



OFFICE OF STATE COURTS ADMINISTRATOR
P.O. Box 104480
2112 Industrial Drive
Jefferson City, MO 65110-4480

RFP NO. OSCA 11-029-00
TITLE: Drug/Alcohol Testing
Equipment & Services
ISSUE DATE: January 6, 2011

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E-MAIL: osca.contracts@courts.mo.gov

RETURN PROPOSAL NO LATER THAN: February 10, 2011 AT 5:00 PM

MAILING INSTRUCTIONS: Print or type **RFP Number** and **Return Due Date** on the lower left hand corner of the envelope or package.

RETURN PROPOSAL TO:

(U.S. Mail)
 Office of State Courts Administrator
 Contracts Unit
 PO Box 104480
 Jefferson City Mo 65110 - 4480

or

(Courier Service)
 Office of State Courts Administrator
 Contracts Unit
 2112 Industrial Dr
 Jefferson City Mo 65109

CONTRACT PERIOD: JULY 1, 2011 THROUGH JUNE 30, 2012

DELIVER SUPPLIES/SERVICES FOB DESTINATION TO THE FOLLOWING ADDRESS:

MISSOURI TREATMENT COURTS THROUGHOUT THE STATE OF MISSOURI

The vendor hereby declares understanding, agreement and certification of compliance to provide the items and/or services, at the prices quoted, in accordance with all requirements and specifications contained herein and the Terms and Conditions Request for Proposal. The vendor further agrees that the language of this RFP shall govern in the event of a conflict with his/her proposal. The vendor further agrees that upon receipt of an authorized purchase order from the Office of State Courts Administrator or when this RFP is countersigned by an authorized official of the Office of State Courts Administrator, a binding contract shall exist between the vendor and the Office of State Courts Administrator.

SIGNATURE REQUIRED

AUTHORIZED SIGNATURE <i>Denise Welch Masters</i>		DATE January 31, 2011
PRINTED NAME Denise Welch Masters		TITLE President
COMPANY NAME Electronic Sentencing Alternatives Inc		
MAILING ADDRESS 2307 NW South Outer Rd Suite 203		
CITY, STATE, ZIP Blue Springs MO 64015		
VENDOR NO. (IF KNOWN)		FEDERAL EMPLOYER ID NO. 270661587
PHONE NO. 816 224-5372	FAX NO. 816 224-5375	E-MAIL ADDRESS jdavis@esakc.com

NOTICE OF AWARD (OSCA USE ONLY)

ACCEPTED BY OFFICE OF STATE COURTS ADMINISTRATOR AS FOLLOWS: <i>IN ITS ENTIRETY AS SUBMITTED</i>		
CONTRACT NO. <i>OSCA 11-029-07</i>	CONTRACT PERIOD <i>July 1, 2011 through JUNE 30, 2012</i>	
CONTACTS COORDINATOR <i>Robert J. Conner</i>	DATE <i>2-23-2011</i>	STATE COURTS ADMINISTRATOR <i>Gregory J. Linder</i>

PRICING PAGE

The vendor shall provide the pricing information for each product and/or service to be provided in accordance with the provisions and requirements specified herein. All costs associated with providing the products and/or services required herein shall be included in the prices.

PRICE: The vendor shall provide a listing of each product and/or service with a firm, fixed price for each product and/or service.

More lines may be added, if needed.

ScramX (CAM & EHD) Product name \$ \$13.00 firm, fixed price per each unit

Electronic Alcohol Monitoring:

Pricing per participant

per day: \$13.00 ScramX _

per week: \$91.00 ScramX _

per month: \$390.00 ScramX _

Is there a minimum number of days? Yes No _____

If yes, please indicate number of days: 14

Deposit or Start Up fee required? Yes How much? \$25.00 No _____

Please list system requirements, such as single land phone line, water resistance, range of coverage etc:

The Scram bracelet can't be submerged.

An analog phone line with long distance capabilities and without special features (Call Waiting, Call Forwarding, 3-Way Calling) is necessary.

