

**FILED**

Oct 05 2020

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CLERK, U.S. DISTRICT COURT  
NORTHERN DISTRICT OF CALIFORNIA  
SAN FRANCISCO

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12 FEDERAL TRADE COMMISSION

13 **UNITED STATES DISTRICT COURT**  
14 **NORTHERN DISTRICT OF CALIFORNIA**

15 FEDERAL TRADE COMMISSION,

16 Plaintiff,

17 v.

18 DISRUPTION THEORY LLC, a limited liability  
19 company, also d/b/a inmatecall.com and  
20 inmatecallsolutions.com,

21 EMERGENT TECHNOLOGIES LLC, a limited  
22 liability company, also d/b/a inmatecall.com and  
23 inmatecallsolutions.com,

24 MARC GRISHAM, a/k/a Mark Grisham,  
25 individually and also d/b/a inmatecall.com and  
26 inmatecallsolutions.com, and as Manager of  
27 Disruption Theory LLC, and

28 COURTNEY GRISHAM, a/k/a Courtney Brooks,  
individually and also d/b/a inmatecall.com and  
inmatecallsolutions.com, and as President,  
Director, and Ultimate Beneficial Owner of  
Disruption Theory LLC,

Defendants.

Case No. C20-6919VC

**FILED UNDER SEAL**

**COMPLAINT FOR PERMANENT  
INJUNCTION AND OTHER  
EQUITABLE RELIEF**

1 Plaintiff, the Federal Trade Commission (“FTC”), for its Complaint alleges:

2 1. The FTC brings this action under Section 13(b) of the Federal Trade Commission  
3 Act (“FTC Act”), 15 U.S.C. § 53(b), to obtain temporary, preliminary, and permanent injunctive  
4 relief, rescission or reformation of contracts, restitution, the refund of monies paid, disgorgement  
5 of ill-gotten monies, and other equitable relief for Defendants’ acts or practices in violation of  
6 Section 5(a) of the FTC Act, 15 U.S.C. § 45(a).

7 **JURISDICTION, VENUE, AND INTRADISTRICT ASSIGNMENT**

8 2. This Court has subject matter jurisdiction pursuant to 28 U.S.C. §§ 1331, 1337(a),  
9 and 1345.

10 3. Venue is proper in this District under 28 U.S.C. § 1391(b)(2), (c)(2), and (d) and  
11 15 U.S.C. § 53(b).

12 4. Assignment to the San Francisco Division is proper pursuant to Local Rule 3–2(d)  
13 because Defendants have advertised and sold their services in San Francisco County to numerous  
14 consumers who reside in the county.

15 **PLAINTIFF**

16 5. The FTC is an independent agency of the United States Government created by  
17 statute. 15 U.S.C. §§ 41–58. The FTC enforces Section 5(a) of the FTC Act, 15 U.S.C. § 45(a),  
18 which prohibits unfair or deceptive acts or practices in or affecting commerce.  
19

20 6. The FTC is authorized to initiate federal district court proceedings, by its own  
21 attorneys, to enjoin violations of the FTC Act and to secure such equitable relief as may be  
22 appropriate in each case, including rescission or reformation of contracts, restitution, the refund  
23 of monies paid, and the disgorgement of ill-gotten monies. 15 U.S.C. §§ 53(b).

24 **DEFENDANTS**

25 7. Defendant Disruption Theory LLC (“Disruption Theory”), also doing business as  
26 inmatecall.com and inmatecallsolutions.com (collectively, the “Inmate Call websites”), is a  
27 Colorado limited liability company with its principal place of business at 2331 W. Hampden  
28

1 Avenue, Suite 116, Englewood, CO 80110. From April 9, 2019, until June 14, 2019, Disruption  
2 Theory was incorporated in Texas with its principal place of business at 8745 Gary Burns Drive,  
3 Suite 160, Frisco, TX 75034. Disruption Theory transacts or has transacted business in this  
4 District and throughout the United States. At all times material to this Complaint, acting alone or  
5 in concert with others, Disruption Theory has advertised, marketed, distributed, or sold  
6 “unlimited” minutes calling plans through the Inmate Call websites to consumers throughout the  
7 United States.

