseen circumstances.	30	25
2) Firm's recent experience in performing and managing projects of similar size, type and scope. - Does the firm have demonstrated experience in projects of similar scope? - Does the firm demonstrate a track record of meeting schedules, providing effective communications, budget discipline? - Reference Checks.	20	20
3) Firm's understanding of the proposed project. Does the firm demonstrate a full understanding of what the County needs as evidenced by its project approach, work plan, understanding of local conditions and concerns, and its view of the project and task objectives, challenges and identification of additional issues that may be worth exploring?	40	40
4) Cost effective methodology in performing services. Does the firm demonstrate a prudent and disciplined approach to performing the services	10	9
	TOTAL:	94

Comments:

4

Rating Sheet for Consultant Selection

Inmate Mail Scanner RFP # 261401

The following evaluation criteria and the weight of importance will be used in evaluating and selecting a firm.

CRITERIA	WEIGHT	Score
1) Firm's specialized experience and technical competence as applicable to the services required. • Evaluation of the qualifications and experience of the firm and the project team and appropriateness of the organization of the project team including any demonstrated ability to work as a team. • Evaluation of the professional resources available to properly provide services as requested in the RFP document. The proposed team should have exceptional professional resources to properly provide services. • Evaluation of the project team to insure the proposed team contains all of the critical disciplines required. The project manager and proposed team should be uniquely qualified to provide the desired services. • Firm's experience in working with regulatory agencies, and diverse environmental conditions and requirements. • The submittal should demonstrate that the firm has adequate time available and personnel to complete services on schedule and additional backup staffing capability in the event of unforeseen circumstances.	30	15
2) Firm's recent experience in performing and managing projects of similar size, type and scope. • Does the firm have demonstrated experience in projects of similar scope? • Does the firm demonstrate a track record of meeting schedules, providing effective communications, budget discipline? • Reference Checks.	20	20
3) Firm's understanding of the proposed project. • Does the firm demonstrate a full understanding of what the County needs as evidenced by its project approach, work plan, understanding of local conditions and concerns, and its view of the project and task objectives, challenges and identification of additional issues that may be worth exploring?	40	40
4) Cost effective methodology in performing services. Does the firm demonstrate a prudent and disciplined approach to performing the services	10	8
	TOTAL:	83

Comments:

4

Rating Sheet for Consultant Selection

PIGEONLY

Inmate Mail Scanner RFP # 261401

The following evaluation criteria and the weight of importance will be used in evaluating and selecting a firm.

CRITERIA	WEIGHT	Score
1) Firm's specialized experience and technical competence as applicable to the services required. • Evaluation of the qualifications and experience of the firm and the project team and appropriateness of the organization of the project team including any demonstrated ability to work as a team. • Evaluation of the professional resources available to properly provide services as requested in the RFP document. The proposed team should have exceptional professional resources to properly provide services. • Evaluation of the project team to insure the proposed team contains all of the critical disciplines required. The project manager and proposed team should be uniquely qualified to provide the desired services. • Firm's experience in working with regulatory agencies, and diverse environmental conditions and requirements. • The submittal should demonstrate that the firm has adequate time available and personnel to compete services on schedule and additional backup staffing capability in the event of unforeseen circumstances.	30	10
2) Firm's recent experience in performing and managing projects of similar size, type and scope. • Does the firm have demonstrated experience in projects of similar scope? • Does the firm demonstrate a track record of meeting schedules, providing effective communications, budget discipline? • Reference Checks.	20	20
3) Firm's understanding of the proposed project. • Does the firm demonstrate a full understanding of what the County needs as evidenced by its project approach, work plan, understanding of local conditions and concerns, and its view of the project and task objectives, challenges and identification of additional issues that may be worth exploring?	40	30
4) Cost effective methodology in performing services. Does the firm demonstrate a prudent and disciplined approach to performing the services	10	7
	TOTAL:	67

Comments:

• DOES NOT SCAN BOOKS ETC
 • OFF SITE SUBSCRIPTION
 • LAWSUITS

Rating Sheet for Consultant Selection

5

Inmate Mail Scanner RFP # 261401

The following evaluation criteria and the weight of importance will be used in evaluating and selecting a firm.

CRITERIA	WEIGHT	Score
1) Firm's specialized experience and technical competence as applicable to the services required. - Evaluation of the qualifications and experience of the firm and the project team and appropriateness of the organization of the project team including any demonstrated ability to work as a team. - Evaluation of the professional resources available to properly provide services as requested in the RFP document. The proposed team should have exceptional professional resources to properly provide services. - Evaluation of the project team to insure the proposed team contains all of the critical disciplines required. The project manager and proposed team should be uniquely qualified to provide the desired services. - Firm's experience in working with regulatory agencies, and diverse environmental conditions and requirements. - The submittal should demonstrate that the firm has adequate time available and personnel to complete services on schedule and additional backup staffing capability in the event of unforeseen circumstances.	30	18
2) Firm's recent experience in performing and managing projects of similar size, type and scope. - Does the firm have demonstrated experience in projects of similar scope? - Does the firm demonstrate a track record of meeting schedules, providing effective communications, budget discipline? - Reference Checks.	20	18
3) Firm's understanding of the proposed project. Does the firm demonstrate a full understanding of what the County needs as evidenced by its project approach, work plan, understanding of local conditions and concerns, and its view of the project and task objectives, challenges and identification of additional issues that may be worth exploring?	40	35
4) Cost effective methodology in performing services. Does the firm demonstrate a prudent and disciplined approach to performing the services	10	10
	TOTAL:	91

Comments:

EC HPS E

5

Rating Sheet for Consultant Selection

Inmate Mail Scanner RFP # 261401

The following evaluation criteria and the weight of importance will be used in evaluating and selecting a firm.

CRITERIA	WEIGHT	Score
1) Firm's specialized experience and technical competence as applicable to the services required. • Evaluation of the qualifications and experience of the firm and the project team and appropriateness of the organization of the project team including any demonstrated ability to work as a team. • Evaluation of the professional resources available to properly provide services as requested in the RFP document. The proposed team should have exceptional professional resources to properly provide services. • Evaluation of the project team to insure the proposed team contains all of the critical disciplines required. The project manager and proposed team should be uniquely qualified to provide the desired services. • Firm's experience in working with regulatory agencies, and diverse environmental conditions and requirements. • The submittal should demonstrate that the firm has adequate time available and personnel to compete services on schedule and additional backup staffing capability in the event of unforeseen circumstances.	30	24
2) Firm's recent experience in performing and managing projects of similar size, type and scope. • Does the firm have demonstrated experience in projects of similar scope? • Does the firm demonstrate a track record of meeting schedules, providing effective communications, budget discipline? • Reference Checks.	20	18
3) Firm's understanding of the proposed project. • Does the firm demonstrate a full understanding of what the County needs as evidenced by its project approach, work plan, understanding of local conditions and concerns, and its view of the project and task objectives, challenges and identification of additional issues that may be worth exploring?	40	33
4) Cost effective methodology in performing services. Does the firm demonstrate a prudent and disciplined approach to performing the services	10	7
	TOTAL:	82

Comments:

PILGRONLY

5

Rating Sheet for Consultant Selection

Inmate Mail Scanner RFP # 261401

The following evaluation criteria and the weight of importance will be used in evaluating and selecting a firm.

CRITERIA	WEIGHT	Score
1) Firm's specialized experience and technical competence as applicable to the services required. - Evaluation of the qualifications and experience of the firm and the project team and appropriateness of the organization of the project team including any demonstrated ability to work as a team. - Evaluation of the professional resources available to properly provide services as requested in the RFP document. The proposed team should have exceptional professional resources to properly provide services. - Evaluation of the project team to insure the proposed team contains all of the critical disciplines required. The project manager and proposed team should be uniquely qualified to provide the desired services. - Firm's experience in working with regulatory agencies, and diverse environmental conditions and requirements. - The submittal should demonstrate that the firm has adequate time available and personnel to compete services on schedule and additional backup staffing capability in the event of unforeseen circumstances.	30	10
2) Firm's recent experience in performing and managing projects of similar size, type and scope. - Does the firm have demonstrated experience in projects of similar scope? - Does the firm demonstrate a track record of meeting schedules, providing effective communications, budget discipline? - Reference Checks.	20	20
3) Firm's understanding of the proposed project. Does the firm demonstrate a full understanding of what the County needs as evidenced by its project approach, work plan, understanding of local conditions and concerns, and its view of the project and task objectives, challenges and identification of additional issues that may be worth exploring?	40	20
4) Cost effective methodology in performing services. Does the firm demonstrate a prudent and disciplined approach to performing the services	10	5
	TOTAL:	55

Comments:



**COMMAND
SOURCING**

Command Sourcing, Inc.

6100 Horseshoe Bar Rd, STE A #228, Loomis, CA 95650



**RFP – Inmate Mail Scanner
Lake County, California**



September 12, 2025

Sheriff Luke Bingham
Lake County Sheriff's Office
1220 Martin Street
Lakeport, CA 95453

To whom it may concern:

Command Sourcing is pleased to submit this proposal to provide the RaySecur MailSecur® MS300 mail scanner for the Lake County Jail. The MS300 is the only desktop mail security scanner using real-time T-ray imaging, a DHS Safety Act Designated Qualified Anti-Terrorism Technology. It enables correctional staff to detect narcotics, powders, liquids, chemically laced papers, weapons, and other contraband in sealed mail and parcels without opening them.

The MS300 directly supports your objectives to prevent narcotics entry, safeguard inmates and staff, and reduce mailroom workload. It is in use at correctional and government facilities nationwide, protecting against the growing risk of fentanyl, synthetic cannabinoids, and impregnated paper drug smuggling.

We look forward to the opportunity to partner with Lake County to strengthen your facility's mail security program.

Please contact Geoff Hayden directly regarding this bid.

Geoff Hayden
Senior Sales Consultant
Command Sourcing, Inc.
geoff@commandsourcing.com
916-925-286-0838817-7170

Thanks for your consideration.

Our very best,

Jack McLaughlin, President/COO
Command Sourcing, Inc.
6100 Horseshoe Bar Rd STE A #228
Loomis, CA 95650



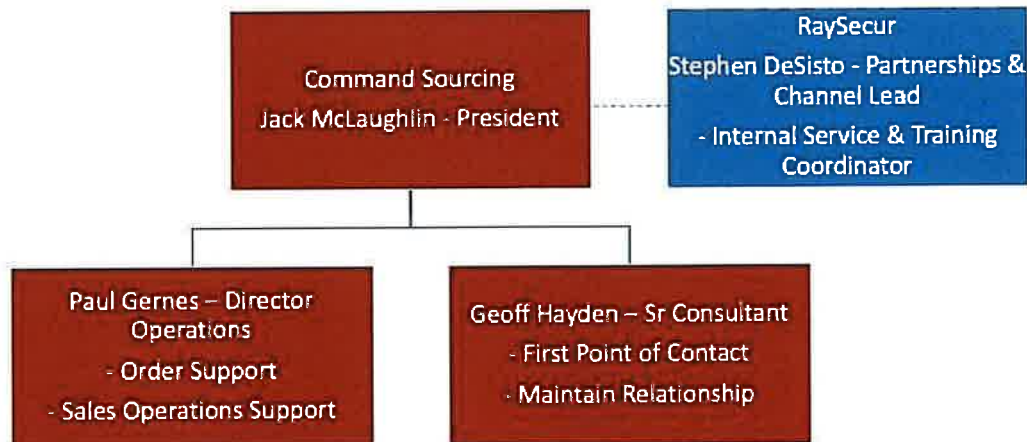
COMMAND SOURCING

B. Company Profile

Command Sourcing, Inc. founded in April 2016 is an industry leader in providing technology consulting for cutting edge products and services to the law enforcement and corrections community to fulfill our mission to Reduce Risk by lowering liability and preserving human life. Our commitment to innovation in law enforcement has also positioned us across a broad range of products that will Generate Revenue and Save Money for your facilities. Command Sourcing has no pending litigation.

The company has a National network of Independent Sales Consultants with years of relevant Law Enforcement experience providing world class service. Command Sourcing is lead by Jack McLaughlin, COO/President.

We partner with multiple companies across various technologies to provide solutions that meet the specific needs of each customer. We have represented RaySecur providing their MailSecur® MS300, mail scanner for contraband detection since 2022.





COMMAND SOURCING

Executive Summary of Response

We propose the MailSecur® MS300 as the County's next-generation inmate mail scanner. It meets and exceeds the RFP's Scope of Work by:

- Detecting all DHS-designated threat categories (powders, liquids, narcotics, laced papers, explosives, chemical/biological/radiological/nuclear threats).
- Offering 3D, real-time video imaging with 10x higher resolution than mmWave airport scanners and up to 300x greater sensitivity than X-ray for powders and liquids.
- Operating safely with non-ionizing technology – no radiation controls, licensing, or safety programs required.
- Integrating secure reporting and digital archiving for investigations.

In addition to these technical advantages, the MS300 directly supports the County's goals of reducing contraband, enhancing officer safety, and protecting inmate welfare. By enabling faster detection and investigations, it minimizes operational risk and potential liability.

Command Sourcing has years of experience supporting correctional agencies nationwide with advanced security technology. Our proven track record and dedicated support team ensure the County will have a trusted partner from deployment through long-term operations. By eliminating hidden costs such as licensing, safety compliance programs, and radiation oversight, the MS300 also provides a cost-efficient path to compliance and rapid ROI.

We look forward to the opportunity to partner with the County to enhance mail security and support your mission of safety and efficiency.





**COMMAND
SOURCING**

C. Project Understanding and Approach

We understand that the Lake County Jail is replacing a mail scanner that is no longer functional and needs a **reliable, correctional-grade mail scanner** to:

- Stop narcotics (fentanyl, meth, K2/Spice, LSD-impregnated paper) from entering via U.S. Mail.
- Safely process up to hundreds of pieces of mail daily without disrupting workflows.
- Provide actionable intelligence for investigations while maintaining correspondence privacy.

