

SECTION 5: PRICING — SERVICE TIER & VOLUME DISCOUNT STRUCTURE

Live Voice Interpretation (Workstream 1)

SERVICE	UNIT	LIST PRICE	COOPERATIVE DISCOUNT %
Live AI Interpretation — per meeting/hour (up to 50 participants)	Per hour/per translation language	\$35	**
Live AI Interpretation — per meeting/hour (51–200 participants)	Per hour/per translation language	\$35	**
Live AI Interpretation — per meeting/hour (201+ participants)	Per hour/per translation language	\$35	**
Monthly subscription — unlimited meetings (up to 10/month)	Per month	\$	**
Annual subscription — unlimited meetings	Per year	\$	**
Additional language channel (beyond base package)	Per language/meeting	\$35/hr	**

** Cooperative discounts are subject to volumes

Document Translation (Workstream 2)

SERVICE	UNIT	LIST PRICE	COOPERATIVE DISCOUNT %
AI document translation — standard (no human review)	Per word	\$0.0015	**
AI document translation — with human post-editing	Per word	\$0.010	**
Emergency/rush translation (< 4 hour turnaround)	Per word	\$0.016	**
Website content localization (per page)	Per page	\$3	**
Annual document translation subscription (volume tiers)	Per year	\$ Subject to volumes	**

** Cooperative discounts are subject to volumes

Platform Licensing (Workstream 4)

SERVICE	UNIT	LIST PRICE	COOPERATIVE DISCOUNT %
SaaS Platform License — small agency (< 50,000 population)	Per year	\$72,000	**
SaaS Platform License — mid-size agency (50k–300k population)	Per year	\$72,000	**
SaaS Platform License — large agency (300k+ population)	Per year	\$72,000	**
API access (per 1 million characters translated)	Per 1M chars	\$250	**
On-premise/private cloud deployment (one-time setup + annual)	Lump sum	\$10,000	**

**** Cooperative discounts are subject to volumes**

Price Guarantee

Proposed pricing is guaranteed for the initial term of the contract.

Most Favored Public Pricing

Confirm that your proposed pricing represents pricing equal to or better than what your firm offers to individual entities or other cooperative programs with equal or lower anticipated volume. Provide any volume discount tiers available to PPAs under the cooperative agreement.