8 8. Defendant Emergent Technologies LLC (“Emergent Technologies”), also doing  
9 business as the Inmate Call websites, is a Colorado limited liability company with its principal  
10 place of business at 2000 S. Colorado Blvd., Tower One, Suite 2000, Denver, CO 80222.  
11 Emergent Technologies transacts or has transacted business in this District and throughout the  
12 United States. At all times material to this Complaint, acting alone or in concert with others,  
13 Emergent Technologies has advertised, marketed, distributed, or sold “unlimited” minutes  
14 calling plans through the Inmate Call websites to consumers throughout the United States.

15 9. Defendant Marc Grisham, also known as Mark Grisham, is an individual who has  
16 done business as the Inmate Call websites. He was also the Manager of Disruption Theory while  
17 it was incorporated in Texas. At all times material to this Complaint, acting alone or in concert  
18 with others, he has formulated, directed, controlled, had the authority to control, or participated  
19 in the acts and practices of Disruption Theory and Emergent Technologies, including the acts  
20 and practices set forth in this Complaint. Defendant Marc Grisham resides in Frisco, Texas and,  
21 in connection with the matters alleged herein, transacts or has transacted business in this District  
22 and throughout the United States.

23 10. Defendant Courtney Grisham, also known as Courtney Brooks, is an individual  
24 who has done business as the Inmate Call websites. She identified herself as the President,  
25 Director, and Ultimate Beneficial Owner of Disruption Theory. She is married to Defendant  
26 Marc Grisham. Her mother, Teena Garrett, is Emergent Technologies’ registered agent. At all  
27 times material to this complaint, acting alone or in concert with others, Defendant Courtney  
28

1 Grisham has formulated, directed, controlled, had the authority to control, or participated in the  
2 acts and practices of Disruption Theory and Emergent Technologies, including the acts and  
3 practices set forth in this Complaint. Defendant Courtney Grisham resides in Frisco, Texas, and  
4 in connection with the matters alleged herein, transacts or has transacted business in this District  
5 and throughout the United States.

6 **COMMON ENTERPRISE**

7 11. Defendants Disruption Theory and Emergent Technologies (collectively,  
8 “Corporate Defendants”) have operated as a common enterprise while engaging in the deceptive  
9 acts and practices alleged below. The Corporate Defendants have conducted the business  
10 practices described below through an interrelated network of companies that have common  
11 websites, business purposes, and are under common control. Because these Corporate  
12 Defendants have operated as a common enterprise, each of them is liable for the acts and  
13 practices alleged below. Defendants Marc and Courtney Grisham have formulated, directed,  
14 controlled, had the authority to control, or participated in the acts and practices of the Corporate  
15 Defendants that constitute the common enterprise.

16 **COMMERCE**

17 12. At all times material to this Complaint, Defendants have maintained a substantial  
18 course of trade in or affecting commerce, as “commerce” is defined in Section 4 of the FTC Act,  
19 15 U.S.C. § 44.  
20

21 **DEFENDANTS’ BUSINESS ACTIVITIES**

22 **Overview**

23 13. Since at least 2015, Defendants have engaged in deceptive practices in the offer  
24 and sale of inmate calling plans. On the Inmate Call websites, Defendants advertise that for a  
25 fixed price consumers will receive an unlimited number of minutes for inmate calls during a  
26 specified period of time. However, Defendants do not deliver on that promise in exchange for  
27 consumer payments. Instead, Defendants take consumers’ money and redirect consumers to pay  
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1 specialized telecommunications companies under contract with correctional facilities  
2 (“Specialized Service Providers”), who do not offer unlimited minutes for a fixed price. In  
3 addition, although Defendants are not affiliated with Specialized Service Providers, Defendants  
4 falsely claim to be affiliated with them.

5 14. Defendants target individuals who rely on inmate calling services to stay in touch  
6 with their incarcerated friends or family members. During the COVID-19 pandemic, when in-  
7 person visitation was suspended, Defendants attempted to profit from the crisis by advertising a  
8 purported “extended sale” of their nonexistent calling plans.

9 15. Because a disproportionate number of incarcerated individuals are from  
10 communities of color or lower-income communities, many of the consumers harmed by  
11 Defendants’ practices are likely from these communities.

12 16. Defendants’ false claims induce consumers to pay for their nonexistent calling  
13 plans. Since at least 2016, Defendants have taken at least \$1 million dollars from consumers.  
14 Defendants’ conduct triggered hundreds of consumer complaints to the FTC, the Better Business  
15 Bureau, and other entities.