Our Approach:

- Deliver, install, and configure the **MS300 system** at Lake County Jail.
- Train your mailroom and custody staff to operate the scanner effectively.
- Integrate with your daily mail handling policies.
- Provide 24/7 support via EODSecur experts, ensuring staff never work alone when a suspicious item is detected.
- Maintain long-term operational readiness with warranty and service packages.



COMMAND SOURCING

D. Scope of Work

Provide MS300 MailScreen Unit

A. Detection Capabilities

- **Powders:** Detects minute quantities of narcotics like fentanyl hidden in envelopes.
- **Liquids:** Identifies concealed liquids (as little as 2 oz.) in envelopes or packages.
- **Laced Papers:** Distinguishes chemically treated or drug-impregnated sheets, even when stacked.
- **Weapons:** Detects firearms, blades, and improvised weapons inside mail items.
- **Full CBRNE Coverage:** Detects all 9 DHS-designated threat categories, compared to only 3 with X-ray.

B. Performance Specifications

- **Real-time results:** <30 seconds per item.
- **Dual field of view:** Wide scan area (9.25" x 6.75") plus 3x optical zoom (2.75" x 2.5").
- **Data capture:** Video and still image recording for audit and investigations.
- **Connectivity:** Ethernet/WiFi/LTE capable for secure network integration.
- **Compact design:** Tabletop unit, 85 lbs., standard 110/220V power.

C. Reporting & Archiving

- Saves scan images and video for review.
- Digital logs include date, time, and operator details.
- Exportable for chain of custody and case reports.

Provide Maintenance & Support

- **Warranty and optional support packages:** Extended 5-year premium support and maintenance, software updates, with AI-based detection enhancements.
- **EODSecur Service:** 24x365 expert support from trained former EOD/military personnel.



**COMMAND
SOURCING**

D. Scope of Work (cont'd)

Provide Accessories

- **Cart and Battery Pack:** Used to mobilize the system for cell shakedown.
- **Shipping Crate:** Used as platform to use machine and also secure shipping crate for any needs for return service.

Provide Installation & Training

- **Installation:** <30 minutes setup time.
- **Training:** On-site/virtual instruction covering operation, threat identification, and safety.
- **Documentation:** Full user manuals, SOP templates, and quick-reference guides.

Implementation Timeline

- **Delivery:** Currently within 8 weeks upon receipt of order.
- **Installation & Training:** Completed the day of delivery.
- **Operational Readiness:** Day of delivery.



COMMAND SOURCING

E. Pricing

**COMMAND
SOURCING**

Quotation

Command Sourcing, Inc.

6100 Horseshoe Bar Rd, STE A #228
Loomis, CA 95650
www.commandsourcing.com
sales@commandsourcing.com

QUOTE NO. 906251
DATE September 6, 2025

BILL TO Lake County Sheriff's Office
Attn: Accounts Payable
1220 Martin St
Lakeport, CA 95453

SHIP TO Lake County Sheriff's Office
Attn: Sheriff Luke Bingham
1220 Martin St
Lakeport, CA 95453

Customer ID #	PO #	Contact Person	Contact Person Phone:	Payment Terms	Quote Valid Until
		Geoff Hayden	(925) 286-0838	Net 30	10/6/25

QTY	ITEM #	DESCRIPTION	UNIT PRICE	LINE TOTAL
1.00	MS300-T2-MS300-P-Q1	Mail Screening System Includes: - Remote Training, Installation and Certification - Learning Management Platform - WIFI/CAT 5/LAN - Maintenance & Calibration - Software Updates - 24x7x365 Remote Expert Analysis & Support - Secure Cellular Modem	\$ 39,394.61	\$ 39,394.61
1.00	SP300-T2-PREM-60M-P-Q1	Five Year Premium Extended Hardware Warranty	\$ 57,305.29	\$ 57,305.29
1.00	MCBP	Mobile Cart and Battery Pack for Mail Screening System ***OPTIONAL***	\$ 4,250.00	\$ 4,250.00
1.00	CRATE-T2-CRATE-P-Q1	Shipping Crate	\$ 731.52	\$ 731.52
1.00	INSTL	Installation	\$ 4,000.00	\$ 4,000.00
1.00	SHP	Shipping and Handling	\$ 968.48	\$ 968.48

Subtotal: \$ 106,649.90

Sales Tax: \$ 9,331.87

Total: \$ 115,981.77

Comments or special instructions:

Taxes assessed by purchaser outside of state of California. Return Policy: No returns on installation or custom items. Command Sourcing must be notified prior to receipt of any returned items and a restocking fee may be assessed.



COMMAND SOURCING

F. Distinguishing Features

- **Command Sourcing:** Our commitment to our long-term relationship (multiple products across multiple vendors) and our leverage with the manufacturers ensure consistently superior customer service.
- **Unique T-ray Technology:** Safe, non-ionizing, unlike X-ray; no radiation compliance needed.
- **Detects What X-ray Misses:** Powders, liquids, laced paper, fentanyl — the most common jail contraband vectors. It allows screeners to “see inside” letters, packages, and soft objects in a live 3-D video feed. Filters allow you to detect treated or laced papers even when you cannot see it with the naked eye.
- **DHS SAFETY Act Certified:** Qualified Anti-Terrorism Technology designation.
- **Compact and Scalable:** Desktop form factor, fast deployment. Especially with the mobile cart accessory.
- **24/7 Expert Backup:** EODSecur live support ensures your staff always has expert guidance.

G. Deviations

We propose **no deviations** from the requirements of RFP #261401 and Exhibit A.

H. References

Customers who have MS300 Mail Screening Unit:

Curry County Sheriff's Office

LT/Jail Commander – Jeremy Krohn

krohnj@co.curry.or.us

(541) 373-7517

Salt Lake County Sheriff's Office

LT Rick Morse

rmorse@saltlakecounty.gov

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CoreCivic

Security Director - Armando Perez

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Response to Request for Proposal

Lake County Jail

RFP # 261401

Inmate Mail Scanner

Submitted to:

Lake County Sheriff's Office
P.O. Box 489
1220 Martin Street
Lakeport, CA 95453

Submitted by:

Eclipse Screening Technologies
100 S. Jackson Avenue
Pittsburgh, PA 15202
Lisa Wennersten – Director of Sales
Email: lisa@eclipse-st.com
Phone Number: 412-303-2432
www.eclipse-st.com

Due Date:
September 19, 2025
3 pm PDT

A. COVER LETTER

September 17, 2025

Lake County Sheriff's Office
Attn: Purchasing Department
P.O. Box 489
1220 Martin Street
Lakeport, CA 95453

Re: Response to RFP #261401 – Inmate Mail Scanner

Dear Evaluation Committee:

On behalf of Eclipse Screening Technologies, I am pleased to submit our proposal in response to **RFP #261401** for an inmate mail scanner solution at the Lake County Jail.

Eclipse Screening Technologies is the exclusive developer and manufacturer of the **VeroVision® Mail Screener+ (VVMS+)**, a proven technology deployed in more than 100 correctional facilities nationwide. Our solution provides advanced chemical-based detection and presumptive identification of drug-soaked paper, powders, and other concealed narcotics, a capability that directly addresses the growing threat of synthetic drug trafficking through inmate mail.

We confirm the following:

- Eclipse Screening Technologies has read and understood all requirements of the RFP and Exhibit A.
- We are fully compliant with all specifications, apart from one noted item regarding unopened mail inspection, for which we propose a layered compliance solution by integrating the VVMS+ with the LINEV BV5030 high-resolution X-ray system.
- We agree to abide by all federal, state, and local regulations governing inmate mail inspection, evidence handling, and privileged communications.
- Our proposal, including pricing and terms, will remain valid for a minimum of 120 days from the due date.
- I am authorized to bind Eclipse Screening Technologies in all matters related to this proposal.

We appreciate the opportunity to provide Lake County Jail with a solution that not only closes existing detection gaps, but also strengthens staff safety, intelligence gathering, and facility security.

Thank you for your consideration. We look forward to the possibility of working together.

Sincerely,
Rebecca Schuler



Chief Operating Officer
Eclipse Screening Technologies

B. ECLIPSE SCREENING TECHNOLOGIES PROFILE

Eclipse Screening Technologies (EST), a DEA-registered laboratory, holds exclusive rights to the patented VeroVision® Mail Screener+ (VVMS+), a technology that has been serving correctional facilities for the past nine years. We develop and manufacture both the VVMS+ hardware and software, leveraging over 60 years of combined expertise in chemical detection technology, particularly in Hyperspectral Imaging (HSI). Our HSI technology, combined with advanced machine learning algorithms, provides automated detection and specific presumptive identification results, supported by high-definition imagery, of narcotics and contraband hidden in mail. To date, we have delivered the VeroVision® Mail Screener+, designed specifically for correctional facilities, to more than 100 facilities (a total of 121 systems) across 26 states.

Initially developed for detecting solid drugs like Suboxone® strips, cocaine, heroin and others, hidden under stamps, in envelope glue seams, or between layers of cardstock, VVMS+ has evolved in direct response to the rise of increasingly potent and difficult to detect synthetic opioids, like fentanyl, as well as the introduction of soaking or spraying illicit drugs (such as K2, bug spray, or methamphetamine) onto paper which is then circulated within correctional institutions. This activity has led to spikes in overdoses, violence, and underground economies, and places significant operational strain on staff and medical resources.

Key Capabilities and Benefits:

Advanced Detection of Drug Currency

- Detects liquid drug-soaked paper, a threat traditional scanners and human inspection often miss.
- Non-contact, non-destructive inspection.
- Differentiates drug materials from benign substances using spectral libraries and pattern matching algorithms.

Presumptive Identification & Intelligence Gathering

- Provides presumptive ID of substances based on hyperspectral signatures.
- Generates actionable data for pattern analysis, trend monitoring, and intelligence-sharing.
- Supports broader interdiction and investigatory operations, including link analysis and gang network disruption.

Scalable for Correctional Use

- Currently deployed in numerous state DOCs and county jail facilities.
- Tabletop form factor is suitable for high-throughput mailrooms and portable privileged mail screening.

- Minimal operator training required.
- No consumables or hazardous exposure risk.

Drug-laced mail is a low-volume, but high-potency trafficking method that bypasses traditional detection and directly drives criminal economies in correctional systems.

VeroVision+ closes this gap by:

- Detecting a variety of drugs at the point of entry, reducing violence and overdoses behind bars.
- Disrupting internal distribution and gang activity
- Preserving evidence for prosecution and building actionable intelligence across institutions.

By exposing this hidden trade, Eclipse Screening Technologies empowers law enforcement and corrections professionals with a proven tool for prevention, interdiction, and intelligence gathering, aligning directly with federal priorities on synthetic drug control and correctional facility safety.

C. PROJECT UNDERSTANDING and APPROACH

Eclipse Screening Technologies has thoroughly reviewed the Lake County Jail need for an inmate mail scanner equipment solution. We recognize that Lake County Jail requires technology to prevent mail-borne contraband from entering the facility. Based on the RFP, the Lake County Jail is seeking a solution specifically focused on screening mail for several types of contraband.

Currently, according to the facility's website, incoming mail must include the sender's name, a complete return address, and the inmate's full name with the facility address. All mail must be mailed through the U.S. Postal service. No mail will be forwarded to inmates released from the facility. Books, newspapers, or magazines must be mailed directly from the publisher. Only soft cover books are accepted into the facility.

The solicitation has outlined a variety of objectives and requirements associated with enhancing facility safety by detecting illicit substances and other contraband in mailed correspondence as well as books and parcels.

Drawing on our extensive experience and close partnerships with customers and the scientific community, we have learned that no *single* technology can reliably meet all the requirements, including:

- Automatic detection of illicit substances.
- Identify trace amounts of illicit substances through sealed material.
- Provide near real-time detection.
- Generate visual or digital reports.

To address both the risk to public safety and the monetary impact on the State, the Lake County Jail may wish to consider an approach that incorporates multi-faceted, thorough inspection of mail items which includes chemical-based detection with VVMS+. By integrating Eclipse Screening Technologies' VVMS+ non-destructive image based chemical analysis technology, which automatically and objectively detects AND presumptively identify suspicious substances, provides detailed imagery indicating the location of illicit material, as well as generates comprehensive reports, with other complementary detection or inspection technologies, the process becomes more accurate, efficient, and cost-effective. A layered approach to mail screening not only enhances security but also minimizes delays and additional workload, ultimately benefiting the entire mail screening process.

While some systems can produce vague "anomaly" images, these rely on human interpretation and do not provide a definitive chemical signature. As a result, every perceived anomaly requires extra screening or testing, causing unnecessary delays in mail delivery.

The challenge is even greater with drug-soaked paper hidden in privileged mail, where the pages appear flat and unaltered yet pose a significant threat to security.

D. SCOPE OF WORK

In response to the solicitation requesting a solution for detecting illicit substances, including synthetic drugs and contraband, in mailed correspondence without requiring the envelope or package to be opened, we propose that the Lake County Jail deploy our advanced VeroVision Mail Screener+ either on its own or in combination with the LINEV Bag View 5030 equipped with AI detection software high-resolution X-ray system. The BV5030 is a fully contained, safe system that delivers exceptional resolution, capable of detecting even small amounts of contraband.

By employing the VeroVision Mail Screener+ alongside the BV5030, Lake County Jail can significantly enhance its overall mail screening process. This integrated solution allows for quick prescreening of mail using in accordance with current procedures, while enabling a more thorough, although still rapid inspection using VVMS+. For privileged mail, the VVMS+ secondary screening step occurs at the point of delivery, allowing the Lake County Jail to open the mail in front of the IP and quickly screen the entire contents of the privileged mail. This process not only ensures transparency but also exposes any weapons or other physical contraband, thereby enhancing the overall security and integrity of the mail screening procedure.