Please list counties you will provide this service:

Jackson, Platte, Clay, Ray, Lafayette, Johnson & Cass

EXHIBIT A

Vendor Information

The vendor should provide the following information about their organization:

Provide a brief company history, including the founding date and number of years in business as currently constituted.

ESA is a privately owned company founded in 1998 by President, Denise Welch Masters.

Describe the nature of the vendor's business, type of services performed, etc.

ESA provides a variety of services to the Courts and Criminal Justice System, as well as individuals who are dealing with substance abuse-related or other legal problems. ESA offers programs and services in a professional and confidential setting. Below are some services and programs available at 6 locations in the Kansas City metro area:

- Secure Continuous Remote Alcohol Monitor (SCRAM™)
- GPS
- Electronic Monitoring (House Arrest)
- Ignition Interlock
- Sobriotor

Provide a list of and a short summary of information regarding the vendor's current contracts/clients. List, identify, and provide reasons for each contract/client gained and lost in the past 2 years.

ESA currently has 122 clients on Electronic Alcohol Monitoring with SCRAM through AMS. ESA contracts directly with individual clients through court orders, attorney referrals, probation sanctions or bond conditions.

Describe the structure of the organization including any board of directors, partners, top departmental management, corporate organization, corporate trade affiliations, any parent/subsidiary affiliations with other firms, etc.

Denise Welch Masters is President and JoAnn Davis is Operations Manager. ESA has a contract with Midwest ADP for shared office space. ESA is subcontracted through Midwest ADP who holds the contract with BI, Incorporated.

Provide a list summarizing pending litigation, any civil or criminal judgments, any bankruptcy proceedings, etc., that could affect the vendor's ability to perform. Failure to list such litigation may result in rejection of the proposal or in termination of any subsequent contract.

ESA has no pending litigation.

Document the vendor's financial solvency in a manner that is acceptable for public review. Audited financial statements for the last year will provide such documentation; however, the statements will become public information. If the vendor is a subsidiary, also provide the documentation for the parent company.

Please see financial information on the following pages.

Exhibit D

METHOD OF PERFORMANCE

ESA is proposing a solution for the electronic alcohol monitoring requirements only as described on page eight (8) the RFP, paragraphs 1-3.

SCRAMx - Transdermal Alcohol and RF Monitoring in One System

ESA can meet the alcohol monitoring requirements by proposing the SCRAMx system; the industry's cutting-edge and only court-validated continuous alcohol monitoring (CAM) system that also incorporates house arrest technology in one device. As the pioneer of CAM technology, AMS launched the original SCRAM system to the criminal justice market in 2003. The second generation, SCRAMx, is not only half the size and weight of the original SCRAM, but now also incorporates built-in RF home curfew monitoring to provide dual functionality; all in one small bracelet. Since its inception, SCRAM –and now SCRAMx – have monitored more than 155,000 individuals in over 1,900 courts in 49 states. This is more than all other transdermal manufacturers combined.

ESA is part of AMS' national network of Service Providers who create and manage SCRAMx programs for courts, counties, and agencies at the local level. As an AMS-authorized Service Provider, EMASS is considered to be a direct extension of AMS and are the manufacturer's hands-on representatives in the field who offer comprehensive, responsive, and valuable services to the courts and agencies they serve. AMS selects its partners with care, and trains them in every facet of SCRAMx operations. All SCRAMx Service Providers undergo an extensive AMS certification process, so the result is best-in-class program development, excellent service execution, and technical innovation.

At the local level, ESA will work closely with the Treatment Courts to become an extension of its team – at no additional cost to the Treatment Courts. ESA will help architect a turnkey SCRAMx program that is uniquely suited to the Treatment Courts alcohol offender management needs and program applications.