16 **No Unlimited Minutes for Inmate Calls**

17 17. Specialized Service Providers charge for inmate calls by the minute at  
18 predetermined rates. No Specialized Service Provider offers calling options for unlimited  
19 minutes for a fixed price.

20 18. Specialized Service Providers offer inmates the option to place outgoing collect or  
21 prepaid account calls. Collect calls charge the person accepting the call. Calls made using  
22 prepaid accounts deduct the cost of the calls from a pre-funded account.

23 19. Collect and prepaid account calls both incur charges by the minute at rates that  
24 vary across correctional facilities in the United States. The Federal Communications  
25 Commission sets rate caps on interstate calls.  
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## Defendants' False Claim Regarding Unlimited Minutes

20. Paying per-minute for inmate calls is expensive, and many consumers report seeking cheaper alternatives. Defendants' websites, which promise "unlimited" minutes for a fixed price for a specified period of time, advertise their services as providing a cost-effective way to stay connected to incarcerated individuals. Defendants' websites offer "unlimited" minutes ranging from one month of "unlimited" minutes for \$29.97, three months of "unlimited" minutes for \$49.97, to twelve months of "unlimited" minutes for \$89.97.

21. The Inmate Call websites, both of which are domains registered to and paid for by Marc Grisham, are nearly identical. Both have the same color scheme, layout, graphics, and the same offer of "unlimited" minutes calling plans. Examples from the inmatecallsolutions.com Landing Page are shown below in Figures 1 and 2.



**Figure 1:** Portion of Landing Page of inmatecallsolutions.com captured by an FTC investigator on April 4, 2020



**Figure 2:** Portion of Landing Page of inmatecallsolutions.com captured by an FTC investigator on April 4, 2020

22. Defendants include the following statements in their advertisements on the Inmate Call websites:

- “1 MONTH UNLIMITED Mins”
- “3 Months – w/UNLIMITED Minutes”
- “90 DAYS OF UNLIMITED TALK”
- “365 DAYS OF UNLIMITED TALK”
- “‘UNLIMITED MINUTES’ We do not charge ‘per-minute’.”

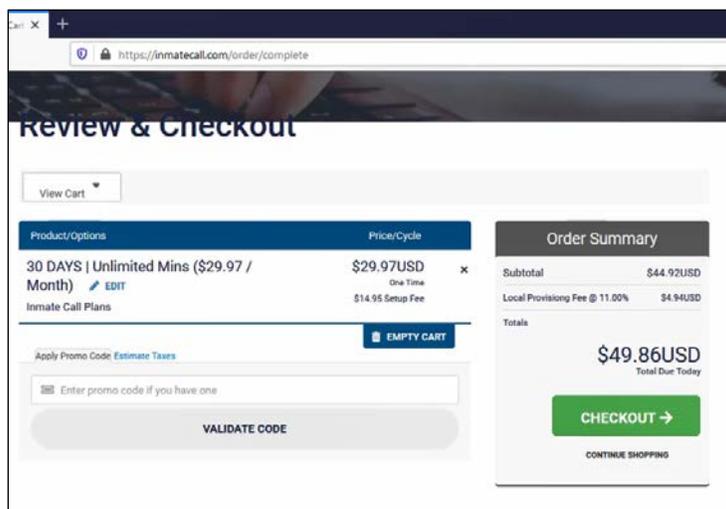
23. As consumers move from the landing page to subsequent pages of the website during the online purchase process, Defendants state repeatedly that their services provide access to “unlimited” minutes for a fixed price for a specified period of time.

24. Consumers begin the purchase process by clicking on the “SELECT PLAN” button to choose the one-, three-, or twelve-month plan for purchase, as shown above in Figure 2. Next, consumers land on a Plan Order Page, shown in Figure 3 below, in which Defendants prompt consumers to click “Order Now” on their selected plan. Defendants state that each offered plan provides access to “UNLIMITED Mins” for a fixed price for the specified period of time.



**Figure 3:** Portion of Plan Order Page of inmatecall.com captured by an FTC investigator on April 4, 2020

25. After selecting a plan for purchase, consumers land on an Order Summary Page. For example, as shown below in Figure 4, Defendants confirm that the calling plan the consumer has selected for purchase will provide access to “Unlimited Mins” for “30 DAYS” in exchange for a fixed cost.