Technical Specifications:

With the VeroVision® Mail Screener+, an operator needs only 3 to 5 seconds until the automated detection results are displayed. In that brief window, the system pinpoints and highlights the location of hidden illicit substances. Because screening occurs after the mail is opened but before it is delivered, it provides an optimal opportunity to intercept contraband. The comprehensive VVMS+ library covers fentanyl, Suboxone® strips (and generic equivalents), heroin, cocaine, D-amphetamine, ketamine, PCP, methadone, methamphetamine, synthetic cannabinoids (e.g., K2, Spice), and insect spray.

The VeroVision® Mail Screener+ has an intuitive user interface (*Figure 1*) and is designed to detect and presumptively identify drug threats in mail (*Figures 2-4*). It meets key requirements by non-invasively, objectively, and automatically highlighting the presence of illicit substances. Additionally, using an enhanced detailed view module, it can allow for the discovery of other unknown substances providing a second layer of review. Finally, once an item is detected and presumptively identified, the operator can generate comprehensive detection reports. The time and date-stamped reports include a detection image, an RGB digital image, material identifications, and any user-input information including sender details (name and address), recipient details, as well as any additional pertinent comments. These capabilities align with the Lake County Jail's specified objectives items in the Exhibit A document.

The VeroVision® Mail Screener+ offers optimal detection capabilities in combination with current process and workflow. This synergistic use respects the solicitation's emphasis on enhanced detection, efficiency, integration, user friendliness and compliance, ensuring a robust and efficient mail screening process. This focused approach reduces reliance on vague subjective interpretation, minimizes false positives based on user interpretation, and prevents delays associated with manual testing and operator-dependent image analysis. By automating the detection process while still involving the operator in reviewing and confirming presumptively identified items, the system keeps personnel actively engaged in contraband detection. This engagement reduces complacency, fosters a vigilant screening environment, and increases confidence in both the technology and its outcomes.

Scope of Work Summary:

Upon contract award, Eclipse Screening Technologies shall:

1. Deliver the VeroVision Mail Screener+ within 60 days or better. VVMS+ includes:
 - a. Sensor Head Unit (SWIR Hyperspectral Imager)
 - b. Transmittance light stand module
 - c. Workstation with 23" Touch Screen Display
 - d. Ethernet and power cables
 - e. Operator Manual
 - f. Software license
 - g. Accessories (spare bulb set, PV kit)

2. Prior to delivery: We will conduct an installation planning call to ensure your space meets the necessary requirements and to schedule delivery, training, and installation.
3. Prior to delivery: We will provide comprehensive, live, web-based, user training. This training is expected to be two hours in duration and includes all necessary information for a facility to effectively implement the VeroVision Mail Screener. It will emphasize best practices for maximizing detection efficiency, managing results effectively, and maintaining smooth mail processing workflows. The web-based training shall be recorded and provided to the facility.
4. After delivery: We will conduct an onsite installation to ensure proper set up and functionality of the VVMS+ system.
5. After delivery: Following installation, on the same day we will conduct a hands-on training to reaffirm best practices and concepts that were introduced during the two-hour web training.
6. Ongoing: Provide ongoing service and support. This contract will include a complete 4-year service plan that covers (but not necessarily limited to): yearly preventative maintenance, any hardware or software corrective action (as necessary), parts, labor, and travel (as necessary), technical support, and regular software updates (full terms and conditions finalized at contract award).

Eclipse Screening Technologies may subcontract the BV5030 delivery, installation, and training to the manufacturer, LINEV Systems of Conroe, TX, should Lake County choose to exercise that option.

Please See **Appendix A** for a comprehensive compliance matrix.

E. PRICING

See **Appendix B** for two separate pricing options. Option 1 includes a VeroVision Mail Screener+ system (pricing is based on trade in of current Gen 1 VeroVision Mail Screener).

Option 2 includes a VeroVision Mail Screener+ system (pricing is based on trade in of current Gen 1 VeroVision Mail Screener) with a LINEV BV5030 to support initial screening of unopened/sealed envelopes, packages, books, magazines. Pricing for a Mobile Power Hub is included as an option with the VVMS+. Option 2 pricing also includes optional BV5030 accessories.

Eclipse Screening Technologies prefers a firm fixed price contract with full payment due within 30 days after delivery.

F. DISTINGUISHING FEATURES

1. Enhanced Detection: Ability to detect a wide range of contraband items, including those hidden in non-metallic or organic materials.

The VeroVision® Mail Screener+ with the LINEV BV5030 X-Ray Inspection System meets the solicitation requirements by providing a specialized solution for detecting and presumptively identifying drug threats that are invisible to the naked eye.

LINEV BV5030 X-Ray Inspection System supports preliminary screening of unopened/sealed materials, books, magazines, etc. Following the initial inspections, a more thorough inspection with VeroVision® Mail Screener+ system can occur. VVMS+ detection limit is carefully calibrated to maximize accurate findings while reducing false positives resulting from innocuous substances or trace material transferred from other mail items. Our detection capability includes paper that has been soaked or sprayed with narcotics, yet appears completely unaltered, as well as small amounts of powder (around 5 mg/cm², about half the weight of a grain of table salt) hidden in envelope seams. Although minuscule, these quantities can be lethal, posing an elevated risk of overdose or accidental death if they go undetected.

With the VeroVision® Mail Screener+, an operator needs only about 3 to 5 seconds until the automated detection results appear. In that brief window, the system pinpoints and highlights the exact location of hidden illicit substances. Because screening occurs after the mail is opened but before it is delivered, it provides an optimal opportunity to intercept contraband. The VVMS+ library is comprehensive, covering fentanyl, Suboxone® strips (and generic equivalents), heroin, cocaine, D-amphetamine, ketamine, PCP, methadone, methamphetamine, synthetic cannabinoids (e.g., K2, Spice), xylazine, insect spray, and other various powdered substances like common cutting agents.

Additionally, small electronic devices, such as SIM cards, can be caught in the pre-screening stage for privilege mail. Even if something slips through initially, the VeroVision® Mail Screener+ provides a second level of inspection. By thoroughly scanning each page at the final point of delivery, the VVMS+ effectively prevents miniature electronic items hidden in up to ten pages of mail from entering the facility using the Detailed View feature.

1. Efficiency: Rapid scanning and processing of high volumes of mail without compromising detection accuracy.

The VeroVision® Mail Screener+ delivers rapid analysis of incoming mail, providing clear detection results within three to five (3-5) seconds.

The VeroVision® Mail Screener+ uses advanced chemical imaging to identify sprayed or soaked chemicals in paper and offers the user a straightforward “illicit material detected” or “no detections found” indication. When contraband is detected, the system provides a color

overlay of the specific area, allowing staff to quickly intercept threats.

This rapid screening solution reduces security risks and maintains efficient mail processing by reducing subjective guessing if a sample contains contraband soaked or sprayed on to it.

2. Integration: Compatibility with existing security infrastructure and minimal disruption to current workflows.

The VeroVision® Mail Screener+ uses the latest security protocols to prevent unauthorized access or tampering.

The VeroVision® Mail Screener+ provides an additional layer of security for your inmate personal and legal mail screening process. It will integrate seamlessly into the Lake County current mailroom process and will optimize detection efficiency, reduce subjective interpretation, and ensure a robust and streamlined mail screening process. This focused approach reduces the reliance of subjective interpretation, minimizes false positive, and prevents delays associated with manual testing and operator-dependent image analysis. By automating the detection process while still involving the operator in reviewing and confirming presumptively identified items, the system keeps personnel actively engaged in contraband detection. This engagement reduces complacency, fosters a vigilant screening environment, and increases confidence in both technology and its outcomes.

3. User-Friendliness: Equipment that is easy to operate and requires minimal specialized training for correctional facility staff.

The VeroVision® Mail Screener+ is an innovative sensor system that can quickly, easily, and objectively detect drugs concealed in inmate mail. The VeroVision® Mail Screener+ utilizes near- infrared light and specialized software to quickly recognize certain chemicals, related to the presence of illicit drugs, in the path of the transmitted light. Unlike other contraband detection methods, VeroVision® Mail Screener+ takes the guesswork out of mail screening. If an illicit material is detected, the Identify function can give the user a Presumptive Identification of the questionable material.

The draw of competing technology is in the claims to detect the presence of drugs in unopened mail. While this technology may provide some capability to detect, we understand that common concerns with this technology include poor image quality, high subjectivity in interpretation (relying on the mail inspectors themselves to detect anomalies in the imagery), limit of detection issues, and limited ability to differentiate actual drugs from other irregularities, like innocuous wrinkles, benign watermarks, post it notes or other common items associated with privileged mail. 

4. Compliance: Adherence to legal standards and regulations governing mail screening and offender rights.

Eclipse Screening Technologies will provide all services in accordance with applicable federal, state, and local laws, rules, and regulations, and in a manner consistent with generally accepted professional and technical standards of the software industry or other similar service industries except as otherwise stated in this RFP.

Facilities cannot copy, retain, or destroy originals of the privileged communication without cause. A positive detection of illicit material may provide cause for further inspection.

The mail can be inspected and screened without compromising the privileged communications between an inmate and their legal representation and is then provided to the inmate in its original form.

Inspectors must open legal mail in front of the inmate. The VeroVision® Mail Screener+ can be installed anywhere there is a table and a power source. Alternatively, with our mobile power hub workstation, it is transportable within the facility and provides up to 8 hours of power.

5. Reporting: Comprehensive Report Generation

Facilities generally log/document both personal and legal mail that has been rejected. The VeroVision® Mail Screener+ generates time and date-stamped reports with imagery to document positive contraband detections and presumptive identifications (**Figure 5**). It does not store, record, or report on negative scans, unless the operator specifically selects the option to do so (decided on a per scan basis). Additional documentation about the Operator, Sender, and Recipient, as well as free text comments can be added via the “Operator Input Form” (**Figure 6**) which is associated with each detection scan. This information is also stored and can be exported via a scan statistics report (**Figure 7**). The scan statistics report is a .CSV file and details the total number of scans, detections, and specific drug identifications within a specified period. Operator Input Form information is included in the scan statistics report so that the facility can determine repeat offenders or common mail origins. Overall, the reporting capabilities included with the VVMS+ software provide easy evidence documentation and actionable intelligence to support the overall contraband interdiction effort.

G. DEVIATIONS

While the VeroVision® Mail Screener+ (VVMS+) is optimized for chemical detection and presumptive identification once mail is opened, Eclipse Screening Technologies ensures full compliance by proposing a layered inspection solution:

- VVMS+ provides automated chemical detection and presumptive identification of drug-soaked paper, powders, and concealed narcotics once envelopes and mail

contents are processed.

- To address unopened or packaged mail, Eclipse proposes pairing VVMS+ with the LINEV BV5030 X-ray screening system. This proven, high-resolution imaging technology enables non-destructive prescreening of sealed mail, parcels, and envelopes, ensuring contraband anomalies can be flagged prior to chemical analysis (**Figure 8**).

By combining the VVMS+ and the BV5030, Lake County Jail will gain a comprehensive inspection capability that: detects narcotics hidden within sealed materials, provides presumptive identification once contents are opened, preserves chain of custody and privileged communication compliance, and strengthens overall facility security and staff safety.

This layered approach exceeds the intent of Exhibit A by closing both physical concealment and chemical detection gaps.

The VeroVision Mail Screener+ also has a Detailed View Software Feature. Detailed View images are grayscale images that show how well objects in a mail item correlate with the illicit materials of interest (i.e., Controlled substances, narcotics). Similarly to an x-ray body scanner image, a Detailed View image contains bright areas and dark areas. Correlation is indicated by higher intensity pixels or “brightness” in the image, while anti-correlation is indicated by lower intensity pixels or “darkness.” A trained VVMS operator can learn to distinguish between normal and abnormal mail features even though both normal and abnormal mail items exhibit varying degrees of brightness in the Detailed View image (**Figure 9**).

Additionally, small electronic devices, such as SIM cards, can be caught in the pre-screening stage for privilege mail. Even if something slips through initially, the VeroVision® Mail Screener+ provides a second level of inspection. By thoroughly scanning each page at the final point of delivery, the VVMS+ effectively prevents miniature electronic items hidden in up to ten pages of mail from entering the facility using the Detailed View feature.

H. REFERENCES

- 1) **NYC DOC – Rikers Island facilities (4 systems)**
Address: NYC Department of Corrections Admin. Division
Phone: 718-546-5630
Contact: Assistant Chief of Security Charlton Lemon
- 2) **Orange County Probation, CA**
Address: 331 The City Drive Orange, CA 92868
Phone: 714-935-7405
Contact: Supervising Probation Correctional Officer Marcus Munoz
- 3) **Travis County Correctional Complex, TX**
Address: 3614 Bill Price Rd. Del Valle, TX 78617
Phone: 512-854-4180
Contact: Mailroom Supervisor Luke Thorman

I. CONCLUSION

Despite the Lake County Jail's interest in alternatives that claim to not require the opening of mail or packages, recent developments in New York State underscore the enduring vulnerabilities in mail-based threat detection. In August, eleven correctional officers at Auburn Correctional Facility were hospitalized on separate occasions following exposure to unknown chemical substances, some of which are suspected to have entered via inmate mail. Despite the deployment of THz-based systems in April, the union stated, "chemical exposures in state prisons are on the rise even as contraband seizures have decreased since mail scanning began in April." (<https://www.corrections1.com/officer-safety/11-n-y-corrections-officers-taken-to-hospital-after-substance-exposure>). These incidents vividly demonstrate that, while screening of unopened mail represents a valuable enhancement, it does not fully close the detection and safety gap. The VeroVision Mail Screener+ is specifically engineered to address this critical shortfall. It not only delivers high-resolution imaging and advanced chemical detection with presumptive identification, but also statistic reporting that provides facilities with actionable intelligence. In doing so, it significantly enhances operator confidence, protects personnel from dangerous exposures, and restores assurance in the integrity of the mail inspection process. VeroVision Mail Screener+ from Eclipse Screening Technologies empowers law enforcement and corrections professionals with a proven tool for prevention, interdiction, and intelligence gathering, aligning directly with priorities on synthetic drug control and correctional facility safety.

J. IMAGERY RESULTS FOR REFERENCE:

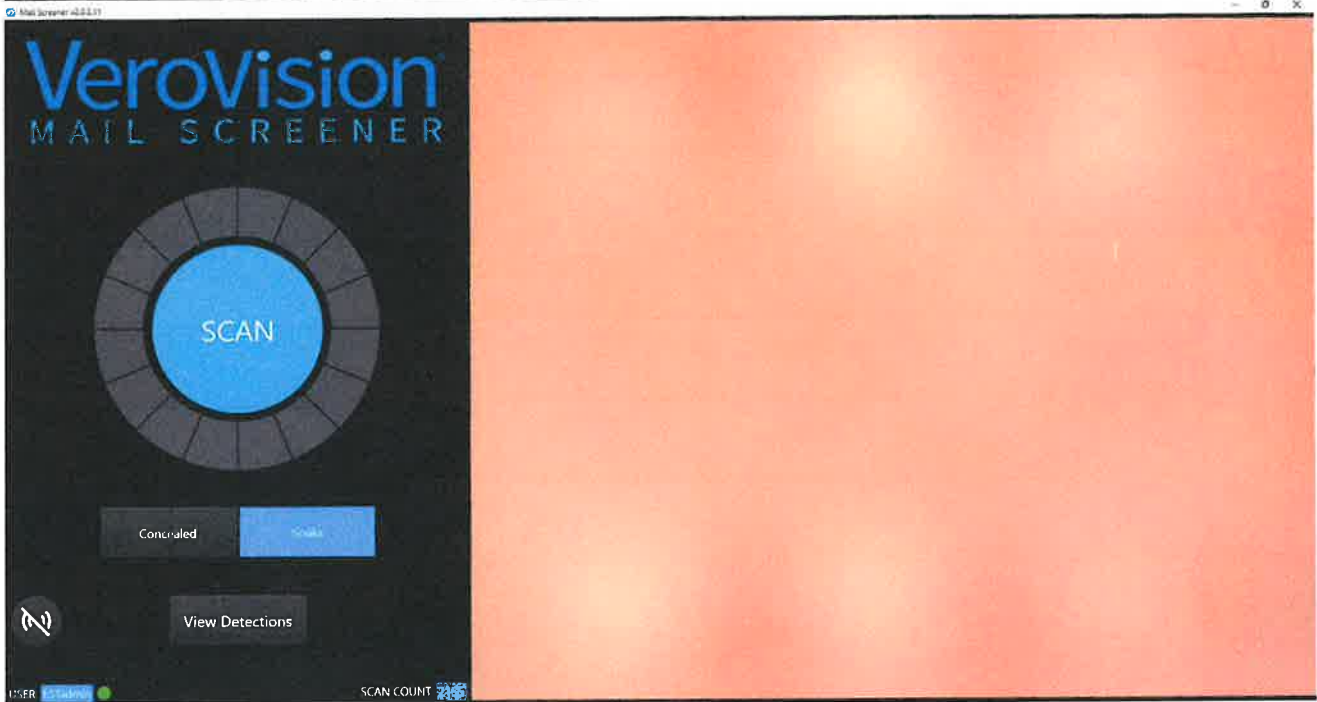


Figure 1. VeroVision Mail Screener+ includes an intuitive user interface that allows operators to efficiently screen pages and envelopes for concealed illicit drug material.

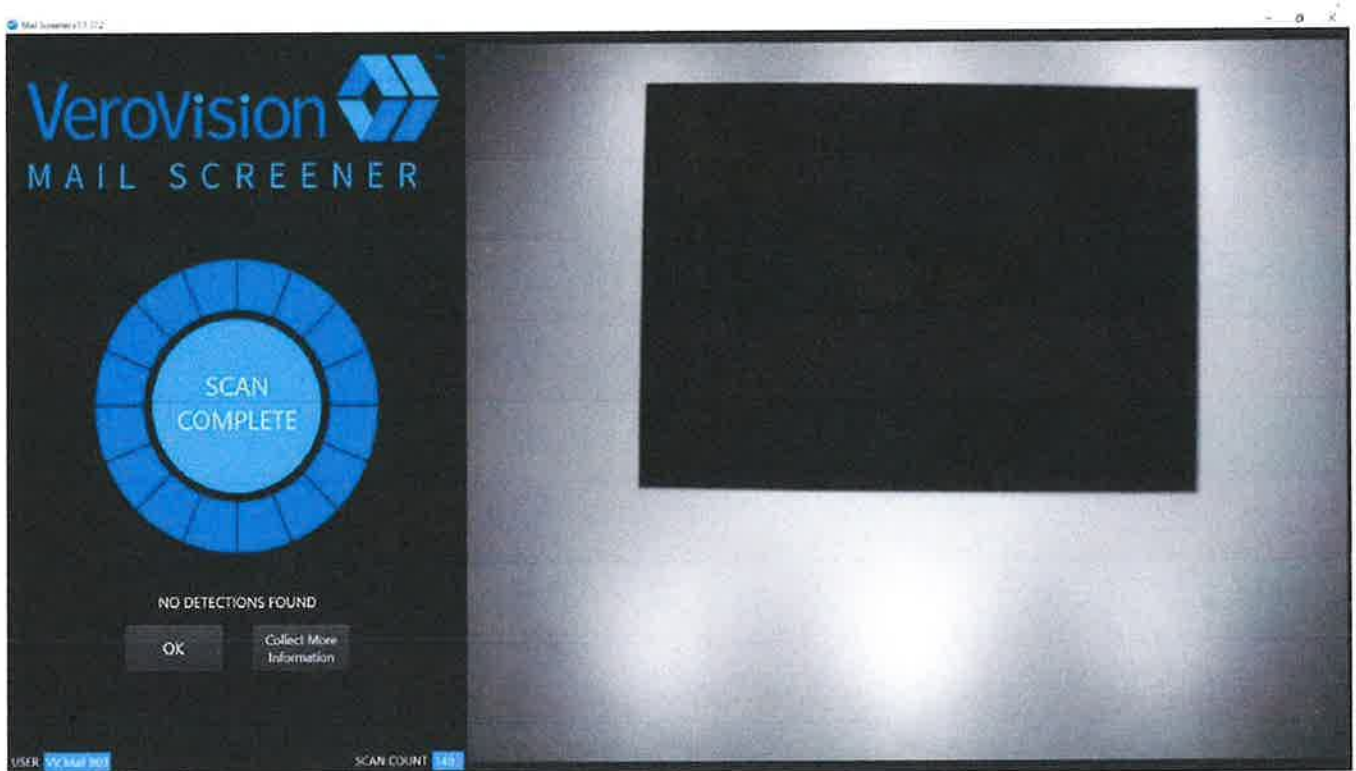


Figure 2: Clean mail is easily confirmed with a NO DETECTIONS FOUND message, ensuring safe delivery to the intended recipient.

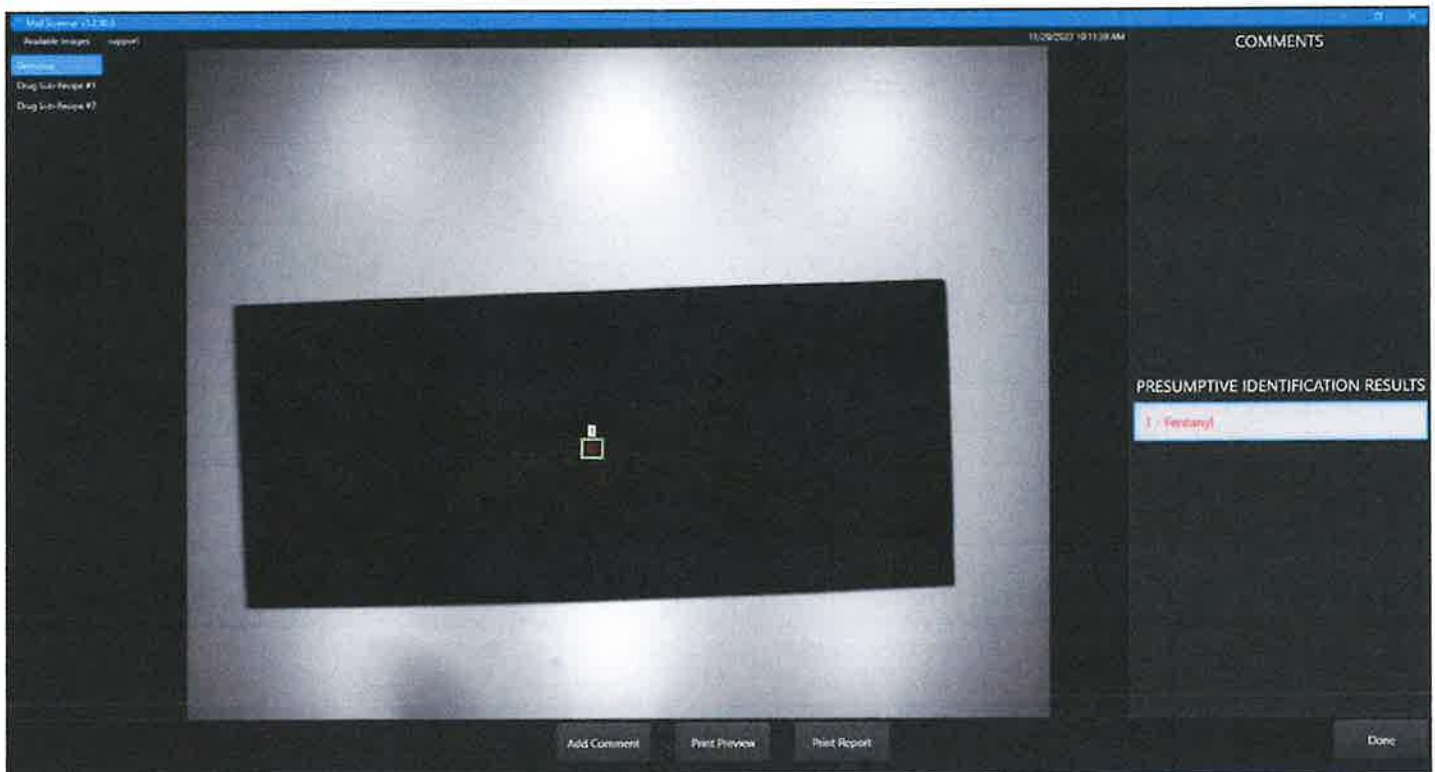
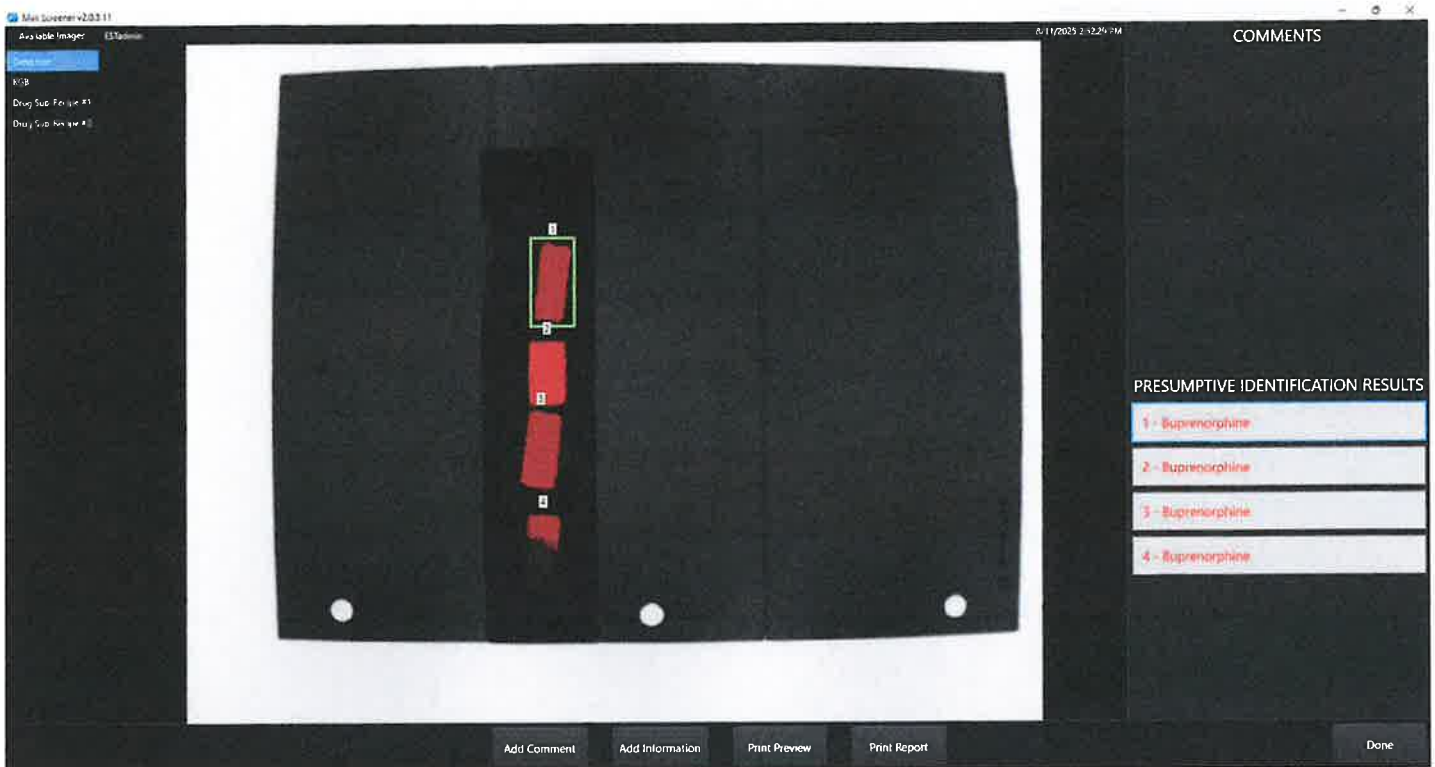


Figure 3: VeroVision Mail Screener + can automatically detect and presumptively identify a variety of solid illicit drug materials including Suboxone® Strips, Fentanyl, and many others.