The end result is a SCRAMx program that:

- Offloads the workload of daily program administration, while letting the Treatment Courts retain final authority in the decision process
- Is extremely cost effective – frees in-house resources and optimizes offender collections, while costing the Treatment Courts nothing



- Is based on “best practice” models garnered from thousands of successful SCRAMx programs nationwide
- Backs SCRAMx results through data analysis and court testimony
- Provides the Treatment Courts with tremendous value every day

SCRAMx is the only continuous alcohol monitoring product that provides single-source admissibility, meaning it does not require a secondary test to confirm a drinking event AMS firmly supports SCRAMx monitoring results in court, and is available to offer expert testimony on the science of continuous transdermal alcohol monitoring technology. What this means for judges is that they will be able to verify and enforce sanctions based on the data received from the SCRAMx device, ensuring single-source admissibility and eliminating the need for a “secondary screen” or additional confirmation of a drinking event.

To date, SCRAMx – and its predecessor SCRAM – have been found admissible and reliable in:

- 74 hearings in 22 states
- 31 hearings that resulted in Daubert/Frye rulings
- 2 Appellate Court rulings

Many companies will claim they have “proven” technology. However, SCRAMx is the only continuous alcohol monitoring product that has been peer reviewed, published, and deemed widely accepted by the scientific community. ***With 82 evidentiary hearings in 22 states, 32 hearings resulting in Frye/Daubert rulings and two Appellate Court rulings, SCRAMx has been upheld in every state it has been challenged.*** This makes it the most court-validated system on the market today. This validation not only proves that SCRAMx is the most reliable system, but also the lowest risk choice for the Treatment Courts.

Unlike other systems, SCRAMx automatically monitors for alcohol 24/7, taking a controlled sample every 30 minutes. Twice an hour, the bracelet captures transdermal alcohol readings by sampling the insensible perspiration collected from the air above the skin. The bracelet stores the data and, at pre-determined intervals, transmits it via a wireless radio-frequency (RF) signal to the SCRAMx base station. The device is tamper resistant, detects the vast majority of significant drinking events, and can conclusively distinguish between ingested alcohol and environmental sources. The bracelet also has intelligent self-diagnostic capabilities to monitor and report its functionality

While other vendors new to CAM may claim their transdermal devices are also “proven and court-validated”, AMS has an unrivaled record of court admissibility and scientific peer review and publishing when compared to any other CAM system being proposed to the Treatment Courts. With over 155,000 clients monitored, in over 1,900 courts, in 49 states, AMS has more CAM devices in the field than all other competitors combined.

SCRAMx is the industry’s cutting-edge and only court validated CAM system that also incorporates house arrest technology in one device. It is the leading-edge technology that simultaneously provides both CAM and EM, and is a perfect fit for the Treatment Courts’ requirements. The SCRAMx system is comprised of:

SCRAMx Bracelet. The patented SCRAMx ankle bracelet transmitter is attached to the offender with a durable and tamperproof strap, which features industry-leading and anti-tamper technology that incorporates five sensors. It is worn 24/7 by the offender for the duration of his or her court-ordered abstinence period (typically 90-120 days).

SCRAMx Base Station. The SCRAMx base station is the mechanism by which the data that is collected by the SCRAMx bracelet gets transmitted to AMS for analysis and reporting. When the SCRAMx bracelet is installed on the offender’s ankle, he or she also receives the SCRAMx base station, which plugs into an analog telephone line – usually in the offender’s home or place of work. At a pre-scheduled time(s) each day, the SCRAMx bracelet “communicates” with the base station, which then retrieves all available data from the bracelet and sends it to SCRAMNET. The base station also downloads monitoring and reporting schedules to the bracelet. All AMS data back-ups are encrypted using password protection that meets National Institute of Standards (NIS) guidelines, and includes database management software for reliable, automatic back-ups.

SCRAMx Direct Connect. In cases where an offender does not have access to a land line, he or she can come into the supervising authority’s office to have stored data that has been stored in the bracelet downloaded via the SCRAMx Direct Connect device. The compact Direct Connect device is slipped over the offender’s bracelet (while worn) and attached by USB cable to an internet-enabled computer. The stored information is then transmitted from the SCRAMx bracelet directly to SCRAMNET without the need for a base station.