**Figure 4:** Portion of Order Summary Page of inmatecall.com captured by an FTC investigator on April 4, 2020

26. To complete their purchase, Defendants ask consumers for their name, address, phone number, email address, and billing address. Consumers are also asked to create an

1 account on the Inmate Call websites. Defendants collect payment by debit card, credit card,  
2 money transfer service Zelle, and an application called Cash. In addition to the advertised cost  
3 for the selected calling plan, Defendants charge consumers various taxes and fees, including  
4 “activation,” “local provisioning,” and “setup” fees.

5 27. After charging consumers, Defendants inform them that they will have to open  
6 and fund a prepaid account with the Specialized Service Provider approved by their correctional  
7 facility. Defendants do not provide access to “unlimited” minutes for the fixed price paid, and  
8 consumers learn that they will be required to pay a Specialized Service Provider on a per-minute  
9 basis in order to receive inmate calls.

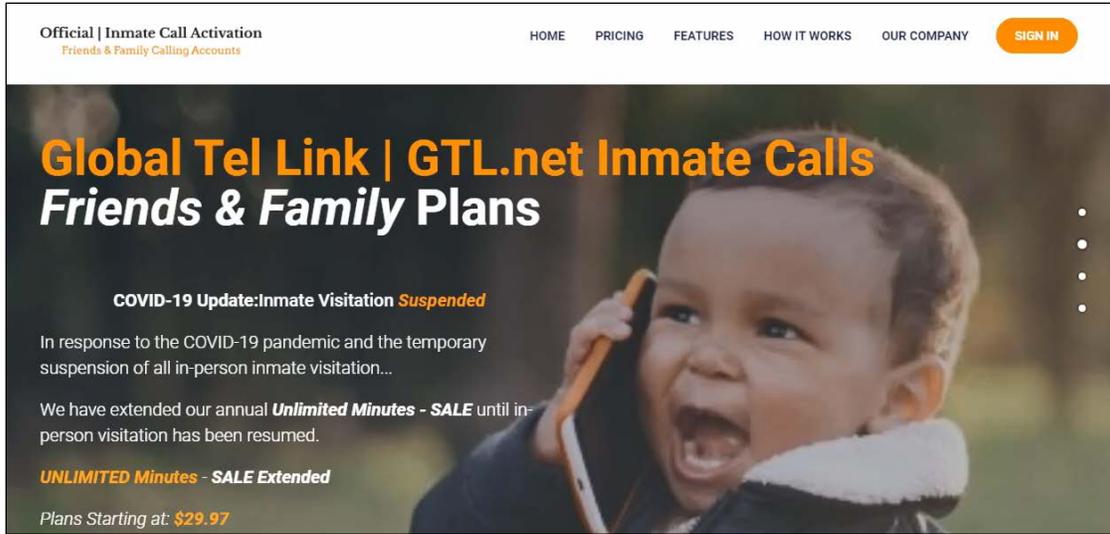
10 28. Defendants’ representations that they will provide consumers with access to  
11 unlimited minutes for a fixed price for a specified period are false. Defendants do not provide  
12 such a service.

13 29. When consumers learn that they will not receive access to the promised unlimited  
14 minutes, many attempt to cancel their accounts and obtain a refund. Although many consumers  
15 try calling the customer service phone numbers listed on the Inmate Call websites, they find it  
16 difficult to reach a live person and many never receive refunds. Some consumers attempt to get  
17 their money back by initiating chargebacks with their credit card companies.

18 **Defendants’ False Claims Regarding Affiliation with Specialized Service Providers**

19 30. Defendants display the names, websites, and registered trademarks of Specialized  
20 Service Providers Global Tel\*Link Corporation (“GTL”), Inmate Calling Solutions, LLC  
21 (“ICS”), and Securus Technologies, Inc. (“Securus”) on the Inmate Call websites to bolster their  
22 credibility and induce consumers to purchase the advertised plans.

