

# Questions and Answers

## Between the Lines Translations

### Transcription services

*Noemi Viera-Liden, Jun 04, 2020 6:02 PM CDT*

Will the Region 10 Education Service Center also accept proposals for transcription and translation services?

*Clint Pechacek, Jun 23, 2020 8:22 AM CDT*

Vendors may propose value add solutions in the Value Add section of the RFP.

## Idea Language Services, LLC

### Questions about RFP - Education Service Center, Region 10 (“Region 10 ESC”)

*Sergio Atristain, Jun 18, 2020 1:10 PM CDT*

Dear Sir/Madam, Please find our questions below: 1 - We are SwAM certified by the State of Virginia. Is this certificate valid for this bid? 2 – Could you provide the estimated value of this contract ? 3 - Could you provide us with volume estimates for translation services that will be required as part of any contract resulting from this RFP? Approximately how many words of translation, broken down by language, will be required? 4 - Are out of state vendors required to sign and notarize forms # 13 and # 16 as well? We look forward to hearing back from you. Thank you and have a nice day.

*Clint Pechacek, Jun 23, 2020 6:39 AM CDT*

1. All certifications should be listed in the appropriate sections of the response to the RFP. 2. Estimated value is provided on pg 10, section XIX of the RFP. 3. That information is not available across the thousands of Equalis members who may utilize this contract. 4. Forms 12-16 are required if the respondent wishes to do business with cooperative members in New Jersey. If the

respondent is not making their services available in New Jersey those forms are unnecessary.

## LATN

### Languages

*Loana Denis, Jun 18, 2020 10:31 AM CDT*

What are the primary languages requested to cover region10?

*Clint Pechacek, Jun 23, 2020 6:47 AM CDT*

For Region 10, the most important language to cover is Spanish, followed by Chinese and Vietnamese.

### New Jersey DOC #13

*Loana Denis, Jun 18, 2020 10:36 AM CDT*

Document #13 from the State of New Jersey requires the signature to be notarized in the State of New Jersey, is this correct?

*Clint Pechacek, Jun 23, 2020 6:43 AM CDT*

Document #13 requires a Notary Public of the State of New Jersey.

### Adminsitrative Fee

*Loana Denis, Jun 18, 2020 10:37 AM CDT*

Is there a possibility the administrative fees for Equalis Group will be above 2% in the first year of the contract?

*Clint Pechacek, Jun 23, 2020 6:41 AM CDT*

Administrative fees are negotiated between awarded respondents and Equalis. It is possible that administrative fees would be above 2% but that would be mutually agreed upon between Equalis and the awarded vendor before any work is done on the contract.

## Documents # 13 and 14

*Loana Denis, Jun 18, 2020 10:40 AM CDT*

Since the lead agency for this RFP is the Education Service Center Region 10 and located in Texas, is there a reason why documents # 13 and 14 are documents from the State of New Jersey?

*Clint Pechacek, Jun 23, 2020 6:40 AM CDT*

Documents 12-16 are required by the state of New Jersey for any members there. Those forms are only required for respondents who wish to use the contract with agencies in New Jersey.

## TransPerfect Translations

### Translation Services RFP Questions

*Colton Beyer, Jun 18, 2020 2:54 PM CDT*

Below is a list of questions from TransPerfect Translations regarding this RFP: 1. What budget annually do you expect for this work? 2. Do you have any historical spending data for previous years? 3. Can you confirm current pricing numbers for each service? 4. How many languages do

you currently translate/interpret? 5. What languages do you need translated/interpreted? 6. How many minutes per month/year do you utilize over-the-phone and video-remote interpretation? 7. How many words do you translate a month, broken out by language? 8. How many words do you translate a year, broken out by language? 9. What file types are you typically translating? 10. Are you currently using any translation management system? 11. Do you currently utilize any translation management software? 12. What eLearning authoring tools are you currently using? 13. Do you have any internal reviewers for translation work? 14. How many users typically request translation work? 15. How many users typically request interpretation work? 16. Does Region 10 have/leverage any translation memory? 17. How often, annually, do you need onsite interpretation? Please let me know if there is another format or location I need to post these questions. Thanks, Colton Beyer

