

Cobb County School District
IFB B2106, Translation and Interpretation Services

| Company | | ALTA Language Services | | Barbier International, Inc. | | Beacon Link, LLC | | eTranslation Services | |
|--------------------------------------|-----------------------|---|--|-----------------------------|---------------|------------------|------------------------|------------------------|--|
| Terms | | Net 30 | | Net 30 | | Net 30 | | Net 30 | |
| Item | Description | Rate Per Minute | Rate Per Hour | Rate Per Minute | Rate Per Hour | Rate Per Minute | Rate Per Hour | Rate Per Minute | Rate Per Hour |
| In Person Interpretation | | | | | | | | | |
| 1 | Spanish | NA | \$75; Two hour minimum applies for in-person services. Rate includes travel. | N/A | N/A | | 55.00 (2 hour minimum) | N/A | N/A |
| 2 | Portuguese | NA | 95 (Two-hour min) | N/A | N/A | | \$100.00 | N/A | N/A |
| 3 | All Other Languages | NA | 95 (Two-hour min) | N/A | N/A | | \$100.00 | N/A | N/A |
| 4 | Hours of Availability | NA | 7:30 AM - 8:30 PM EST M-F | N/A | N/A | | 24/7/365 | N/A | N/A |
| Over-the-Phone Interpretation | | | | | | | | | |
| 1 | Spanish | \$1.65 | NA | \$0.65 | \$39.00 | \$1.25 | \$75.00 | \$1.20 | \$72.00 |
| 2 | Portuguese | \$1.75 | NA | \$0.99 | \$59.40 | \$1.75 | \$100.00 | \$1.20 | \$72.00 |
| 3 | All Other Languages | \$1.75 | NA | \$0.99 | \$59.40 | \$1.75 | \$100.00 | \$3.00 | \$130.00 |
| 4 | Hours of Availability | 24/7 (on-demand) \$150.00 minimum for monthly invoices, which will be credited towards the first 1-90 minutes used | | NA | 24 hours | 24 hours | 24/7/365 | 24/7/365 | 24 hs/day availability Monday to Sunday |
| Video Remote Interpretation | | | | | | | | | |
| 1 | Spanish | NA | \$65 (Two-hour min) | \$0.65 | \$39.00 | \$1.25 | \$55.00 | \$1.75 | \$105.00 |
| 2 | Portuguese | NA | 85 (Two-hour min) | \$1.25 | \$70.00 | \$1.75 | \$100.00 | \$1.75 | \$105.00 |
| 3 | All Other Languages | NA | 85 (Two-hour min) | \$1.50 | \$90.00 | \$1.75 | \$100.00 | \$1.75 | \$105.00 |
| 4 | Hours of Availability | NA | 7:30 AM - 8:30 PM EST M-F | Pre-Scheduled | Pre-Scheduled | 24/7/365 | 24/7/365 | 24 hs/day availability | Monday to Sunday |
| Item | Description | | | Rate Per Word | | Rate Per Word | | Rate Per Word | |
| Document Translation Services | | | | | | | | | |
| 1 | Spanish | | | \$0.10 | | \$0.12 | | \$0.11 | |
| 2 | Portuguese | | | \$0.12 | | \$0.22 | | \$0.13 | |
| 3 | All Other Languages | | | \$0.18 | | \$0.22 | | \$0.18 | |

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|------------------------|------------------------|--|------------------|--|
| Additional Hourly Rate | | Rate Per Hour | Rate Per Hour | Rate Per Hour |
| Related Services Rate | | Desktop Publishing Spanish \$40/hour Desktop Publishing Portuguese \$50/hour Desktop Publishing All Other Languages \$60/hour | | DTP RATE: \$50 per hour (depending on the source file to format). Desktop Publishing Services: Desktop Publishing Service (DTP) involves the creation and adaptation of existing documents in view of meeting specific target-language format and layout requirements. |