23 31. For example, Figures 5-9 below show Defendants’ use of those names and  
24 registered trademarks on the Inmate Call websites.  
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10 **Figure 5:** Portion of inmatecall.com displaying GTL name and GTL’s website address (captured by an FTC investigator on April 21, 2020)  
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22 **Figure 6:** Portion of inmatecall.com displaying Securus’ website address (captured by an FTC  
23 investigator on April 21, 2020)  
24  
25  
26  
27  
28

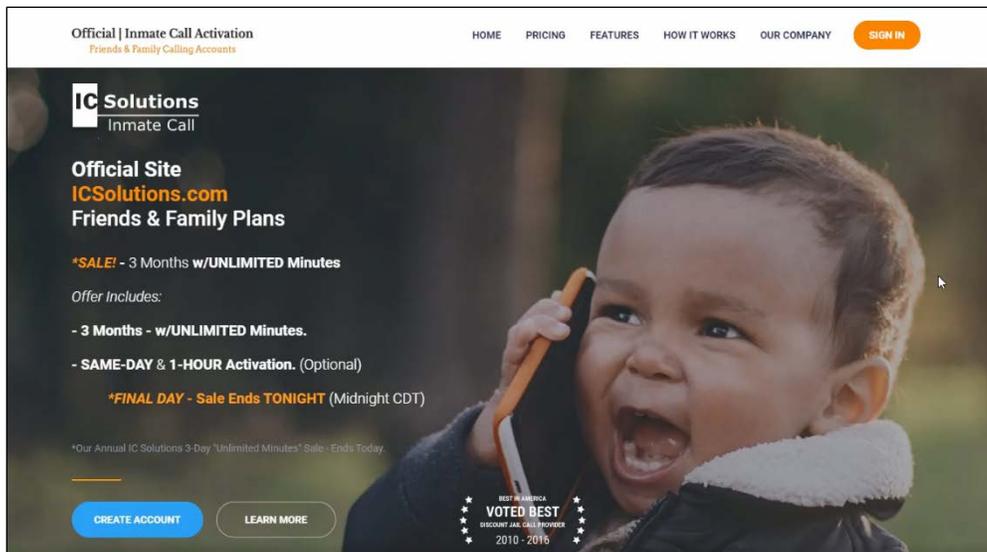


Figure 7: Portion of inmatecall.com displaying ICS’s name and website address (captured by an FTC investigator on September 11, 2019)



Figure 8: Portions of inmatecall.com displaying GTL’s logos (captured by an FTC Investigator on April 21, 2020)



Figure 9: Portion of inmatecall.com displaying SecurUS’ logo (captured by an FTC Investigator on April 21, 2020)

1           32. Defendants' claims of affiliation with GTL, ICS, and Securus are false.  
2 Defendants are not affiliated with GTL, ICS, or Securus.

3                           **Role of Individual Defendants Marc and Courtney Grisham**

4           33. At all times material to this Complaint, acting alone or in concert with others,  
5 Defendants Marc and Courtney Grisham have formulated, directed, controlled, had the authority  
6 to control, or participated in the acts and practices of Disruption Theory and Emergent  
7 Technologies, including the acts and practices described in this Complaint.

8           34. Defendants Marc and Courtney Grisham formed, or caused to be formed,  
9 Disruption Theory and Emergent Technologies, both of which obtain payment processing  
10 services for the Inmate Call websites. Defendant Courtney Grisham has identified herself as the  
11 President, Director, and Ultimate Beneficial Owner of Disruption Theory. Defendant Marc  
12 Grisham was the Manager of Disruption Theory.

13           35. Defendants Marc and Courtney Grisham control the business activities and  
14 finances of Disruption Theory. Defendant Courtney Grisham opened an account with payment  
15 processing company Skrill USA, Inc. ("Skrill") for Disruption Theory. She signed a W-9  
16 Request for Taxpayer Number and Certification Transaction for Disruption Theory. The funds  
17 from sales generated through the Inmate Call websites and processed through Disruption Theory  
18 were deposited into bank accounts for which Defendant Marc Grisham and/or Courtney Grisham  
19 were signatory authorities.

20           36. Defendant Marc Grisham controls the Inmate Call websites. He registered the  
21 domains for the Inmate Call websites, and he paid for the registrations and renewals of those  
22 domains with a credit card bearing his name.

23           37. Defendants Marc and Courtney Grisham were notified about consumer  
24 complaints regarding misrepresentations and fraudulent conduct on the Inmate Call websites. In  
25 April 2019, the Denver Better Business Bureau ("BBB") submitted a letter through  
26 inmatecall.com's customer service portal. That letter stated the BBB's concerns about the  
27 amount and pattern of consumer complaints it received regarding Defendants' misrepresentations  
28

1 on the Inmate Call websites. The BBB received confirmation that inmatecall.com received its  
2 letter.

3 38. In October 2019, Skrill informed Courtney Grisham that Disruption Theory's  
4 account would be terminated for excessive chargeback activity, and terminated the account in  
5 November 2019.