*Clint Pechacek, Jun 23, 2020 6:35 AM CDT*

1. Please refer to section XIX on page 10 for estimated quantities. This is an RFP for indefinite quantity and indefinite delivery of services to government agencies nationally, so there is no single budget for this work. 2. No. This is a new Equalis contract. 3. No. This is a new Equalis contract. 4. None, this is a new Equalis contract. 5. This contract is for national service to many different government agencies. The intent is to be able to offer coverage of as many languages as possible. 6. That information is not available across the thousands of Equalis members who may utilize this contract. 7. That information is not available across the thousands of Equalis members who may utilize this contract. 8. That information is not available across the thousands of Equalis members who may utilize this contract. 9. That information is not available across the thousands of Equalis members who may utilize this contract. 10. This is a new Equalis contract, no previous contract data exists. 11. No this is a new Equalis contract. 12. That information is not available across the thousands of Equalis members who may utilize this contract. 13. That information is not available across the thousands of Equalis members who may utilize this contract. 14. That information is not available across the thousands of Equalis members who may utilize this contract. 15. That information is not available across the thousands of Equalis members who may utilize this contract. 16. Region 10 itself does save previous translation work, though not in a centralized way. Region 10 ESC cannot speak for other members of the cooperative. 17. That information is not available across the thousands of Equalis members who may utilize this contract.

## Translation Station

### Q&A Questions

*Lindsey Cambardella, Jun 18, 2020 3:42 PM CDT*

Hello, Our questions regarding the RFP are as follows: 1. Page 62 of the RFP references and Attachment C, however we only see A and B in the Bonfire portal. Could you please share the Attachment C? 2. Section B on Page 6 of the RFP references "field testing" of foreign language forms. Can you describe what that means? 3. Section 13.7 on page 33 of the RFP references subcontractors. Many agencies utilize independent contractor linguists to perform translation and interpretation projects. While we would not intend to subcontract another company to manage this work, we would intend to utilize subcontractor linguists. Can you confirm whether the use of these subcontractor linguists would require continuous pre-approval? Or is the subcontractor approval only required if we intended to fully subcontract the oversight, management, and administration of the services? 4. What company/ies currently have this contract and do you anticipate the use of multiple companies or one? Many thanks in advance for responding to our questions. Best, Lindsey Cambardella CEO Translation Station

*Clint Pechacek, Jun 23, 2020 6:26 AM CDT*

1. Attachment C will be uploaded to Bonfire. It does not require a response from vendors. 2. Field testing means testing forms and other projects with native speakers to ensure comprehension, revise for clarity, etc. 3. Questions 27 and 28 are intended to serve as subcontractor approval. Region 10 will not need to continually approve independent contractors provided that the proposal shows a rigorous process for vetting subcontractors and ensuring quality of work. 4. This is a new Equalis contract category, so there are no current contract holders.

## United Language Group

### Question 1

*Mladen Cvijanovic, Jun 16, 2020 2:20 PM CDT*

Can you please clarify what type of evidence is needed to provide proof of registration, certification, or licenses issued by federal, state, and local agencies? Also can you please confirm if there are any required certifications or licenses that are required to participate in this RFP?

*Clint Pechacek, Jun 23, 2020 8:21 AM CDT*

Evidence would be any certificates or licenses received from federal, state, or local agencies. Vendors must be licensed to perform translation work in the states where they operate if required by that state.

## Question 2

*Mladen Cvijanovic, Jun 16, 2020 2:21 PM CDT*

Would Region 10 ESC be able to provide language list and/or could you specify, what your top languages are (except Spanish)?