Awarded items highlighted in yellow

Cobb County School District
IFB B2106, Translation and Interpretation Services

| Company | | Flix Translations | | Fox Translation Services | | Global Interpreting Services | | Hola Doctor | |
|--------------------------------------|-----------------------|--|--|--------------------------|---------------|------------------------------|---------------|-----------------|---------------|
| Terms | | Net 30 | | Net 30 | | Net 30 | | Net 30 | |
| Item | Description | Rate Per Minute | Rate Per Hour | Rate Per Minute | Rate Per Hour | Rate Per Minute | Rate Per Hour | Rate Per Minute | Rate Per Hour |
| In Person Interpretation | | | | | | | | | |
| 1 | Spanish | N/A | N/A | | No Bid | N/A | N/A | N/A | \$53.00 |
| 2 | Portuguese | N/A | N/A | | No Bid | N/A | N/A | N/A | \$74.00 |
| 3 | All Other Languages | N/A | N/A | | No Bid | N/A | N/A | N/A | \$74.00 |
| 4 | Hours of Availability | N/A | N/A | | No Bid | N/A | N/A | | 24/7/365 |
| Over-the-Phone Interpretation | | | | | | | | | |
| 1 | Spanish | \$1.00 | \$60.00 | | No Bid | \$0.95 | \$57.00 | \$0.58 | \$34.80 |
| 2 | Portuguese | \$1.60 | \$96.00 | | No Bid | \$0.95 | \$57.00 | \$0.58 | \$34.80 |
| 3 | All Other Languages | \$1.80 | \$108.00 | | No Bid | \$0.95 | \$57.00 | \$0.58 | \$34.80 |
| 4 | Hours of Availability | Check Language List to see language availability | Check Language List to see language availability | | No Bid | 24 hours | | 24/7/365 | |
| Video Remote Interpretation | | | | | | | | | |
| 1 | Spanish | \$1.60 | \$96.00 | | No Bid | \$1.99 | \$119.40 | \$0.58 | \$34.80 |
| 2 | Portuguese | \$1.80 | \$108.00 | | No Bid | \$1.99 | \$119.40 | \$0.58 | \$34.80 |
| 3 | All Other Languages | \$1.80 | \$108.00 | | No Bid | \$1.99 | \$119.40 | \$0.58 | \$34.80 |
| 4 | Hours of Availability | Check Language List to see language availability | Check Language List to see language availability | | No Bid | 24 hours | | 24/7/365 | |
| Item | Description | Rate Per Word | | Rate Per Word | | Rate Per Word | | Rate Per Word | |
| Document Translation Services | | | | | | | | | |
| 1 | Spanish | \$0.10 | | \$0.09 | | \$0.20 | | \$0.09 | |
| 2 | Portuguese | \$0.14 | | \$0.13 | | \$0.20 | | \$0.15 | |
| 3 | All Other Languages | \$0.20 | | \$0.13 | | \$0.20 | | \$0.20 | |

**Cobb County School District
IFB B2106, Translation and Interpretation Services**

| Company | Flix Translations | Fox Translation Services | Global Interpreting Services | Hola Doctor |
|------------------------|-------------------|--|------------------------------|---|
| Additional Hourly Rate | Rate Per Hour | Rate Per Hour | Rate Per Hour | Rate Per Hour |
| Related Services Rate | \$100.00 | Multilingual Desk Top Publishing and Formatting is offered at the rate of \$45.00 Per Hour. See attached proposal for details. | | ASL = \$84.00 in-person per hour / \$53.00 video remote per hour Desktop Publishing = \$40.00 per hour Braille = 10 per page + shipping |