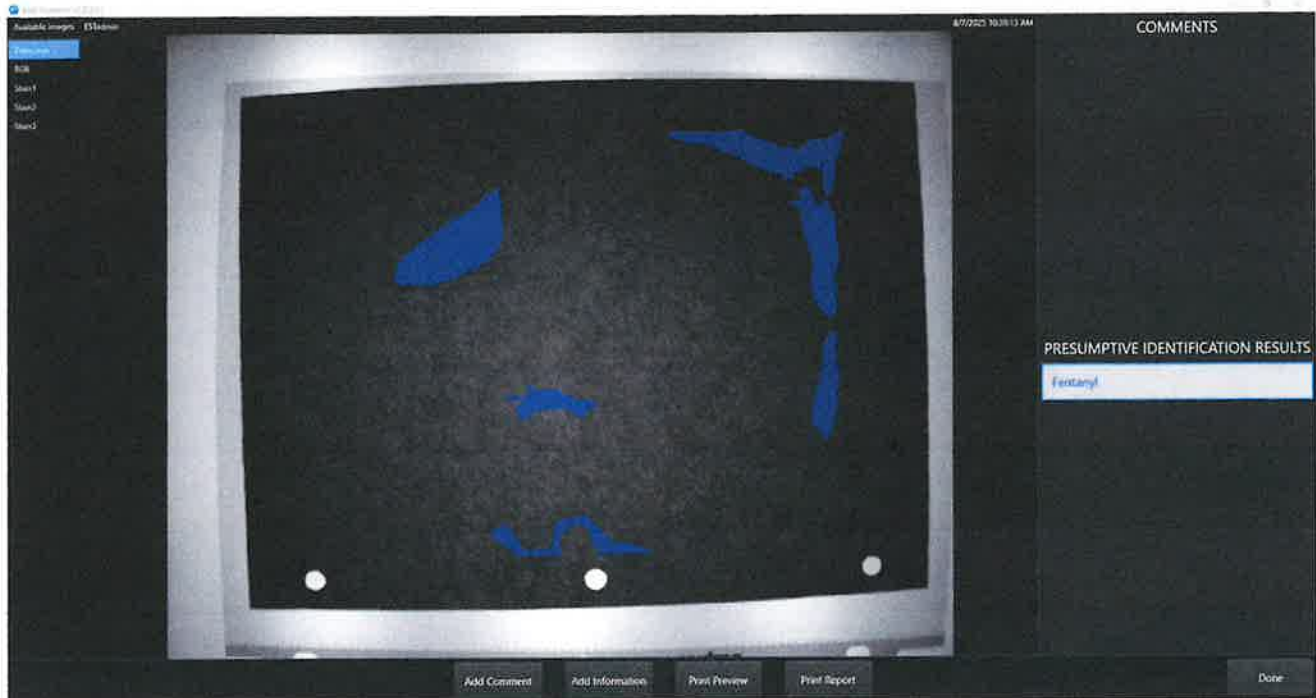


Figure 4: VeroVision Mail Screener + detecting and identifying dangerous Fentanyl-soaked paper based on known chemical signatures as opposed to subjective anomalies.

Sample Imagery



Detections



Presumptive IDs

Insert Sprays

Operator Input Form

Operator Information	
Operator First Name	li
Operator Last Name	li
Inmate Information	
Inmate ID	9999
Inmate First Name	li
Inmate Last Name	li
Inmate Cell Location	A101
Sender Information	
Sender First Name	X
Sender Last Name	li
Sender Address	li
Sender Address 2	li
Sender City, State, ZIP	li
Additional Comments	
li	

VeroVision
MAIL SCREENER

Spectral Library: IDSS_ID_SS_20250616_demo1
Recipe: StainMVP_Mail_20250812
User: ESTAdmin | Date: 8/24/2025 | Time: 11:33:01 AM | v2.0.3.11

VeroVision
MAIL SCREENER

Spectral Library: IDSS_ID_SS_20250616_demo1
Recipe: StainMVP_Mail_20250812
User: ESTAdmin | Date: 8/24/2025 | Time: 11:33:01 AM | v2.0.3.11

Figure 5: Automatically generate detection reports that capture scan results, chemical identification, and user notes to support investigations and strengthen chain of custody.

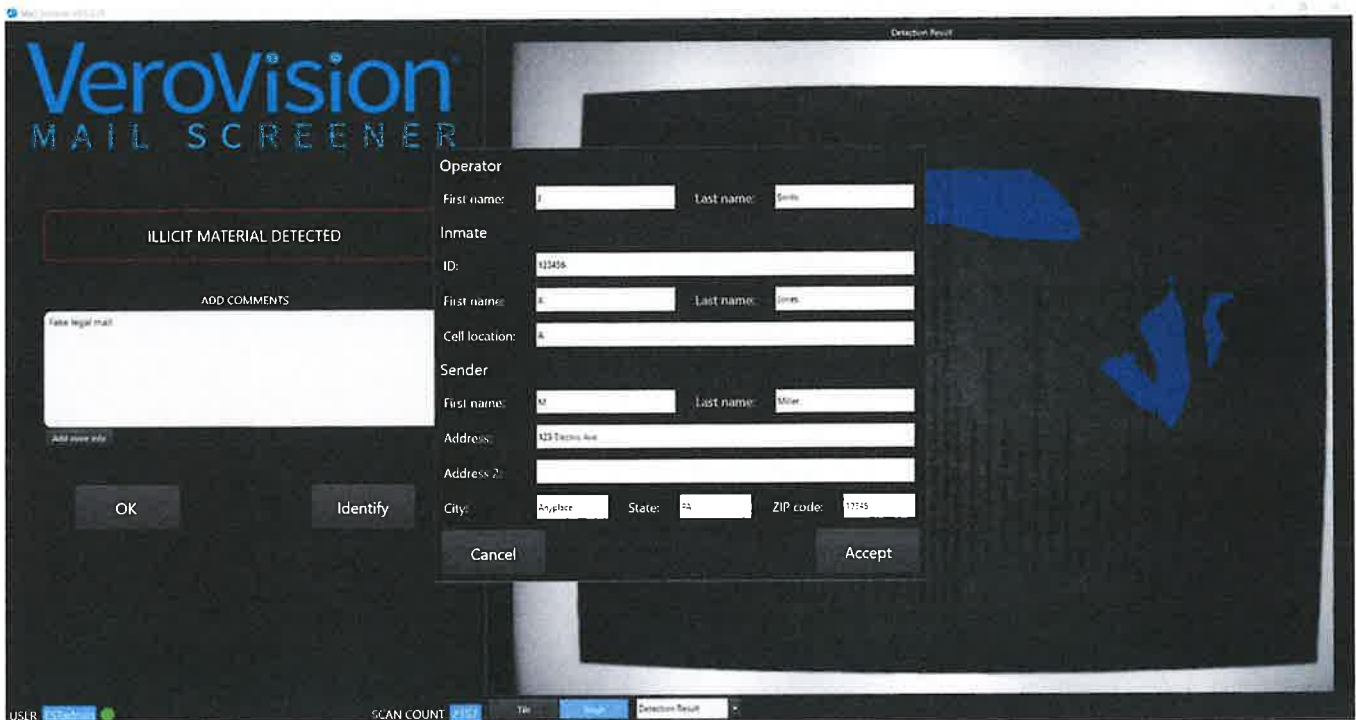


Figure 6: Detections and identifications are seamlessly documented, complete with inmate and sender information, to build intelligence, support investigations, and strengthen facility safety.

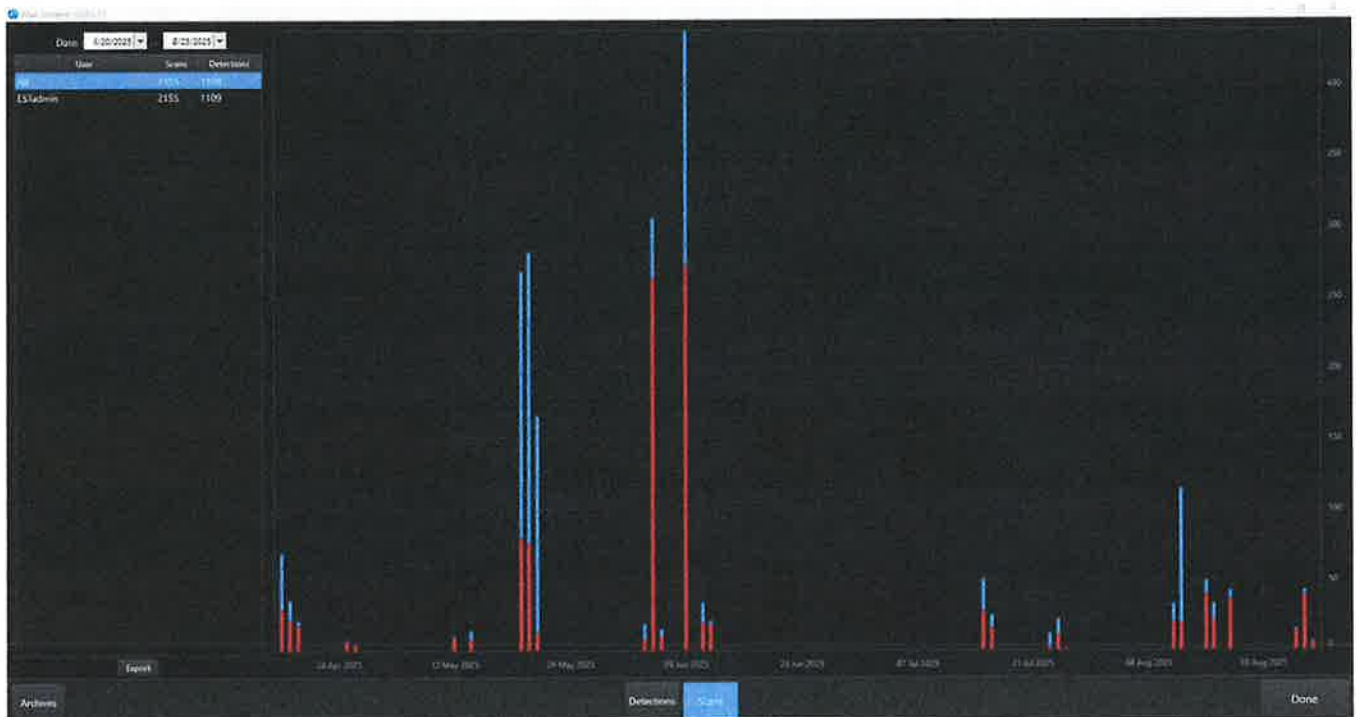


Figure 7: Comprehensive scan statistics report allows tracking trends, highlighting interdiction success, and providing actionable intelligence for facility leadership.



Figure 8: Optional X-Ray system provides visualization of various amounts of powders contained in 170 sheets of paper.

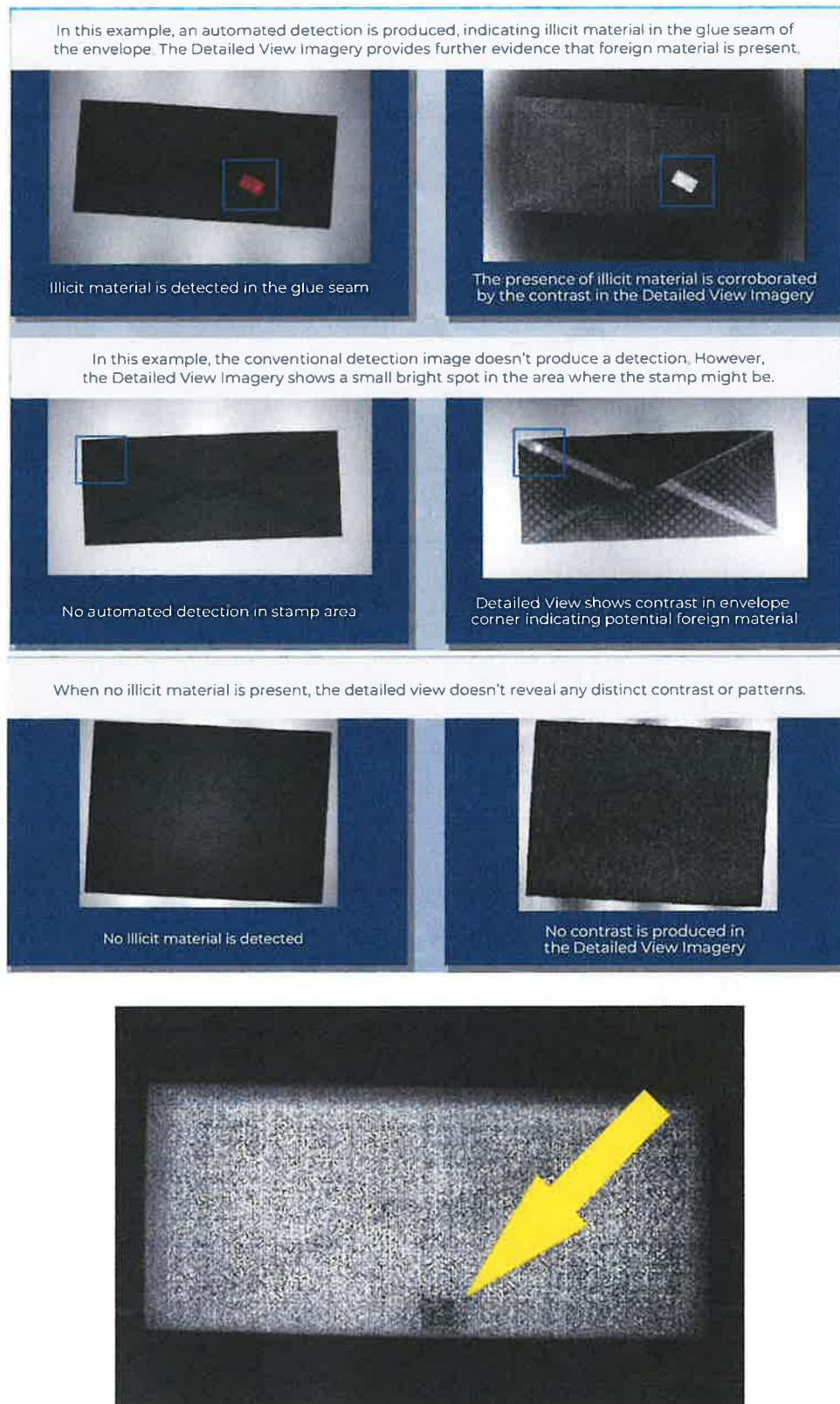


Figure 9: High-resolution Detailed View imagery highlights how closely mail content correlates with controlled substances. It can also reveal structure of non-drug contraband, indicating potential threats for rapid officer review.