SCRAMNET Web-based Software. When data is received from the base station, it is stored in SCRAMNET, the web-based application managed by AMS where offender data is collected, analyzed, and maintained in a secure, central location. During the course of each day, SCRAMNET will notify the supervising authority of any alcohol readings, tamper alerts, or equipment malfunctions so they can respond quickly to problem offenders. This central information hub not only houses all offender data, but allows courts and supervising agencies to manage their data in the way that is the most effective for their individual programs. For example, SCRAMNET provides a wide range of “instant” reports and graphs – from a snapshot of a single event to a comprehensive view of an offender’s behavior over time.

With a standard, secure web browser, offender data can be accessed 24/7 from any location using SCRAMNET, web-based software. All events are graphically depicted; including, drinking, tampering of the equipment, schedule non-compliance and communication issues. In addition, professional analysis of events are confirmed by AMS’ expertly-trained team of Customer Support Managers (CSM’s). The system also provides exception-based reporting to reduce the officer’s workload and enable them to respond quickly to problem offenders.

How It Works

SCRAMx tests for alcohol consumption by measuring the concentration of ingested alcohol present in the insensible perspiration that is constantly produced by the skin. SCRAMx automatically collects these samples of perspiration from the air above the offender’s skin and transmits this data to a central source for analysis – requiring no effort on the part of the offender or the supervising agency. Because people excrete approximately one percent (1%) of the alcohol they drink through their sweat, if an individual has been drinking it shows up in the level of ethanol vapor present in this insensible perspiration.

Dual Functionality

SCRAMx also continually transmits a coded radio frequency (RF) signal. The SCRAMx base station detects the signal and reports the information to SCRAMNET, AMS’ central monitoring database, via a standard telephone line. SCRAMNET compares the incoming information to the offender’s EM schedule and authorized phone number(s). If a violation is affirmed, an alert is generated. If Priority Notification is specified, an email or text message that includes alert specifics is generated within 15 minutes of being detected.

Anti-Tamper Technology

The SCRAMx bracelet is equipped with industry-leading, anti-tamper technology that features five sensors to detect and report attempted tampers. These sensors determine whether the bracelet has been cut, removed,

obstructed, or submerged. The bracelet's intelligent self-diagnostic capabilities constantly monitor and report its functionality. Any attempts to tamper with the bracelet or its functionality will be immediately detected by the SCRAMx system.

For example, an offender may try to interfere with the bracelet's testing process by inserting a business card, sock, or any other object in attempt to block the sensor. In the following graph, the elevated blue lines indicate that SCRAMx's IR sensor detected a tamper, indicating the offender placed an object between the bracelet and the ankle.

Water Resistance

SCRAMx is completely water resistant, and all participants are encouraged to shower as frequently and thoroughly as they want. Furthermore, with over seven years of providing CAM systems monitoring over 155,000 offenders, no one has ever circumvented our system by taking a bath or submerging SCRAMx.

The competition may attack SCRAMx by stating it can't be submerged in water where theirs can. The truth of the matter is that all transdermal devices on the market today are impacted by being submerged and all competitors urge their wearers not to submerge their devices, even though they may market quite differently. While a SCRAMx device should not be submerged in water, any attempts to do so are detectable by the device and flagged as an attempt to submerge the device. When one understands how the devices truly work, it's clear the design of SCRAMx makes far more sense than other devices and is the reason AMS has such an extensive record of court validation and wide-spread use across the country.

Controlled, quantifiable sample delivery system

SCRAMx is the only continuous alcohol device (CAM) device on the market that uses a controlled, quantifiable sampling method, drawing a measured sample every 30 minutes. This is the same proven sample delivery system used in evidential breath testing equipment used in law enforcement. In this system, before a controlled sample containing the offender's transdermal alcohol is introduced into the fuel cell, the air around the bracelet is measured for the presence of alcohol. An elevated reading may indicate that environmental alcohol is present, and that it should not be confirmed as a drinking event. Next, a precisely-controlled volume of the air sample containing the offender's transdermal alcohol is taken from a sample collection chamber and introduced to the fuel cell using a pump. A TAC (transdermal alcohol content) level is calculated from this precisely-controlled sample, which is the same process used by evidential breath testers. This process is repeated, painting a recognizable and quantifiable TAC curve for each drinking event. Only by precisely controlling this measurement can a CAM device accurately calculate TAC levels and curves; and SCRAMx is the only system that does this.