Awarded items highlighted in yellow

Cobb County School District
 IFB B2106, Translation and Interpretation Services

| Company | | Idea Language Services, LLC | | Languages Translation Services | | Latin American Translators Network (LATN) | | Lionbridge | |
|--------------------------------------|-----------------------|-----------------------------|---------------|--------------------------------|---------------|---|------------------|-----------------|---|
| Terms | | Net 30 | | Net 30 | | Net 30 | | Net 30 | |
| Item | Description | Rate Per Minute | Rate Per Hour | Rate Per Minute | Rate Per Hour | Rate Per Minute | Rate Per Hour | Rate Per Minute | Rate Per Hour |
| In Person Interpretation | | | | | | | | | |
| 1 | Spanish | N/A | | | | *2 Hour Minimum | \$46.00* | - | - |
| 2 | Portuguese | N/A | | | | *2 Hour Minimum | \$67.00* | - | - |
| 3 | All Other Languages | N/A | | | | *2 Hour Minimum | \$76.00* | - | - |
| 4 | Hours of Availability | N/A | | | | | 24/7/365 | - | - |
| Over-the-Phone Interpretation | | | | | | | | | |
| 1 | Spanish | \$0.95 | \$57.00 | \$1.00 | | \$0.70* | *15 Min. Minimum | \$0.45 | Charges per minute after connecting with an interpreter |
| 2 | Portuguese | \$1.50 | \$90.00 | \$1.50 | | \$0.85* | *15 Min. Minimum | \$0.55 | Charges per minute after connecting with an interpreter |
| 3 | All Other Languages | \$1.50 | \$90.00 | \$1.75 | | \$0.85* | *15 Min. Minimum | \$0.89 | Charges per minute after connecting with an interpreter |
| 4 | Hours of Availability | 24/7 | | Sundays -Fridays, 24/6 | | 24/7/365 | | 24/7/365 | Charges per minute after connecting with an interpreter |
| Video Remote Interpretation | | | | | | | | | |
| 1 | Spanish | \$1.50 | \$90.00 | \$1.00 | | \$1.25* | *15 Min. Minimum | - | - |
| 2 | Portuguese | \$3.50 | \$210.00 | \$1.50 | | \$1.50* | *15 Min. Minimum | - | - |
| 3 | All Other Languages | \$3.50 | \$210.00 | \$1.75 | | \$1.50* | *15 Min. Minimum | - | - |
| 4 | Hours of Availability | 24/7 | | Sundays -Fridays, 24/6 | | 24/7/365 | | - | - |
| Item | Description | Rate Per Word | | Rate Per Word | | Rate Per Word | | Rate Per Word | |
| Document Translation Services | | | | | | | | | |
| 1 | Spanish | \$0.07 | | \$0.10 | | \$0.14/300 Word Minimum | | - | |
| 2 | Portuguese | \$0.09 | | \$0.14 | | \$0.24/ 300 Word Minimum | | - | |
| 3 | All Other Languages | \$0.17 | | \$0.20 | | \$0.25/ 300 Word Minimum | | - | |

Cobb County School District
IFB B2106, Translation and Interpretation Services

| Company | Idea Language Services, LLC | Languages Translation Services | Latin American Translators Network (LATN) | Lionbridge |
|------------------------|-----------------------------|--------------------------------|---|--|
| Additional Hourly Rate | Rate Per Hour | Rate Per Hour | Rate Per Hour | Rate Per Hour |
| Related Services Rate | \$20.00 | \$200.00 for transcription. | Please see Quote response for additional services | No additional fees charged to Cobb County School District. |

Awarded items highlighted in yellow

Cobb County School District
IFB B2106, Translation and Interpretation Services

| Company | | Powerling, Inc. | | Propio Language Services | | Sign Language USA | | Syncroz Language Solutions | |
|--------------------------------------|-----------------------|---|--|---|---------------|---|---------------|----------------------------|---------------|
| Terms | | Net30 | | Net 30 | | Net 30 | | Net 30 | |
| Item | Description | Rate Per Minute | Rate Per Hour | Rate Per Minute | Rate Per Hour | Rate Per Minute | Rate Per Hour | Rate Per Minute | Rate Per Hour |
| In Person Interpretation | | | | | | | | | |
| 1 | Spanish | Not Available | Not Available | N/A | N/A | | \$60.00 | No Bid | N/A |
| 2 | Portuguese | Not Available | Not Available | N/A | N/A | | \$60.00 | No Bid | N/A |
| 3 | All Other Languages | Not Available | Not Available | N/A | N/A | | \$70.00 | No Bid | N/A |
| 4 | Hours of Availability | Not Available | Not Available | N/A | N/A | | 24 Hours | No Bid | N/A |
| Over-the-Phone Interpretation | | | | | | | | | |
| 1 | Spanish | \$1.20 | \$70.00 | \$0.45 | N/A | \$0.75 | | \$0.85 | \$51.00 |
| 2 | Portuguese | \$1.28 | \$75.00 | \$0.69 | N/A | \$0.75 | | \$0.85 | \$51.00 |
| 3 | All Other Languages | \$1.35 | \$80.00 | \$0.69 | N/A | \$0.75 | | \$0.85 | \$51.00 |
| 4 | Hours of Availability | 24h/7d | | 24/7/365 | N/A | 24 hours | | 24/7/365 | 24/7/365 |
| Video Remote Interpretation | | | | | | | | | |
| 1 | Spanish | \$1.45 | \$85.00 | \$0.89 | N/A | \$1.00 (on demand \$0.75 (scheduled) | | \$1.35* | \$81.00* |
| 2 | Portuguese | \$1.45 | \$85.00 | \$1.29 | N/A | \$1.00 (on demand \$0.75 (scheduled) | | \$1.35* | \$81.00* |
| 3 | All Other Languages | \$1.45 | \$85.00 | \$1.29 (All Other Spoken) / \$1.89 (ASL) | N/A | \$1.00 (on demand \$0.75 (scheduled) | | \$1.35* | \$81.00* |
| 4 | Hours of Availability | 24h/7d (* only available M-F, 8am-8pm EST) | Limitation of other languages available: ASL, Albanian, Arabic, Bosnian, Bulgarian, Burmese*, Chinese, Croatian, Farsi, French, Greek, Hindi, Italian, Korean*, Japanese, Macedonian, Nepali*, Polish, Russian, Romanian, Swahili*, Turkish, Vietnamese* | 24/7/365 | N/A | 24 hours | | 24/7/365 | 24/7/365 |
| Item | Description | Rate Per Word | | Rate Per Word | | Rate Per Word | | Rate Per Word | |
| Document Translation Services | | | | | | | | | |
| 1 | Spanish | \$0.13 | | \$0.10 | | \$0.15 | | No Bid | |
| 2 | Portuguese | \$0.13 | | \$0.18 | | \$0.20 | | No Bid | |
| 3 | All Other Languages | \$0.18 | | \$0.18 | | \$0.20 | | No Bid | |