*Clint Pechacek, Jun 23, 2020 8:19 AM CDT*

Spanish, Chinese, and Vietnamese are the three most prevalent languages in Region 10 ESC's immediate area. However, this contract is for national services, and Region 10 is seeking to cover as many languages as possible with this contract.

## Question 3

*Mladen Cvijanovic, Jun 16, 2020 2:21 PM CDT*

Could Region 10 ESC provide clarification on what "field testing of foreign language forms" would entail?

*Clint Pechacek, Jun 23, 2020 8:18 AM CDT*

Field testing means testing forms and other projects with native speakers to ensure comprehension, revise for clarity, etc.

## Vocalink, Inc.

### Contract History

*Jill Mead, Jun 18, 2020 9:03 AM CDT*

Is there a current contract through Equalis for translation services similar to the one proposed by this RFP? If yes, how can bidders access it? If no, what lead Texas Region 10 ESC to pursue a potential nationwide contract for translation services through Equalis?

*Clint Pechacek, Jun 23, 2020 8:18 AM CDT*

No. Region 10 ESC has seen that there is a wide need for these services in Texas and nationally.

## Service Demand

*Jill Mead, Jun 18, 2020 9:04 AM CDT*

Did Texas Region 10 ESC and/or Equalis do any market research to determine demand for a nationwide contract for translation services? If yes, what did you learn about the demand for services, agency wants/needs, pain points, etc. from this survey? If no, what lead you to believe there is a demand for a nationwide contract for translation services of this nature?

*Clint Pechacek, Jun 23, 2020 8:17 AM CDT*

Region 10 ESC and Equalis believe based on the number of RFPs that public agencies put out, the amount of documents agencies need translated every year, and national trends in politics, procurement, and education that it was worth Region 10's time and expense to develop and advertise this RFP.

## Equalis Group Cooperative Purchasing Membership

*Jill Mead, Jun 18, 2020 9:04 AM CDT*

How many agencies or other entities are currently members of the Equalis Group program? Please provide a list if available.

*Clint Pechacek, Jun 23, 2020 8:10 AM CDT*

Equalis does not publish member lists. There are over two thousand members of Equalis Group

currently.

## Equalis Contracts

*Jill Mead, Jun 18, 2020 9:04 AM CDT*

Equalis Group's website lists 20 contracts with Texas Region 10 ESC as the Lead Agency. For each of these contracts, how many other agencies or other entities have chosen to participate in the contract?

*Clint Pechacek, Jun 23, 2020 8:09 AM CDT*

Equalis does not publish member lists or member purchasing activity.

## Equalis Ohio

*Jill Mead, Jun 18, 2020 9:04 AM CDT*

Does Equalis Group have a formal relationship of any type with the Ohio Cooperative Purchasing Program? If yes, please describe.

*Clint Pechacek, Jun 23, 2020 8:07 AM CDT*

Yes, Equalis acquired Sourcing Alliance earlier this year. More information is available here: [equalisgroup.org/news](http://equalisgroup.org/news).

## Service History

*Jill Mead, Jun 18, 2020 9:05 AM CDT*



Did Texas Region 10 ESC and/or Equalis Group do any research regarding the current suppliers, current/historical volume of demand, current/historical spend, and/or current/historical pricing being paid by public sector entities for translation services? If yes, can you share the results of this research and/or provide copies of any public sector contracts you gathered as part of this research?

*Clint Pechacek, Jun 23, 2020 8:05 AM CDT*

Yes Region 10 ESC and Equalis did do research into the translation services industry and its demand in the public sector. This research was not compiled into a white paper or consolidated into an easily shareable file, and public sector contracts are readily available through internet searches. Vendors are expected to be familiar with their own industry and do their own industry research.