Other devices may claim to be "testing" more frequently; however, with without a controlled, quantifiable sample, ***their devices are merely sensors and can present the following issues for agencies:***

- These devices are more susceptible to environmental false alerts.
- These devices may require secondary tests via a proven controlled sample method to validate their results.

Also, because both sensible (liquid) and insensible (gas) perspiration are continuously being collected by SCRAMx during the time between each 30 minute sample, ***SCRAMx is truly a continuous transdermal alcohol monitoring device.***

Industry-validated Draeger Fuel Cell

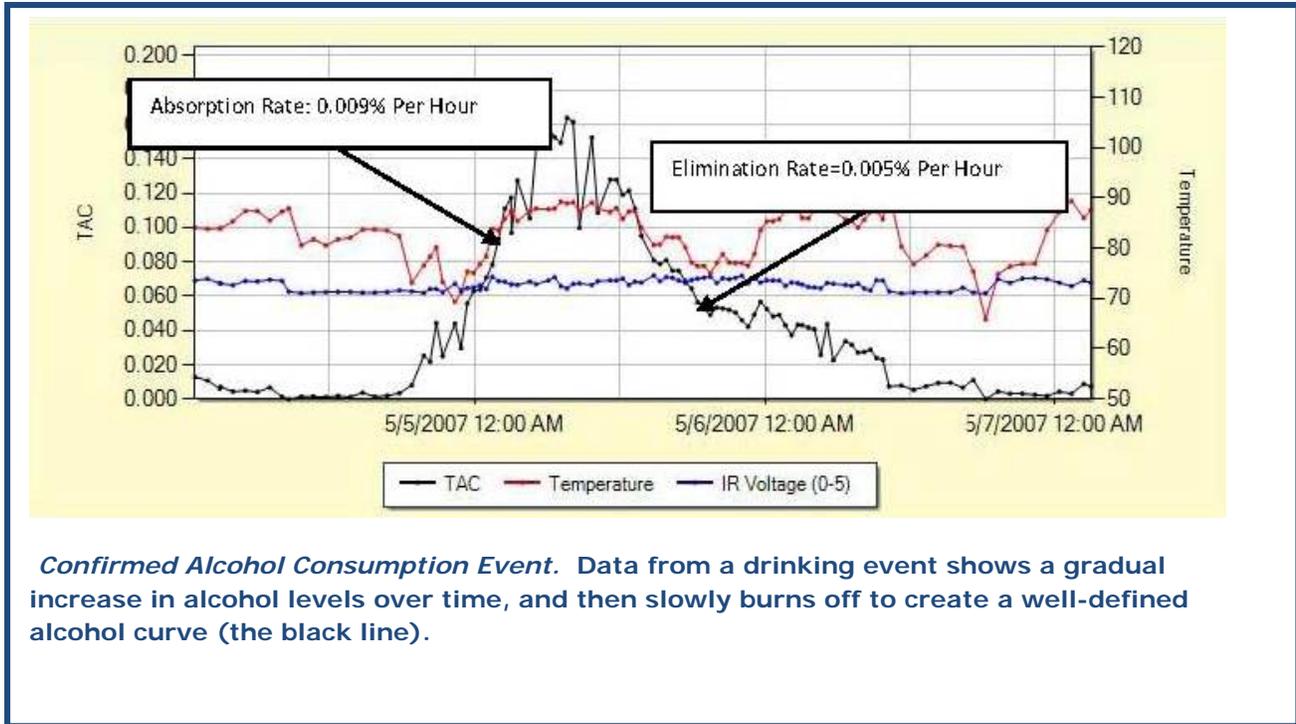
This is the heart of the SCRAMx bracelet, which has been proven through decades of research and experience and is accepted by the forensic community in alcohol testing applications. This is the same fuel cell used in evidential breath testing equipment and interlock devices. Draeger fuel cells have been independently validated (both directly and indirectly), and are extremely sensitive and ethanol-specific alcohol sensors.