**Cobb County School District
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| Company | Powerling, Inc. | Propio Language Services | Sign Language USA | Syncroz Language Solutions |
|------------------------|---|--------------------------|-------------------|--|
| Additional Hourly Rate | Rate Per Hour | Rate Per Hour | Rate Per Hour | Rate Per Hour |
| Related Services Rate | Layout/ Desktop Publishing: \$68/hour Transcribing: On request (depending on project and language pair) | \$80.00/hour | | *The "All Other Languages" rate above for Video Remote Interpreting does not include ASL. The rate for ASL VRI is \$2.25 per minute. Also, the OPI and VRI rates above are for our on-demand portal and phone application. The on-demand VRI portal is not compatible using Zoom. If Zoom calls are required can be easily scheduled and are subject to a one-hour minimum charge. I.e. \$81 per hour for all languages and \$135 for scheduled ASL VRI. |

Awarded items highlighted in yellow

Cobb County School District
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| | | Company | Translation Station | |
|--------------------------------------|-----------------------|---------|---|---------------------|
| | | Terms | Net 30 | |
| Item | Description | | Rate Per Minute | Rate Per Hour |
| In Person Interpretation | | | | |
| 1 | Spanish | | N/A | \$55.00* |
| 2 | Portuguese | | N/A | \$65.00* |
| 3 | All Other Languages | | N/A | \$85.00* |
| 4 | Hours of Availability | | N/A | 7AM - 7PM |
| Over-the-Phone Interpretation | | | | |
| 1 | Spanish | | \$1.00 (on-demand) | \$50.00 (scheduled) |
| 2 | Portuguese | | \$1.10 (on-demand) | \$60.00 (scheduled) |
| 3 | All Other Languages | | \$1.25 (on-demand) | \$80.00 (scheduled) |
| 4 | Hours of Availability | | 24/7/365 | 7AM - 7PM |
| Video Remote Interpretation | | | | |
| 1 | Spanish | | \$1.75 (on-demand) | \$50.00 (scheduled) |
| 2 | Portuguese | | \$2.00 (on-demand) | \$60.00 (scheduled) |
| 3 | All Other Languages | | \$2.00 (on-demand) | \$80.00 (scheduled) |
| 4 | Hours of Availability | | Sp: 24/7/365; Port. and Other: 8AM - 10PM EST | 7AM - 7PM |
| Item | Description | | Rate Per Word | |
| Document Translation Services | | | | |
| 1 | Spanish | | \$0.12 per word (\$80.00 minimum) | |
| 2 | Portuguese | | \$0.18 per word (\$80.00 minimum) | |
| 3 | All Other Languages | | \$0.25 per word (\$80.00 minimum) | |

Cobb County School District
IFB B2106, Translation and Interpretation Services

| Company | Translation Station |
|------------------------|--|
| Additional Hourly Rate | Rate Per Hour |
| Related Services Rate | Note: Hourly rates above have a 2-hour minimum |

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