6 39. As early as 2010, GTL, ICS, and/or Securus have notified Defendants Marc and  
7 Courtney Grisham to cease using its registered trademarks.

8 40. Based on the facts and violations of the law alleged in this Complaint, the FTC  
9 has reason to believe that Defendants are violating or are about to violate laws enforced by the  
10 Commission.

11 **VIOLATIONS OF THE FTC ACT**

12 41. Section 5(a) of the FTC Act, 15 U.S.C. § 45(a), prohibits "unfair or deceptive acts  
13 or practices in or affecting commerce."

14 42. Misrepresentations or deceptive omissions of material fact constitute deceptive  
15 acts or practices prohibited by Section 5(a) of the FTC Act.

16 **Count I**

17 **Deceptive Misrepresentation Regarding Unlimited Minutes**

18 43. In numerous instances in connection with the advertising, marketing, promotion,  
19 offering for sale, or sale of inmate calling plans, Defendants represent, directly or indirectly,  
20 expressly or by implication, that Defendants provide consumers with access to an unlimited  
21 number of minutes for inmate calls for a set period at a fixed price.

22 44. In truth and in fact, Defendants do not provide consumers with access to an  
23 unlimited number of minutes for inmate calls for a set period at a fixed price.

24 45. Therefore, Defendants' representation as set forth in Paragraph 43 is false and  
25 misleading and constitutes a deceptive act or practice in violation of Section 5(a) of the FTC Act,  
26 15 U.S.C. § 45(a).

1 **Count II**

2 **Deceptive Misrepresentations of Affiliation with Specialized Service Providers**

3 46. In numerous instances in connection with the advertising, marketing, promotion,  
4 offering for sale, or sale of inmate calling plans, Defendants represent, directly or indirectly,  
5 expressly or by implication, that they are affiliated with Global Tel\*Link Corporation, Inmate  
6 Calling Solutions, LLC, or Securus Technologies, Inc., which are inmate calling service  
7 providers contracted with correctional facilities.

8 47. In truth and in fact, Defendants are not affiliated with Global Tel\*Link  
9 Corporation, Inmate Calling Solutions, LLC, or Securus Technologies, Inc.

10 48. Therefore, Defendants' representations as set forth in Paragraph 46 are false and  
11 misleading and constitute a deceptive act or practice in violation of Section 5(a) of the FTC Act,  
12 15 U.S.C. § 45(a).

13 **CONSUMER INJURY**

14 49. Consumers are suffering, have suffered, and will continue to suffer substantial  
15 injury as a result of Defendants' violations of the FTC Act. In addition, Defendants have been  
16 unjustly enriched as a result of their unlawful acts or practices. Absent injunctive relief by this  
17 Court, Defendants are likely to continue to injure consumers, reap unjust enrichment, and harm  
18 the public interest.

19 **THIS COURT'S POWER TO GRANT RELIEF**

20 50. Section 13(b) of the FTC Act, 15 U.S.C. § 53(b), empowers this Court to grant  
21 injunctive and such other relief as the Court may deem appropriate to halt and redress violations  
22 of any provision of law enforced by the FTC. The Court, in the exercise of its equitable  
23 jurisdiction, may award ancillary relief, including rescission or reformation of contracts,  
24 restitution, the refund of monies paid, and the disgorgement of ill-gotten monies, to prevent and  
25 remedy any violation of any provision of law enforced by the FTC.  
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**PRAYER FOR RELIEF**

Wherefore, Plaintiff FTC, pursuant to Section 13(b) of the FTC Act, 15 U.S.C. § 53(b), and the Court’s own equitable powers, requests that the Court:

A. Award Plaintiff such preliminary injunctive and ancillary relief as may be necessary to avert the likelihood of consumer injury during the pendency of this action and to preserve the possibility of effective final relief, including temporary and preliminary injunctions and an order freezing assets;

B. Enter a permanent injunction to prevent future violations of the FTC Act by Defendants;

C. Award such relief as the Court finds necessary to redress injury to consumers resulting from Defendants’ violations of the FTC Act, rescission or reformation of contracts, restitution, the refund of monies paid, and the disgorgement of ill-gotten monies; and

D. Award Plaintiff the costs of bringing this action, as well as such other and additional relief as the Court may determine to be just and proper.

Respectfully submitted,

ALDEN F. ABBOTT  
General Counsel

Dated: October 5, 2020

*/s/ Diana Chang*

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