APPENDIX A – COMPLIANCE MATRIX

Exhibit A Requirement	Eclipse Screening Technologies Response	Compliant?
Automatic detection of illicit substances	VVMS+ uses hyperspectral imaging and chemical analysis to automatically detect narcotics and drug-soaked paper.	✓
Identify trace amounts of illicit substances through sealed material	VVMS+ detects illicit substances once mail is opened; for unopened/packaged items, we propose an integrated solution with LINEV BV5030 X-ray system.	✓ (with layered solution)
Provide near real-time detections	VVMS+ provides automated detection results within 3–5 seconds per page.	✓
Non-invasive, nondestructive inspection	VVMS+ inspects mail without damaging it; BV5030 provides additional non-destructive prescreening of sealed items.	✓
Generate visual or digital reports	VVMS+ generates time- and date-stamped detection reports, including images, identifications, and operator notes printable as a PDF. Scan statistics reports are available in CSV format.	✓
Integration into facility workflows	Compact tabletop form factor; seamless integration into mailroom or privileged mail workflows; minimal operator training required.	✓
User Training	Live web-based training (2 hrs.), recorded for reference, plus onsite hands-on training during installation.	✓
Service and support	4-year service plan covering preventive maintenance, corrective action, parts, labor, travel, technical support, and software updates.	✓
Privileged mail compliance	VVMS+ can be used at point of delivery with inmate present; maintains privileged communication integrity while allowing chemical screening.	✓
Delivery timeline	VVMS+ delivered within 60 days or sooner; installation and training scheduled immediately after delivery.	✓
References / Experience	Over 121 systems deployed in 26 states, including large DOCs and county facilities (e.g., NYC DOC, Travis County).	✓

APPENDIX B - PRICING

Eclipse

Screening Technologies

100 South Jackson Avenue, Pittsburgh PA 15202 | 412-238-7250

Lake County Sheriff's Office CA: RFP # 261401 Inmate Mail Scanner (VeroVision Mail Screener+ with 4 Year Warranty)

Lake County Sheriff's Office CA

P.O. Box 489, 1220 Martin Street
Lakeport, CA 95453
United States

Lt. Jason Findley

jason.findley@lakecountycalifornia.gov
707-262-4255

Reference: 20250905-103329358

Quote created: September 5, 2025

Quote expires: November 21, 2025

Quote created by: Lisa Wennersten

Director of Sales

lisa@eclipse-st.com

412-303-2432

Comments from Lisa Wennersten

Lt. Findley,

Thank you for your continued interest in our technology. Pricing reflects the significant trade-in discount for your current system towards the purchase of our new VeroVision Mail Screener+ System.

Eclipse Screening Technologies understands the threat of illicit drugs being smuggled into facilities through postal mail. Our customers also benefit from added security and intelligence data the Mail Screener provides.

This solution increases facility security by empowering your staff with technology that will help them identify drugs hidden in the mail. We are committed to continue to develop our technology with our customers to address the latest threats.

We look forward to earning your business.

Products & Services

Item & Description	SKU	Quantity	Unit Price	Total
VeroVision Mail Screener+ System: 2025 (Trade-In) includes a 4 Year Warranty	404-40- 0000_X2	1	\$154,800.00	\$125,000.00
VeroVision Mail Screener Detection System:				after
* SWIR Hyperspectral Unit (SHU) * Mail Screening				\$29,800.00
Lighting Stand for Documents Scanning (Transmittance Modules) *				discount
Workstation Operator Control Unit with 23" Touch Screen				
Display: Ethernet and Sensor Head cables, Operator Manual.				
Software license for the terms of the contract.				
Annual Remote Preventative Maintenance (on- site or remote as applicable)				
Annual software updates, inclusive of recipe en- hancements,				
drug library additions, and enhanced features.				
Complete hardware protection with service, sup- port, material, and labor				
Unlimited technical phone support				
Excludes: light bulbs, cleaning wipes, PV kits (out- side of the 1-year replacement or defect), and spe- cialized algorithm development.				
Presumptive Identification: This software allows the user to presumptively identify what illicit ma- terial is contained in the mail item.				
Sprays and Soaks Detection and Identification: This software allows the user to detect mail items that have been sprayed with or soaked in drug solutions and provide a presumptive identifica- tion result.				
Reporting features: Exportable data, scan results history, data storage.				
Spare lightbulb kit (Includes 6 bulbs)				
Operator Manual				
Quick Reference Guide				
Installation				
Virtual Training and On-site training after installa- tion				

Item & Description	SKU	Quantity	Unit Price	Total
Four Year Warranty				
*Trade-in credit applied for current VeroVision Mail Screener at facility				
VeroVision Mail Screener Installation		1	\$0.00	\$0.00
VeroVision Mail Screener Training: Both Web based and on-site		1	\$0.00	\$0.00
VeroVision Mail Screener Support		1	\$0.00	\$0.00
(Optional) VeroVision Mail Screener+ Detection System Mobile Power Hub Workstation. VeroVision Mail Screener+ Detection System Mobile Power Hub Workstation. Designed specifically for use with the VeroVision Mail Screener. Fully integrated VVMS on a mobile workstation with ergonomic handlebar and locking wheels. 50 Ft. extension cable; integrated UPS with 2-hour standby time and 30- minute operation time. Middle shelf storage space suitable for mail sorters or a printer/scanner. (not included) 17.5" w x 23" d s 12.5"h. Bottom shelf storage space, suitable for a mail bin: 19" w x 23" d x 12.5" h.	\$5,900.00 plus shipping (Shipping cost to be determined upon actual ship date)	1	\$0.00	\$0.00
One-time subtotal				\$125,000.00
				after \$29,800.00 discount
Shipping:				\$1,250.00
Total				\$126,250.00

Purchase terms

If you have any questions, or if you require further information, please do not hesitate to contact the originator of this quotation. A summary of key specifications and performance characteristics of the product are available upon request.

Shipping 60 Days or better ARO

State and local taxes are not included in this quote. If you are tax exempt, please provide a copy of your tax-exempt form at the time of purchase.

Make checks payable to: Eclipse Screening Technologies

info@eclipse-st.com

Federal E.I.N.#: 931361254

The purpose of Eclipse Screening products, software and services are subject to specific terms and conditions.

Questions? Contact me:

Lisa Wennersten

lisa@eclipse-st.com

Eclipse Screening Technologies

100 S. Jackson Ave.

Pittsburgh, PA 15202

www.eclipse-st.com

Signature

Signature

Date

Printed name



100 South Jackson Avenue, Pittsburgh PA 15202 | 412-238-7250

Lake County Sheriff's Office CA: RFP # 261401 Inmate Mail Scanner (VeroVision Mail Screener+ with LINEV BV5030)

Lake County Sheriff's Office CA

P.O. Box 489, 1220 Martin Street
Lakeport, CA 95453
United States

Lt. Jason Findley

jason.findley@lakecountyca.gov
707-262-4255

Reference: 20250910-201603100

Quote created: September 10, 2025

Quote expires: November 21, 2025

Quote created by: Lisa Wennersten

Director of Sales

lisa@eclipse-st.com

412-303-2432

Comments from Lisa Wennersten

Lt. Findley,

Thank you for your continued interest in our technology. Pricing reflects the significant trade-in discount for your current system towards the purchase of our new VeroVision Mail Screener+ System plus the LINEV BV 5030 X-Ray Inspection System.

Eclipse Screening Technologies understands the threat of illicit drugs being smuggled into facilities through postal mail. Our customers also benefit from added security and intelligence data the Mail Screener provides.

This solution increases facility security by empowering your staff with technology that will help them identify drugs hidden in the mail. We are committed to continue to develop our technology with our customers to address the latest threats.

We look forward to earning your business.

Products & Services

Item & Description	SKU	Quantity	Unit Price	Total
VeroVision Mail Screener+ System: 2025 (Trade-In) includes a 4 Year Warranty	404-40- 0000_X2	1	\$154,800.00	\$125,000.00
VeroVision Mail Screener Detection System:				after
* SWIR Hyperspectral Unit (SHU) * Mail				\$29,800.00
Screening Lighting Stand for Documents				discount
Scanning (Transmittance Modules) *				
Workstation Operator Control Unit with 23"				
Touch Screen				
Display: Ethernet and Sensor Head cables,				
Operator Manual.				
Software license for the terms of the contract.				
Annual Remote Preventative Maintenance (on-				
site or remote as applicable)				
Annual software updates, inclusive of recipe en-				
hancements,				
drug library additions, and enhanced features.				
Complete hardware protection with service,				
support, material, and labor				
Unlimited technical phone support				
Excludes: light bulbs, cleaning wipes, PV kits				
(outside of the 1-year replacement or defect),				
and specialized algorithm development.				
Presumptive Identification: This software allows				
the user to presumptively identify what illicit				
material is contained in the mail item.				
Sprays and Soaks Detection and Identification:				
This software allows the user to detect mail				
items that have been sprayed with or soaked in				
drug solutions and provide a presumptive iden-				
tification result.				
Reporting Features: Exportable data, scan re-				
sults history, data storage.				
Spare lightbulb kit (Includes 6 bulbs)				
Operator Manual				
Quick Reference Guide				
Installation				
Virtual and On-site Training				
Four Year Warranty				

Item & Description	SKU	Quantity	Unit Price	Total
*Trade-in credit applied for current VeroVision Mail Screener at facility				
(Optional) VeroVision Mail Screener+ Detection System Mobile Power Hub Workstation VeroVision Mail Screener+ Detection System Mobile Power Hub Workstation. Designed specifically for use with the VeroVision Mail Screener. Fully integrated VVMS on a mobile workstation with ergonomic handlebar and locking wheels. 50 Ft. extension cable; integrated UPS with 2-hour standby time and 30-minute operation time. Middle shelf storage space suitable for mail sorters or a printer/scanner. (not included) 17.5" w x 23" d s 12.5"h. Bottom shelf storage space, suitable for a mail bin: 19" w x 23" d x 12.5" h.	\$5,900.00	1	\$0.00	\$0.00
VeroVision Mail Screener Installation		1	\$0.00	\$0.00
VeroVision Mail Screener+ Detection System Mobile Power Hub Workstation. Designed specifically for use with the VeroVision Mail Screener. Fully integrated VVMS on a mobile workstation with ergonomic handlebar and locking wheels. 50 Ft. extension cable; integrated UPS with 2-hour standby time and 30-minute operation time. Middle shelf storage space suitable for mail sorters or a printer/scanner. (not included) 17.5" w x 23" d s 12.5"h. Bottom shelf storage space, suitable for a mail bin: 19" w x 23" d x 12.5" h.				
VeroVision Mail Screener Training: Both Web based and on-site		1	\$0.00	\$0.00
VeroVision Mail Screener Support		1	\$0.00	\$0.00

Item & Description	SKU	Quantity	Unit Price	Total
LINEV BagVision 5030 Artificial Intelligence software system for auto- mated detection of firearms, knives, ammuni- tion, drugs, explosives, parcels, baggage, bags and hand luggage. Through the use of sophisti- cated algorithms which target density and atomic number, the BV 5030 provides operators with a unique threat detection capability. Dual energy imaging of the system provides an in- dustry best available 7 color palette. This pro- vides operators with accurate data to easily identify dangerous objects inside any parcel. Includes initial 12-month parts and labor warranty	BV5030- 160kV	1	\$26,856.00	\$26,856.00
LINEV - Installation and On-Site Training Installation and On-Site Training	Installation	1	\$2,050.00	\$2,050.00
(Optional) LINEV Bag Vision 5030 Ancillary Equipment .5 Meter Entry Roller Table	\$650.00 Each	2	\$0.00	\$0.00
(Optional) LINEV Bag Vision 5030 Ancillary Equipment A-Eye Automatic AI Driven Threat Detection Software (Yearly License)	\$6,750.00	1	\$0.00	\$0.00
One-time subtotal				\$153,906.00
				after \$29,800.00 discount
Shipping: VeroVision Mail Screener+ System (1 Crate)				\$1,250.00
Shipping: LINEV BV5030 (1 Crate)				\$1,000.00
Total				\$156,156.00

Purchase terms

If you have any questions, or if you require further information, please do not hesitate to contact the originator of this quotation. A summary of key specifications and performance characteristics of the product are available upon request.

Shipping 60 Days or better ARO

State and local taxes are not included in this quote. If you are tax exempt, please provide a copy of your tax-exempt form at the time of purchase.