Competing CAM systems new to the market have vastly different designs than SCRAMx. Most notably is the lack of a "controlled sample". Instead of a *quantity* of perspiration being tested, similar to a blood, urine or breath test; they employ a "sensor", or more specifically, a "proton exchange membrane"; which in essence, is always "on"; somewhat like a thermometer. Where SCRAMx employs the same Draeger fuel cell used in most highway patrol breathalyzers on the market today, the competition uses a sensor made by Giner, Inc. which is not used in any other commercially available device. It was taken from a device called the WrisTas, which never was ever made commercially available to the criminal justice market. Because such devices lack a quantifiable, controlled sample, they have to be "on" in order to constantly check for changes in voltage on the skin. This is often pitched to customers as a benefit when compared to SCRAMx - because where AMS draws and tests the controlled sample every 30 minutes, the competition claims its sensor takes a "reading" every minute. Simple math and clever marketing would lead one to believe that once every minute is better than once every 30 minutes. In actuality, the same reasoning can be applied to SCRAMx, as the collection chamber is gathering insensible perspiration from the wearer ***each and every second in a controlled sample environment***. This controlled volume of perspiration is then drawn and blown across a Draeger fuel cell every 30 minutes and tested for a specific transdermal alcohol concentration (TAC) in the same manner a breath test is given. The sample is then expelled from the device when the collection chamber is empty, and the body continues to refill the chamber with another quantifiable "controlled sample" of insensible perspiration which is constantly being expelled from the body. ***This is truly continuous alcohol monitoring***. In addition, AMS' fuel cell takes a "pre-test fire" before every test; meaning, that if any environmental alcohol is present, the fuel cell will read it prior to taking the reading from the collection chamber. This, in addition to SCRAMx's strict absorption and elimination rate criteria, allows AMS a unique advantage in being able to conclusively distinguish between environmental and ingested alcohol. AMS' competitors, who do not have a quantifiable, controlled sample -- and no pre-fire fuel cell located away from the body -- have to rely solely on "algorithms" applied to a sensor resting directly on the skin and exposed to the environment to determine if they believe the change in voltage on the skin is a result of consumed alcohol or environmental.

Thorough Data Analysis and Review Process

All data received from the SCRAMx bracelet through SCRAMNET is subject to a rigorous data analysis and review process conducted by AMS' team of professionally-trained analysts. These analysts understand the nuances of real-world bracelet use, and can confirm or not confirm drinking episodes using court-proven criteria. Their review process identifies the presence of environmental alcohol and looks at key characteristics of the Transdermal Alcohol Concentration (TAC) curve-- which is similar to a BAC (Blood Alcohol Content) to ensure that only true drinking episodes are confirmed (such as alcohol absorption and elimination rates).

Data from a drinking event shows a gradual increase in alcohol levels over time, achieves a maximum TAC and then slowly burns off to create a well-defined alcohol curve. In next graph, TAC is represented by the black line; IR is represented by the blue line, and temperature is represented by the red line.



Organizational Chart - The vendor should provide an organizational chart showing the staffing and lines of authority for the key personnel to be used. The organizational chart should include (1) The relationship of service personnel to management and support personnel, (2) The names of the personnel and the working titles of each, and (3) Any proposed subcontractors including management, supervisory, and other key personnel.

- The organizational chart should outline the team proposed for this project and the relationship of those team members to each other and to the management structure of the vendor's organization.

Along with a detailed organizational chart, the vendor should describe the following:

- How services of the contract will be managed, controlled, and supervised in order to ensure satisfactory contract performance.
- Total Personnel Resources - The vendor should provide information that documents the depth of resources to ensure completion of all requirements on time and on target. If the vendor has other ongoing contracts that also require personnel resources, the vendor should document how sufficient resources will be provided to the STATE OF MISSOURI.

As reflected in the following Organization Chart, ESA is proposing a team of six (6) alcohol monitoring professionals to ensure completion of all requirements in a timely fashion and efficient manner. In addition, AMS will support the monitoring functions to help ensure reporting accuracy.

Following is an Organization Chart for ESA: