



COUNTY OF PLACER, AUBURN, CA  
BID TABULATION & NOTICE OF INTENT TO AWARD

Bid No. 20064  
Title: Interpreting and Translation Services  
Due Date: 4/16/20  
Alicia Wilbur  
530-889-4229  
(Recommended award is highlighted)

		Name of Firm	United Language Group, Inc.	Hanna Interpreting Services, LLC	Natural Languages LLC	J Rivera Associates, Inc.	AllWorld Language Consultants, Inc.	Language World Services, Inc.	Fair Lux
		City/State	Minneapolis, MN	San Jose, CA	Jersey City, NJ	Los Angeles, CA	Rockville, MD	Carrollton, TX	Sacramento, CA
		Contact	Bob Arnold	Tom Hanna	Lily Pacheco	Jose Rivera	Dante Scandiflo	Angelica Mendoza	Choua Lo
		Email	bob.arnold@ulgroup.com	tom@hannas.com	lily@naturallanguages.net	jrivera@jra.com	dante@alwcinc.com	angelica@lancusaworld.com	choua@fairlux.com
		Telephone	303-949-0403	619-330-9490	973-297-1777	209-425-0951		916-333-4247	916-662-7176
		Fax Number	303-949-0430	619-741-0017	973-297-1778	209-625-8836		916-487-7088	916-582-0331
		LVP Certified?	No	No	No	No	No	No	No
		Invoice Terms	Net 30	Net 30	30-35 business days via paper check	Net 30	Net 30	Net 30	Net 30
Line	Description								
1	On-Site Services Interpreting - per hour	\$ 100.0000	\$ 100.0000	\$ 50.0000	\$ 94.740	\$ 71.50	\$ 71.50	\$ 75.0000	\$ 75.0000
2	On-Site Multiple Clients - per hour	\$ 100.0000	\$ 100.0000	\$ 50.0000	\$ 186.480	\$ 71.50	\$ 71.50	\$ 75.0000	\$ 75.0000
3	No Show and Unscheduled Cancellations	\$ 100.0000	\$ 100.0000	\$ 50.0000	\$ 94.740	\$ 71.50	\$ 71.50	\$ 75.0000	\$ 75.0000
4	Expedite/Emergency Appointments	\$ 130.0000	\$ 130.0000	\$ 50.0000	\$ 111.740	\$ 75.00	\$ 75.00	\$ 80.0000	\$ 80.0000
5	Weekend and Holiday Appointments	\$ 130.0000	\$ 130.0000	\$ 50.0000	\$ 111.740	\$ 78.00	\$ 78.00	\$ 75.0000	\$ 75.0000
6	Out Side Normal Business Hour Appointment	\$ 130.0000	\$ 130.0000	\$ 50.0000	\$ 111.740	\$ 78.00	\$ 78.00	\$ 75.0000	\$ 75.0000
7	Evening Appointments	\$ 130.0000	\$ 130.0000	\$ 50.0000	\$ 111.740	\$ 78.00	\$ 78.00	\$ 75.0000	\$ 75.0000
8	Adult, Adolescent, and Child Psychiatry App	\$ 100.0000	\$ 100.0000	\$ 50.0000	\$ 94.740	\$ 71.50	\$ 71.50	\$ 75.0000	\$ 75.0000
9	Written Translation Services (per word)	\$ 0.1700	\$ 0.1700	\$ 0.3000	\$ 0.220	\$ 0.17	\$ 0.17	\$ 0.1600	\$ 0.1600
10	Expedite/Emergency Written Translation (p	\$ 0.2300	\$ 0.2300	\$ 0.3000	\$ 0.270	\$ 0.17	\$ 0.17	\$ 0.1800	\$ 0.1800
Subtotal			\$920.40	\$400.600	\$921.15		\$595.34		\$605.34
LVP							0.00		0.00
Promot Pay Disc			\$0.00	\$0.00	\$0.00		0.00		0.00
Ref. Price			\$920.40	\$400.60	\$921.15		\$595.34		\$599.39

BID EVALUATION:

ITEM	MAX PTS	RESPONSE	SCORE	RESPONSE	SCORE	RESPONSE	SCORE	RESPONSE	SCORE	RESPONSE	SCORE	RESPONSE	SCORE	RESPONSE	SCORE	LOWEST COST
Points for lowest bid total	30	\$920.40	13	\$400.60	30	\$921.15	13	\$595.34	20	\$599.29	20					400.60
How many Language Interpreters do you have on staff and available for Placer County Scoring: Maximum Points = 7 Points 0-3 = 1 Point 4-7 = 3 Points 8-11 = 4.5 Points 12 or more = 7 Points	7	at least 12	7	More than 12	7	Over 300	7	More than 12	7	Over 400	7					
Do you have interpreters on staff and available for Placer County that speak at least fourteen languages indicated in questionnaire Scoring: Maximum = 14 points (1 pt per language)	14	all 14	14	all 14	14	all 14	14	all 14	14	all 14	14					
Does your agency employ certified interpreters? If so what percent (%) of interpreters are certified Scoring: Maximum Points = 5 Points 0-30% = 1 Point 31%-49% = 2 Points 50%-69% = 3.5 Points 70%-89% = 5 Points 90%-100% = 5 Points	5	100%	5	95%	3.5	80%	3.5	100%	5	96%	3.5					
Qualifications/Experience of Agency - Indicate the total number of years of experience your firm has with providing language interpretation and translation services to Government clients. Scoring: Maximum 20 points: 5 to 10 years = 12 points 10 to 15 years = 17 points 15+ years = 20 points	20	over 35 years	20	10 years	17	25+	20	25 years	20	15 years	20					
References - Provide three or more references from other customers, preferable other government agencies. Scoring: Maximum 24 points (8 pts per reference) Points will be granted based on reference being Government or Private Sector client as identified in bidder's References. Private Sector Reference = 4 points Government Reference = 8 points	24	3 Gov	24	3 Gov	24	2 Gov - 1 Private	20	3 Gov	24	3 Gov	24					
SUBTOTAL	70.0		83		95.5		77.5		90		88.6					
Local Vendor Preference - 5% of Score (1)	5.0		0		0		0		0		0					
TOTAL SCORE	105.0		83		95.5		77.5	Non Responsive - Did Not submit Attachment C - Bidder Questionnaire	90	Non Responsive - Did Not submit Attachment C - Bidder Questionnaire	88.6					