## Laws and Regulations

*Jill Mead, Jun 18, 2020 9:05 AM CDT*

It would be difficult, if not impossible, for bidders not currently doing business in all 58 jurisdictions covered in this RFP to learn all of the laws and regulations governing public sector procurement in each within the time allotted to reply to this RFP. Do you have any summaries or other information that might assist bidders to ensure that they can comply with the laws and regulations of all 58 jurisdictions? What happens if a bidder, in good faith, believes it can provide services in a jurisdiction but later learns of a local law or regulation that would prevent it from providing services?

*Clint Pechacek, Jun 23, 2020 7:55 AM CDT*

There is no penalty for not being able to comply with every state and local procurement law in every jurisdiction which the vendor lists in the company profile.

## Jurisdictions with Existing, Exclusive Contracts

*Jill Mead, Jun 18, 2020 9:05 AM CDT*

Some public entities have existing, non-exclusive contracts for these services in place already. What is Equalis' policy or practice regarding competing to win business away from vendors who have a contract in place for these services already?

*Clint Pechacek, Jun 23, 2020 7:53 AM CDT*

Equalis' policy for competing to win business is to provide awarded vendors with a compliant contract and the marketing and administrative support they need to win business. This is dependent upon a vendor's implementation, marketing and training program, which vendors will outline in the Company Profile.

## RFP Scope

*Jill Mead, Jun 18, 2020 9:05 AM CDT*

What service(s) do you include in the word "formatting" in the Scope section on page 6 of the RFP?

*Clint Pechacek, Jun 23, 2020 7:48 AM CDT*

Formatting would include any services required to conform a translated text into a particular requested format by the participating agency. Generally speaking this includes using matching font size, style, text alignment, spacing rules, etc. to a given set of specifications.

## RFP Scope

*Jill Mead, Jun 18, 2020 9:06 AM CDT*

What do you mean by "field testing of foreign language forms" in the Scope section on page 6 of the RFP?

*Clint Pechacek, Jun 23, 2020 7:45 AM CDT*

Field testing means testing forms and other projects with native speakers to ensure

comprehension, revise for clarity, etc.

## RFP Scope

*Jill Mead, Jun 18, 2020 9:06 AM CDT*

May a bidder include additional solutions that have a different geographical scope than its translation solution offerings? For example, in person interpreting in only one or two states, but translation services across all 58 jurisdictions included in the RFP?

*Clint Pechacek, Jun 23, 2020 7:45 AM CDT*

Yes.

## Estimated Quantities

*Jill Mead, Jun 18, 2020 9:06 AM CDT*

The RFP estimates volume of over \$5 million by year three of the contract. How was this figure derived?

*Clint Pechacek, Jun 23, 2020 7:44 AM CDT*

This figure was derived by estimating the amount of use translation services have nationally in public agencies currently and the expected adoption rate by Equalis member agencies, assuming a moderate level of usage by the awarded vendor(s).

## Evaluation Process – Pricing

*Jill Mead, Jun 18, 2020 9:06 AM CDT*

What is “auditable pricing”?

*Clint Pechacek, Jun 23, 2020 7:41 AM CDT*

Auditable pricing means that a member agency and state auditors can verify quotes they receive against the pricing provided in this contract.

### Evaluation Process – Pricing

*Jill Mead, Jun 18, 2020 9:07 AM CDT*

Pricing for services may vary wildly between languages resulting in bidders who have the lowest prices in some languages, but higher prices in other languages. How will you determine the “lowest price” under such circumstances?

*Clint Pechacek, Jun 23, 2020 7:39 AM CDT*

Evaluation criteria is given on page 11 of the RFP. While price will be considered, the RFP is evaluated based on best value rather than simply lowest price, pursuant to Sec 44.0351(c) of the Texas Education Code.

### Questionnaire - #20

*Jill Mead, Jun 18, 2020 9:07 AM CDT*

What do you anticipate for translation solution providers responding to question 20? Translation services are not typically thought of as being “manufactured” or “distributed”.