Make checks payable to: Eclipse Screening Technologies

info@eclipse-st.com

Federal E.I.N.#: 931361254

The purpose of Eclipse Screening products, software and services are subject to specific terms and conditions.

Questions? Contact me:

Lisa Wennersten

lisa@eclipse-st.com

Eclipse Screening Technologies

100 S. Jackson Ave.

Pittsburgh, PA 15202

www.eclipse-st.com

Signature

Signature

Date

Printed name

From: Pigeonly Inc.
Client: Lake County CA

INMATE MAIL SCANNER
RFP #261401

BIDDER PROPOSAL



Proposed by:
Pigeonly Inc.
Keith Bowdle
President Government Sales
2215 Renaissance Dr Suite B
Las Vegas, NV 89119
800-323-9895

Proposed to:
Lake County Sheriff's Office
P.O. Box 489
1220 Martin Street
Lakeport, CA 954

To: Lake County Sheriff's Office

A. COVER LETTER

RE: RFP #261401

To Lt Jason Finley and Lake County Evaluation Team,

Thank you for the opportunity to submit our response to **RFP #261401 for Inmate Mail Scanner**. We appreciate your consideration and would like to provide a brief overview of what sets **Pigeonly Corrections' Mail Scanning Service** apart from other providers.

Unlike traditional digital-only solutions (tablets/kiosk) or Physical Mail Scanners, **Pigeonly Corrections** deliver **100% contraband-free physical mail**, ensuring that incarcerated individuals still receive a **personal, tactile experience**—a critical factor in maintaining morale and reducing recidivism. This approach also eliminates the need for your staff to handle potentially contraband-laced mail, significantly improving operational safety and efficiency.

 **Proven Impact:** The New Jersey Department of Corrections recently reported a **50% reduction in inmate overdoses** after implementing Pigeonly's mail scanning program, reinforcing the direct role our solution plays in reducing contraband.

 **Proven Impact:** The Delaware Department of Corrections reduced overall contraband incidents by **67%** after implementing Pigeonly's mail scanning program, once again reinforcing how our solutions can reduce contraband.

Innovative Technology and Industry-Leading Security

We've made significant technological advancements to enhance security and streamline operations, including the coming release of our groundbreaking **SmartScreen AI**:

SmartScreen AI – The First AI-Powered “Physical Mail” Screening System

We are developing and finalizing **SmartScreen AI**, a cutting-edge artificial intelligence solution designed to automate mail screening, reducing the need for manual review while providing real-time intelligence to support law enforcement efforts.

- **Trained on real-world inmate mail** to detect patterns linked to criminal coordination, gang activity, financial fraud, and contraband threats with unmatched precision.
- Functions as a **proactive intelligence system**, not just a mail processing tool—helping agencies track and prevent illicit activity before it escalates.
- **Automates contraband detection and threat analysis**, significantly reducing administrative workload and enhancing overall facility security.

Additional Pigeonly Innovations Beyond SmartScreen AI

-  **Patented Legal Mail Solution** – Ensures the highest level of compliance, security, and confidentiality in legal mail processing, setting a new industry standard.
-  **Pigeonly Mail Solution with SmartScreen AI** a fully secure, 100% contraband-free mail platform that preserves the personal connection of physical letters while protecting your facility from security risks. That includes letters, greeting cards and postcards printed on card stock to maintain the look and feel of real mail. Additionally, 4"x6" photos printed on glossy paper.
-  **Forever Free Program** – Allows families and friends to send **one letter or postcard per month at no cost**, removing financial barriers and fostering stronger inmate-family connections.

Proven Track Record of Success

Pigeonly Corrections is proud to provide mail scanning services to **four state Departments of Corrections** across the U.S., as well as numerous **county correctional facilities, eight alone** in the State of California. Our solutions have consistently delivered measurable improvements in security, operational efficiency, and inmate engagement.

Your Trusted Partner in Secure Mail Processing

We are confident that **Pigeonly Corrections** can deliver a best-in-class mail scanning solution tailored to the unique needs of the **Lake County Sheriff's Office**. We welcome the opportunity to partner with you in eliminating contraband from all incoming inmate mail while preserving the human connection that physical mail provides.

Thank you for your time and consideration. Please feel free to reach out with any questions or to schedule any follow-up discussions.

Best regards,



Keith Bowdle
President Government Sales
Pigeonly Corrections
keith@pigeonlycorrections.com
971-241-0117

B. COMPANY PROFILE

Pigeonly Corrections was founded to address the critical need for safe, efficient, and meaningful inmate communication solutions. Over the past decade, Pigeonly has built trusted relationships with correctional agencies across the United States, delivering services that improve security, reduce costs, and preserve human connection.

Executive Summary:

- Headquartered in Las Vegas, NV with nationwide operations.
- Installed and operational in multiple California counties including Marin, Solano, Sonoma, Kings, Fresno, and Madera.
- Proven results: New Jersey DOC adopted a statewide mail processing program modeled on ours, resulting in a 50% reduction in overdoses and zero contraband via U.S. Mail.
- Patented Legal Mail Program provided at no Cost to Legal/Privileged Mail Senders. Our services have been in use for three years, protecting attorney–client privilege.
- Forever Free family program: one letter and one postcard per month provided at no cost to families.
- Optional \$5.00 monthly fee for unlimited Pigeonly Mail – Letters, Post Cards, Greeting Cards and 4”x6” Color Photos.
- No Additional Cost for Families or Friends to send mail via USPS

C. PROJECT UNDERSTANDING AND APPROACH

Lake County Jail, with a rated capacity of 297 inmates, faces daily risks from contraband entering through inmate mail. We understand the County’s priority is to eliminate the mail system as a conduit for narcotics while maintaining operational efficiency and human connection. Our approach provides:

- 100% contraband-free tangible mail delivered via USPS Priority Mail.
- Daily processing (6 days per week) with a 24-hour turnaround.
- Secure handling protocols to ensure no staff member or incarcerated person encounters contaminated mail.
- A patented Legal Mail program ensuring verifiable and confidential delivery of privileged attorney-client correspondence.
- Investigative tools including metadata capture, keyword search, watchlists, digital archives, and communication trend reporting.

D. SCOPE OF WORK

EXHIBIT A – SCOPE OF WORK

Pigeonly Corrections – Inmate Mail Processing & Screening Services

1. Introduction

The County is seeking proposals from qualified vendors to provide, implement, and support an advanced inmate mail processing solution. Pigeonly Corrections offers a comprehensive **Inmate Mail Processing and Screening Service** that enhances institutional safety by preventing contraband from entering facilities. The system supports the processing of letters and envelopes (sizes 3"x5" up to 11"x17"), delivering contraband-free physical mail to inmates while providing digitized copies for staff review. Mail is processed **Monday through Saturday**, ensuring timely delivery and compliance with California Title 15 requirements.

Pigeonly's services also include a **Patented Legal Mail Process**, ensuring secure, verifiable, and privileged communication between inmates and authorized legal correspondents, protecting attorney-client privilege and other confidential communications. This Legal Mail Process has been successfully in use for **over 3 years at Contra Costa County**, demonstrating a proven and compliant solution.

2. Objectives

Pigeonly Corrections' services are designed to achieve the following objectives:

- **Prevent contraband** from entering via inmate mail.
 - **Reduce staff workload** by automating mail screening and distribution processes.
 - **Maintain privacy** of inmate correspondence while ensuring institutional security.
 - **Enable processing of envelopes** in a range of sizes from 3"x5" up to 11"x17".
 - **Provide authorized staff with analytic and investigative tools** via a secure online portal.
 - **Ensure compliance** with California Title 15 mail delivery requirements through regular Monday–Saturday processing.
 - **Provide secure Legal Mail handling** through our patented process, ensuring privileged communications remain confidential and traceable.
-

3. System Requirements

3.1 General Capabilities

Pigeonly Corrections delivers the following:

- Off-site **inspection and screening** of all incoming letters and envelopes without opening them.
- Supports envelope sizes **3"x 5" up to 11"x 17"**.

- Tangible mail delivery to inmates (letters, postcards, greeting cards, and photos) via USPS for facility distribution.
- **Patented Legal Mail Process**, in use for **over 3 years at Contra Costa County**, to verify sender authenticity and protect privileged communication.
- Mail processed **Monday through Saturday** to maintain compliance with Title 15 requirements.
- Limited **Free Service** for Families and Friends to create and send mail at no cost.

3.2 Processing Technology

- Proprietary off-site inspection process ensures **all mail delivered to facilities is contraband-free**.
- Authorized staff receive alerts and digital copies of mail items for review prior to inmate delivery.

3.3 Performance Specifications

- Mail is processed **within 24 hours of receipt** at Pigeonly's fulfillment center.
- **Patented Legal Mail Process** ensures attorney-client and privileged communications remain secure, verifiable, and traceable.
- Reports generated include:
 - Mail type and sender/recipient
 - Status (approved, rejected, or flagged for review)
 - Date/time of processing
 - Physical mail routing information

3.4 Reporting

- Secure, exportable reports for investigative and administrative purposes.
- Facility staff can **configure and run reports at any time**.
- Ability to filter reports by:
 - Date range
 - Mail type (letters, postcards, greeting cards)
 - Mail status (approved, rejected, pending)
 - Facility location

4. Installation and Training

- Pigeonly provides all necessary equipment, including USB barcode scanners, for facility mailrooms. Facility IT staff can install scanners with guidance from Pigeonly.
 - **Onboarding and Training:**
 - 1–2 hour orientation covering dashboard navigation, mail approval/rejection workflow, investigative tools, and handling of Legal Mail.
 - Training formats include how-to videos and live sessions led by Account and Product Managers.
 - All training is provided at no cost.
-

5. Maintenance and Support

- **Telephone support:** 6:00 A.M. – 6:00 P.M. PT, Monday–Saturday (after-hours calls routed via call tree, return within 1–2 hours).
 - **Email support:** monitored 24/7/365 (emails outside normal business hours forwarded to staff for next-day response).
 - **Online support portal:** accessible through the dashboard at any time.
 - Account Manager serves as the primary point of contact, managing day-to-day operations, monthly check-ins, and escalation of technical issues.
 - Pigeonly provides **replacement of any faulty barcode scanners** during the contract term.
 - Regular software updates, feature improvements, and system enhancements are included at no extra cost.
-

6. Warranty and Post-Implementation Support

- Ongoing support for the life of the contract, including software updates and system improvements.
- Warranty for all supplied equipment (USB scanners) for life of contract. Pigeonly assuming replacement costs for defective devices.
- Post-contract maintenance and support options available upon request.

E. PRICING

Flat Fee Annual Pricing: **\$30,000 per year all inclusive.**

Includes:

- Software and mail processing platform for Regular USPS Mail, Pigeonly Mail and Legal Mail Services
- Secure processing and USPS Priority Mail delivery.
- Investigative tools and analytics.
- Staff training and technical support.
- Maintenance and updates.
- Barcode scanners.

Preferred Contract Type: Annual fixed-fee agreement with option for renewal.

Compensation Schedule: Billed annually.

F. DISTINGUISHING FEATURES

- **Tangible/Tactile Mail:** Only provider delivering physical mail to inmates while guaranteeing contraband elimination.
- **Patented Legal Mail Program:** Unique in the industry, preserving attorney–client privilege while ensuring security.
- **Proven Success:** Modeled by New Jersey DOC with measurable outcomes (50% overdose reduction, zero contraband).
- **Investigative Features:** Comprehensive intelligence tools for proactive monitoring and investigations.
- **Family-Friendly Program:** Forever Free option supports family connection at no cost.
- **Patented Legal Mail Program:** Unique in the industry, preserving attorney–client privilege while ensuring security.

Pigeonly distinguishes itself in the corrections-mail arena with a patented legal-and-privileged-mail workflow. Attorneys verify the label inside a web dashboard protected by multi-factor authentication; when the parcel reaches the facility, staff scan the code to confirm it came from a pre-registered, verified sender, creating a complete chain of custody without ever exposing the contents. This approach gives facilities a way to track the parcel back to the sender.

All Pigeonly’s screening, printing and fulfillment occurs off-site in its own negative-airflow processing center, so agencies never need to buy scanners, printers or shredders. Implementation is little more than plugging a handheld QR scanner into an internet-connected PC, which lets most facilities go live within 30 days and with virtually no IT burden.

For non-legal mail, Pigeonly layers in Smart Screen, an AI engine that evaluates text, emojis and images, then scores each piece across six threat categories such as obscenity, identity attack and toxicity. The model learns local approval patterns over time, so mail-room staff can optionally see only high-risk items instead of every page, dramatically reducing review hours while tightening security.

The company also operates a consumer portal, Pigeonly Mail, that lets friends and family create letters, photos, greeting cards and articles from any phone, tablet or computer. A Forever Free tier that currently offers one letter and one postcard per month, encouraging a shift from traditional USPS to digitally originated pieces that arrive pre-screened and printed on high-quality cardstock or photo paper— materials competitors do not provide.

Whether mail starts online or in a mailbox, every parcel carries a unique QR code that ties it to sender, inmate and facility. The web dashboard shows real-time status, watch-lists, audit logs, bulk rejection letter generation and a five-year searchable archive, so mail is never lost and investigators always have the data they need.

Behind the scenes, Pigeonly's Las Vegas facility can process more than a million parcels a year. Negative-airflow inspection rooms, Personal Protective Equipment (PPE) protocols and built-in redundancy keep contraband and biohazards away from Pigeonly's staff while ensuring uninterrupted service.

Pricing is a predictable flat rate, and for our patented legal mail process, attorneys are never charged. Because the model is SaaS, agencies avoid the ongoing maintenance costs that come with physical scanners.

Onboarding is equally frictionless: train-the-trainer sessions, videos and assistance for facilities to produce turnkey marketing materials for inmates and families. Support tickets are triaged in less than eight hours for high-priority issues.