*Clint Pechacek, Jun 23, 2020 7:33 AM CDT*

Region 10 would anticipate that most respondents would classify themselves as manufacturers or as other.

### Questionnaire - #27; Contract Section 13.7

*Jill Mead, Jun 18, 2020 9:07 AM CDT*

This bidder uses a global network of freelance linguists on an independent contractor basis. Do you consider individual freelancers to be “subcontractors” in question 27 and in Contract Section 13.7?

*Clint Pechacek, Jun 23, 2020 7:31 AM CDT*

Yes.

### Questionnaire - #40

*Jill Mead, Jun 18, 2020 9:07 AM CDT*

To which “agency” do you refer in in question 40? Does this question ask what volume of sales the bidder is anticipating in the first three years of the contract?

*Clint Pechacek, Jun 23, 2020 7:31 AM CDT*

Agency means participating state or local agency. Yes, this question is asking for anticipated volume of sales through the contract.

### Pricing – Verifiable Price List; Attachment B – Price List

*Jill Mead, Jun 18, 2020 9:08 AM CDT*

What do you mean by “verifiable price list or catalog”? This bidder customizes its pricing for each client based on the clients’ unique needs, combination of services, languages needed, volume, and other factors and does not have any sort of standard price list. What should we use as a “verifiable price list”?

*Clint Pechacek, Jun 23, 2020 7:29 AM CDT*

It is up to the vendor to determine how best to offer auditable pricing. Public agencies will have to be able to verify that they are receiving contract pricing through the contract. Pricing can be listed as hourly labor rates, word count rates, volume discounts, etc.

### **Pricing – Word Count**

*Jill Mead, Jun 18, 2020 9:08 AM CDT*

This bidder's sophisticated translation management platform counts unique and leveraged words using each clients' unique translation memory database. Are you willing to consider this method for determining word count instead of Microsoft Word?

*Clint Pechacek, Jun 23, 2020 7:26 AM CDT*

Vendors are allowed to take exception to the terms and conditions of the RFP.

### **Contract – Article 3**

*Jill Mead, Jun 18, 2020 9:08 AM CDT*

The "Respondent's promise" section requires bidders to agree to offer comparable or better prices as currently offered to any present customer meeting the same qualifications or requirements. This bidder currently holds a state-wide public contract for all language services, including translation. The pricing in that contract is several years old and no longer in line with this bidder's pricing for other clients. The pricing in that contract will not be re-offered upon final expiration of that contract. This bidder is not willing to offer that contract's pricing through this RFP. If this disqualifying? Would that contract be considered distinguishable since it is an exclusive, mandatory, requirements contract and for all services (except American Sign Language)?

*Clint Pechacek, Jun 23, 2020 7:26 AM CDT*

Vendors are allowed to take exception to the terms and conditions of the RFP.

**Contract – Section 4.8**

<i>Jill Mead, Jun 18, 2020 9:09 AM CDT</i>
What happens if the awarded vendor is not willing to accept the supplemental terms required by a participating entity?
<i>Clint Pechacek, Jun 23, 2020 7:25 AM CDT</i>
Then the awarded vendor would likely lose the business and the participating entity would likely not use the contract and find some other way to procure services.

**Contract – Section 5.1**

<i>Jill Mead, Jun 18, 2020 9:09 AM CDT</i>
Has Region 10 ESC terminated any Equalis-managed contract for lack of use as described in Section 5.1?
<i>Clint Pechacek, Jun 23, 2020 7:22 AM CDT</i>
No.

**Contract – Sections 5.3 and 7.2**

<i>Jill Mead, Jun 18, 2020 9:09 AM CDT</i>
Unlike physical materials, there can be disagreement as to whether a translation is inaccurate or defective. For example, some terms can be translated in more than one way (such as synonyms and idioms). Sections 5.3 and 7.2 suggest that a vendor would have to defer to the subjective decision of each entity and replace or correct otherwise accurate translations at its own cost, which seems unfair to the vendor. How does Region 10 ESC and/or Equalis Group anticipate resolving

disputes regarding the quality or accuracy of translated content?

*Clint Pechacek, Jun 23, 2020 7:21 AM CDT*

Section 5.3 refers to failure to deliver. If a vendor failed to send requested changes to the customer in a timely fashion, they would have reason to terminate the contract. If this forced them to seek out alternative sources to complete the necessary work, then the vendor may be responsible for the costs of the work they were contracted to do. Section 7.2 only covers shipping costs for any material shipped back to the vendor. In this case that would apply to any printed material the vendor had provided. Neither section implies that corrections or revisions must be provided free-of-charge.

### **Contract – Section 7.1**

*Jill Mead, Jun 18, 2020 9:09 AM CDT*

Section 7.1 calls for product to be “shipped” within 7 days of receipt of a Purchase Order. Translation services do not work this way. Most public entities issue a blanket PO for services during the fiscal year. Turnaround times for each individual project vary based on the language requested, number of words, and whether the final content requires formatting/desktop publishing. Will Region 10 ESC modify this section to conform with industry standards?

*Clint Pechacek, Jun 23, 2020 7:14 AM CDT*

Vendors can take exception to the terms and conditions of the RFP.

### **Contract – Section 7.4**

*Jill Mead, Jun 18, 2020 9:10 AM CDT*

Translation content is delivered electronically. Please confirm that the limitation to delivery between 8 a.m. and 4 p.m. will not apply to this contract.

*Clint Pechacek, Jun 23, 2020 7:13 AM CDT*



Please refer to pg 27, Article 7.4: "Deliveries at any other time (including Saturdays, Sundays and holidays) will not be accepted unless arrangements have been made in advance with the receiver." Delivery arrangements can be negotiated with the receiving party.

### **Contract – Article 8**

*Jill Mead, Jun 18, 2020 9:10 AM CDT*

May vendor discontinue providing services to a participating entity that is past due on an uncontested invoice?

*Clint Pechacek, Jun 23, 2020 7:11 AM CDT*

Vendors may take exceptions to the terms and conditions of the RFP, including proposing additional language.

### **Contract – Section 9.2**

*Jill Mead, Jun 18, 2020 9:10 AM CDT*

What type of cost justification is required to increase prices for translation? Is Region 10 ESC willing to instead agree to a not-to-exceed percentage increase per renewal?

*Clint Pechacek, Jun 23, 2020 7:08 AM CDT*

Vendors must be able to justify the need for increase in cost of services. This may include changes in law, new industry requirements, etc. This will be required by state auditors, so while a not-to-exceed percentage increase may be accepted, written justification will still be required for increases.

### **Contract – Article 11**

*Jill Mead, Jun 18, 2020 9:10 AM CDT*

Other than Section 11.3, this Article seems to apply to physical goods and not a service like translation. In what ways do you believe the provisions in Article 11 apply to translation services?

*Clint Pechacek, Jun 23, 2020 7:04 AM CDT*

Section 11.3 would apply to any new products offered or any new services such as additional languages for which translation services are offered.

## **Contract – Article 12**

*Jill Mead, Jun 18, 2020 9:11 AM CDT*

None of the provisions in this Article seem to apply to translation services, which are never provided on-site. In what ways do you believe the provisions in Article 12 apply to translation services?

*Clint Pechacek, Jun 23, 2020 7:03 AM CDT*

If in-person translators were offered under this contract, Article 12 would apply. If your company does not offer this service, then Article 12 would not apply to your company.

## **Arizona Contractor Requirements**

*Jill Mead, Jun 18, 2020 9:11 AM CDT*

This bidder nearly exclusively uses native, in-country linguists in conformance with ISO and industry standards. In its home state, it holds an exemption from the “no offshore resources” Executive Order in light of the necessity of using offshore resources to provide quality, foreign language translation services. Does Arizona have an exemption option? In light of this bidder’s use of offshore resources, should it decline to offer work in Arizona?

*Clint Pechacek, Jun 23, 2020 7:01 AM CDT*

To Region 10's knowledge, Arizona does not have an exemption option for this requirement. It will be a respondent's responsibility to determine which states to offer their services in. However, ultimately it will be the responsibility of members to determine whether the contract meets their requirements, and members in state may be aware of exceptions to rules in their state that Region 10 is not aware of.

### **Affirmative Action Affidavit**

*Jill Mead, Jun 18, 2020 9:11 AM CDT*

Can you provide a copy of Report Form AA201-A?

*Clint Pechacek, Jun 23, 2020 6:57 AM CDT*

Report Form AA201-A is not required as this is not a construction project.

### **Equalis Exhibit A – Section 2.1**

*Jill Mead, Jun 18, 2020 9:11 AM CDT*

What are the anticipated duties of the executive corporate sponsor?

*Clint Pechacek, Jun 23, 2020 6:54 AM CDT*

As stated in Attachment A on page 3, it is expected that the Executive Corporate Sponsor will manage the national contract resulting from this RFP.

### **Equalis Exhibit B – Section 10**

*Jill Mead, Jun 18, 2020 9:12 AM CDT*

What percentage administrative fee will apply to this contract? This information is necessary to properly propose pricing.

*Clint Pechacek, Jun 23, 2020 6:52 AM CDT*

Administrative fees are negotiated between awarded respondents and Equalis. Please refer to page 6 of Attachment A where 2% is recommended.

## Submissions

Supplier	Date Submitted	Name	Email	Confirmation Code
<b>American International Translators</b>	Jul 07, 2020 7:24 PM CDT	Sandra Marchi	aitranslators@aol.com	ODkxNjA=
<b>LATN</b>	Jul 08, 2020 5:43 PM CDT	Cynthia Ericson	proposals@latn.com	ODk0MDE=
<b>TransPerfect Translations</b>	Jul 09, 2020 1:03 PM CDT	Matthew Jensen	mjensen@transperfect.com	ODk1NzU=
<b>Languages Translation Services</b>	Jul 09, 2020 12:19 PM CDT	Daniel Sabore	info@advancedtranslationservices.com	ODk1NDI=
<b>Albourn Translation Services</b>	Jul 07, 2020 10:38 AM CDT	Sandra Albourn	sandra@albourn.com	ODg5NTk=
<b>KTL Communications LLC</b>	Jul 09, 2020 9:24 AM CDT	Amir Khan	amir@ktl-communications.com	ODk0NTA=
<b>A WordJourney Translation, LLC</b>	Jul 08, 2020 9:49 AM CDT	Mirela Domuta	mirela.domuta@wjtranslation.com	ODkyMzE=

<b>HolaDoctor</b>	Jul 09, 2020 1:22 PM CDT	James Jones	jjones@holadoctor.net	ODk1OTM=
<b>Rugamas Creative Solutions</b>	Jul 08, 2020 5:33 PM CDT	Jorge Ramirez	jramirez.rcs@gmail.com	ODkzOTk=
<b>Language Bank, Inc.</b>	Jul 09, 2020 11:00 AM CDT	Peiwen Shih	peiwens@alanguagebank.com	ODk00TI=
<b>United Language Group</b>	Jul 09, 2020 10:47 AM CDT	Mladen Cvijanovic	mc@ulgroup.com	ODk0ODU=
<b>NTC Language Services</b>	Jul 09, 2020 11:30 AM CDT	Stephanie MacIntosh	ntc.languageservices@gmail.com	ODk1MTQ=
<b>Tri-Lin Integrated Services, Inc.</b>	Jul 09, 2020 12:19 PM CDT	Gabriela Guerrero	gguerrero@tri-lin.com	ODk1NDM=
<b>Global Link Language Services, Inc.</b>	Jul 09, 2020 12:22 PM CDT	ANTHONY FEDERICO	info@languagetranslate.com	ODk1NDY=
<b>Final Graphic</b>	Jul 09, 2020 12:54 PM CDT	Delmy Moran	delmy.moran@finalgraphic.com	ODk1NjY=
<b>Global Language System</b>	Jul 09, 2020 1:16 PM CDT	Komlan Koudifo	komlan.koudifo@globallanguagesystem.com	ODk1ODU=

<b>Idea Language Services, LLC</b>	Jul 09, 2020 1:41 PM CDT	Sergio Atristain	sergio@ideatranslations.com	ODk2MDc=
<b>Green Translations</b>	Jul 09, 2020 1:52 PM CDT	Fabien Darioli	fd@green-translations.com	ODk2MTk=

# Scoring Summary

## Active Submissions

	<b>Total</b>	<b>Products and Pricing</b>	<b>Performance Capability</b>	<b>Qualifications and Experience</b>	<b>Value Add</b>
<b>Supplier</b>	<b>/ 100 pts</b>	<b>/ 40 pts</b>	<b>/ 25 pts</b>	<b>/ 25 pts</b>	<b>/ 10 pts</b>
Idea Language Services, LLC	83.67 pts	35 pts	20.67 pts	20.33 pts	7.667 pts
United Language Group	82 pts	32.67 pts	21.67 pts	21.33 pts	6.333 pts
Tri-Lin Integrated Services, Inc.	81.33 pts	31.33 pts	21.67 pts	21.33 pts	7 pts
HolaDoctor	80.67 pts	37 pts	18.67 pts	17.33 pts	7.667 pts
TransPerfect Translations	74.33 pts	37.67 pts	20.33 pts	12.67 pts	3.667 pts



	<b>Total</b>	<b>Products and Pricing</b>	<b>Performance Capability</b>	<b>Qualifications and Experience</b>	<b>Value Add</b>
<b>Supplier</b>	<b>/ 100 pts</b>	<b>/ 40 pts</b>	<b>/ 25 pts</b>	<b>/ 25 pts</b>	<b>/ 10 pts</b>
Language Bank, Inc.	74 pts	30 pts	18.67 pts	19 pts	6.333 pts
Albourn Translation Services	74 pts	34 pts	17 pts	18 pts	5 pts
Languages Translation Services	69.67 pts	32 pts	15.67 pts	17.67 pts	4.333 pts
KTL Communications LLC	67 pts	31 pts	17 pts	14.67 pts	4.333 pts
Green Translations	64 pts	26.33 pts	14.33 pts	18.67 pts	4.667 pts
LATN	62 pts	24 pts	15.67 pts	19.33 pts	3 pts
Global Link Language Services, Inc.	60.67 pts	27 pts	16.33 pts	14 pts	3.333 pts
NTC Language Services	56.33 pts	25.67 pts	13.33 pts	13 pts	4.333 pts

	<b>Total</b>	<b>Products and Pricing</b>	<b>Performance Capability</b>	<b>Qualifications and Experience</b>	<b>Value Add</b>
<b>Supplier</b>	<b>/ 100 pts</b>	<b>/ 40 pts</b>	<b>/ 25 pts</b>	<b>/ 25 pts</b>	<b>/ 10 pts</b>
Rugamas Creative Solutions	55.67 pts	25 pts	12.33 pts	14.67 pts	3.667 pts
Global Language System	55 pts	29 pts	13 pts	10.33 pts	2.667 pts
Final Graphic	49.33 pts	29.33 pts	7 pts	11.33 pts	1.667 pts
A WordJourney Translation, LLC	49.33 pts	29.67 pts	11.67 pts	7 pts	1 pts
American International Translators	43.33 pts	22.33 pts	8.333 pts	12 pts	0.66667 pts