The result is a preventive security posture that authenticates senders before contraband can enter, protects constitutional privilege, provides rich operational analytics, all advantages no other vendor currently matches.

G. DEVIATIONS

Pigeonly Corrections does not support larger items such as books and larger parcels. These typically come directly from the publisher or Vendor. However, our solution fully complies with the outlined objectives, system requirements, reporting, training, and support standards with this one deviation/exception.

H. REFERENCES

Company name: Contra Costa County
Address: 1850 Muir Road, Martinez, CA 94553
Contact person: Scott Wooden
Email address: swood@so.cccounty.us
Telephone: (925) 335-4644

Project: Provide mail processing services for incarcerated persons and the general public corresponding with them, to facilitate the secure and efficient handling of both physical mail and digital mail including Legal Mail

Dates worked performed: 11/2022 - Present

Summary of scope of services: Pigeonly Corrections was selected to provide mail scanning services including Legal/Privileged Mail

Company name: Kings County
Address: 1570 Kings County Drive, Hanford, CA 93230
Contact person: Daisy Rodriguez
Email address: Daisy.Rodriguez@co.kings.com
Telephone: (559) 852-4124

Project: Provide mail processing services for incarcerated persons and the general public corresponding with them, to facilitate the secure and efficient handling of both physical mail and digital mail.

Dates worked performed: 3/2024 - Present

Summary of scope of services: We provide comprehensive, off-site mail-processing solutions for correctional facilities, including digitization, AI-powered contraband screening, secure handling of privileged correspondence, and rapid notification of contraband detection.

Company Name: Delaware Department of Corrections

Address: 245 McKee Road, Dover, DE 19904

Contact person: Craig Fetzer

Email address: Craig.Fetzer@delaware.gov

Telephone: (302) 857-5365

Project: Provide mail processing services for incarcerated persons and the general public corresponding with them, to facilitate the secure and efficient handling of both physical mail and digital mail.

Dates worked performed: 4/2022 - Present

Summary of scope of services: Pigeonly was selected to operate a 1-year pilot project at the Delaware DOC in Q3 2021. A subsequent Multi-Year RFP Award was made in December 2023

Company name: County of Solano, CA

Address: 530 Union Avenue, Suite 100 Fairfield, CA 94533

Contact person: Lt Collins

Email address: cacollins@solanocounty.com

Telephone: (707) 784-7438

Project: Incoming Inmate Mail Scanning

Dates worked performed: 10/2023 - Present

Summary of scope of Services: Provide mail processing services for incarcerated persons and the general public corresponding with them, to facilitate the secure and efficient handling of both physical mail and digital mail.

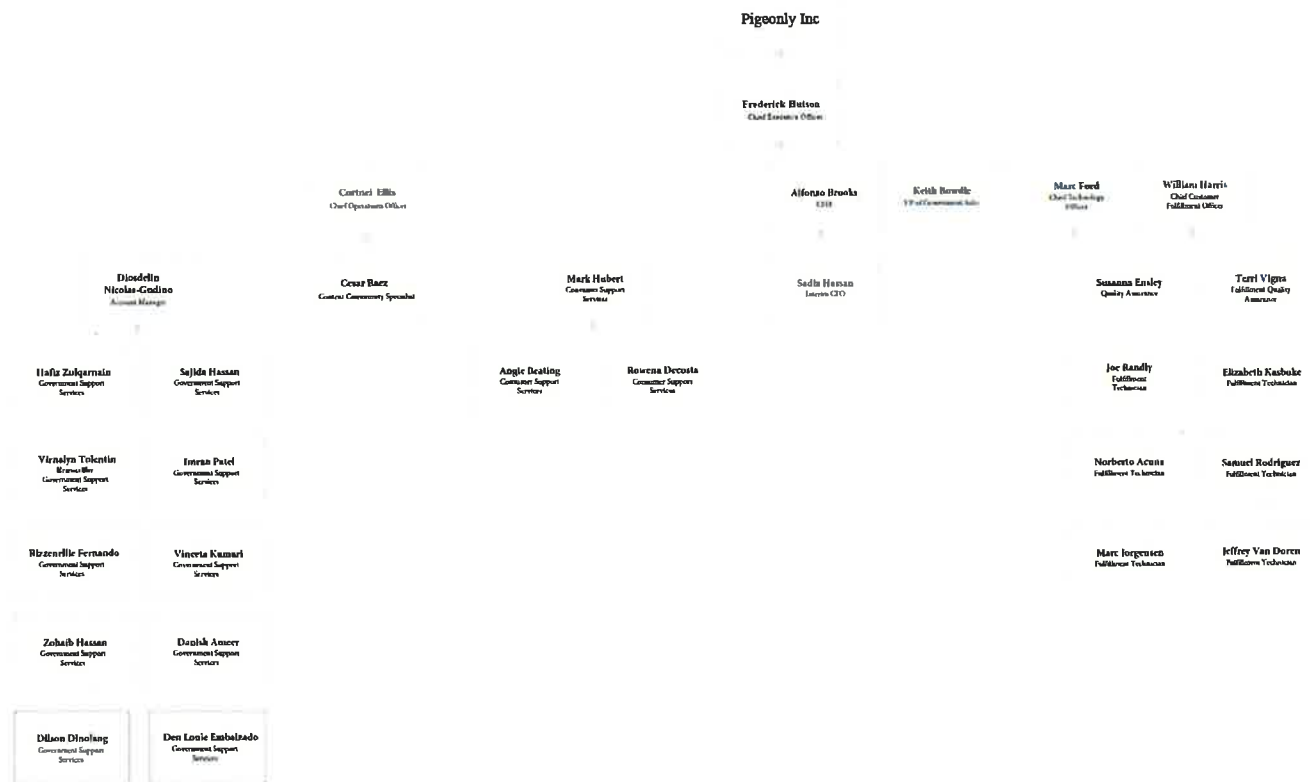
Additional California References available upon request.

1. Fresno Co (Just went Live September 15th, 2025)
2. Tulare Co
3. Marin Co
4. Sonoma Co
5. Nevada Co (Going Live Oct 1st, 2025)

PENDING LITIGATION

Currently Pigeonly has two Pending “Frivolous” Lawsuits. One out of the State of New Jersey and another one in the State of Iowa. Pigeonly was named as a defendant along with the DOC’s and GTL. These pending lawsuits will have no impact on our operations to full fill our obligations to clients.

ORGANIZATIONAL CHART



ESTIMATED DELIVERY/TIMELINE

Pigeonly will comply with Lake County timelines. However, our services typically can be fully functional within 30 days of Contract Signing.

PIGEONLY'S CORRECTIONS TEAM

Position Title:

President of Government Sales, Keith Bowdle

Responsibilities:

Serves as the primary liaison between Lake County POCs and Pigeonly.

Qualifications/Experience:

Keith Bowdle brings over 30 years of experience in the correctional industry. He served as a Jail Commander for more than 11 years and led transition teams for three jail projects, with involvement in three additional

transitions across Oregon. After his work as a correctional facilitator, Keith spent over a decade in jail management software—specializing in sales, installation, report writing, and training. At TouchPay Holdings, he held roles in Sales and Installation for three years and served as Regional Sales Director for five years.

He later joined Global Tel Link as an Account Executive and Payment Services Specialist and now serves as the President of Government Sales at Pigeonly Corrections.

Position Title:

Account Manager, Cortnei Ellis

Responsibilities:

Manages the implementation, onboarding, and ongoing maintenance of Pigeonly services.

Qualifications/Experience:

Cortnei Ellis brings 16 years of experience leading and managing customer service departments for multinational companies, including UPS. She is known for delivering high-quality service on time and within budget. A self-motivated and reliable professional, Cortnei is also disciplined, trustworthy, and ethical—bringing strong communication and problem-solving skills to every project.

Position Title:

Head of Engineering, Marc Ford

Responsibilities:

Manages the Pigeonly Corrections Digital Mail Service software application and oversees the engineering team.

Qualifications/Experience:

With a decade of engineering experience, Marc Ford specializes in the development and maintenance of digital mail service software applications. Under his leadership, his team has successfully implemented mail scanning solutions that significantly enhance contraband detection capabilities, as demonstrated in projects with the State of New Jersey Department of Corrections and all Pigeonly Clients across the US.

Position Title:

Head of Finance, Alfonzo Brooks

Responsibilities: Create and submit reporting as needed.

Qualifications/Experience:

Alfonzo Brooks has nine years of financial experience, with a keen focus on managing the fiscal aspects of correctional technology projects. His role in ensuring budget adherence and financial oversight has been instrumental in the success of numerous projects, maintaining fiscal health and transparency.

Additional Information

Each member of the Pigeonly Corrections team brings a wealth of experience and dedication to the table, underscored by their successful deployment of mail scanning services in correctional facilities across the United States. Their combined expertise in correctional protocols, project management, engineering innovation, and financial stewardship positions Pigeonly Corrections as an ideal partner for the Lake County Sheriff's Office.

This team is committed to delivering unparalleled service, ensuring the project's objectives are met with the highest standards of efficiency, security, and compliance. At Pigeonly, our strength lies in the diversity of our dedicated and highly trained staff, collectively amassing decades of invaluable experience within the Corrections Space. This pillar of our organization is pivotal in shaping our commitment to excellence that distinguishes our demonstrated ability and staffing practices.

Pigeonly's team is not merely staff; they are experts meticulously cultivated to excel in the intricacies of the Corrections Space. Their commitment goes beyond the ordinary, driven by a passion for ensuring operational efficiency and customer satisfaction. The collective wisdom of our team spans decades, representing a reservoir of knowledge that is unrivaled in the industry. This extensive experience is a testament to our team's commitment to excellence.

CONCLUSION

Pigeonly Corrections appreciates the opportunity to present this proposal to Lake County Jail and is fully committed to delivering a secure, efficient, and family-centered inmate mail solution. We recognize the dual challenges the County faces: the growing threat of narcotics and contraband entering through the mail stream, and the need to preserve meaningful communication between incarcerated individuals and their loved ones.

Our proposal directly addresses these challenges through a comprehensive service model that:

- **Eliminates contraband** by processing all inmate mail offsite in a controlled facility.
- **Reduces staff workload** by removing the time-intensive responsibility of mail inspection from correctional officers.
- **Preserves access to tangible mail**, ensuring incarcerated individuals receive real letters, photos, and greeting cards rather than limited digital scans.
- **Protects attorney–client privilege** through our patented legal mail process, in successful use for over three years in Contra Costa County.
- **Equips staff with investigative tools** such as keyword search, watchlists, and metadata reporting to support ongoing security operations.
- **Supports family engagement** through our Forever Free program, which guarantees every incarcerated individual at least one free letter and postcard each month.

With a flat annual fee, proven operational success in facilities nationwide, and a West Coast operations hub capable of rapid USPS Priority Mail turnaround, Pigeonly Corrections is uniquely positioned to help Lake County achieve its objectives under RFP #261401.

We are confident that our experience, technology, and commitment to correctional partners will result in measurable improvements in safety, efficiency, and compliance for Lake County Jail. We respectfully request

your consideration and look forward to the opportunity to work alongside Lake County in implementing this vital service.

Respectfully,
Keith Bowdle
President, Government Sales
Pigeonly Corrections
keith@pigeonlycorrections.com
971-241-0117

From: [Tom Keller](#)
To: [Jason Findley](#)
Subject: [EXTERNAL] RE: Request for Quote
Date: Wednesday, October 1, 2025 15:54:11
Attachments: [MX908 Corrections Testimonial.pdf](#)
[MX908 Law Enforcement Testimonial.pdf](#)

Hello Jason,

Unfortunately, this will be a “no bid” for 908 Devices since we will not meet your specs as written.

Please consider the MX908 if / when Lake County Sheriffs Office decides to investigate a TRACE Narcotics ID solution.

I would be happy to schedule some time to stop by and provide a demo for your team. Just give me a call at your convenience to discuss.

Thanks again and be safe.



TOM KELLER

Sales Manager, Field Forensics
tkeller@908devices.com

T: 857-529-6831

M: 480-532-6171

[908devices.com](#) | [Blog](#) | [Twitter](#) | [LinkedIn](#) | [Facebook](#)

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From: Jason Findley <Jason.Findley@lakecountyca.gov>
Sent: Tuesday, September 2, 2025 10:53 AM
To: Tom Keller <TKeller@908devices.com>
Subject: RE: Request for Quote

[CAUTION: external sender]

Good morning,

I was out of the office last week. I have attached a copy of the RFP.

Lt. Jason Findley
Lake County Sheriff's Office - Custody
4913 Helbush
Lakeport, CA 95453
Office: 707-262-4255
jason.findley@lakecountyca.gov

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From: Tom Keller <TKeller@908devices.com>
Sent: Tuesday, August 26, 2025 4:08 PM
To: Jason Findley <Jason.Findley@lakecountyca.gov>
Subject: [EXTERNAL] Request for Quote

Hello Jason,

Thank you for reaching out and for your interest in a quote for the MX908.

Can you let me know if you already have specifications determined for a TRACE drug identification solution or if there is still a chance to schedule a demo of the MX908 for your team?

[MX908_SpecSheet_Drug_2022.pdf](#)

[MX_WhitePaper_Bulk-vs.-Trace.pdf](#)

[MX908 Law Enforcement Testimonial.pdf](#)

Thanks very much,



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From: [Jason Findley](#)
To: [Christine McCarty](#)
Subject: RFP
Date: Thursday, August 21, 2025 15:01:00
Attachments: [Mail Scanner RFP.pdf](#)

Good afternoon,

We are going out to bid on a mail scanner to screen incoming mail for contraband. I see that your company carries a handheld drug detector. I'm not sure if it would work for our application but I have attached an RFP in case it would.

Jason,

Lt. Jason Findley
Lake County Sheriff's Office - Custody
4913 Helbush
Lakeport, CA 95453
Office: 707-262-4255
jason.findley@lakecountyca.gov

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