

EVALUATION SECTION 5: PRICING — SERVICE TIER & VOLUME DISCOUNT STRUCTURE

Pricing Explanation

Under this cooperative contract, pricing will be established through a combination of per-unit, subscription, and volume-tiered pricing structures. Offerors must submit clear, transparent pricing for each service category. Pricing must represent the Offeror's best commercial pricing and must be equal to or better than pricing offered to any other cooperative program with equal or lower estimated volume.

Required Pricing Submissions — Live Voice Interpretation (Workstream 1)

SERVICE	UNIT	LIST PRICE	COOPERATIVE DISCOUNT %
Live AI Interpretation — per meeting/hour (up to 50 participants)	Per hour	\$__250__	__2__%
Live AI Interpretation — per meeting/hour (51–200 participants)	Per hour	\$__260__	__2__%
Live AI Interpretation — per meeting/hour (201+ participants)	Per hour	\$__270__	__2__%
Monthly subscription — unlimited meetings (up to 10/month)	Per month	\$__5,000__	__2__%
Annual subscription — unlimited meetings	Per year	\$__70,000__	__2__%
Additional language channel (beyond base package)	Per language/meeting	\$__100__	__2__%

Required Pricing Submissions — Document Translation (Workstream 2)

SERVICE	UNIT	LIST PRICE	COOPERATIVE DISCOUNT %
AI document translation — standard (no human review)	Per word	\$_0,04__	__1__%
AI document translation — with human post-editing	Per word	\$_0,13__	__1__%
Emergency/rush translation (< 4 hour turnaround)	Per word	\$_0,16__	__1__%
Website content localization (per page)	Per page	\$__60__	__2__%
Annual document translation subscription (volume tiers), without human Tier 1 (1-20,000 words)	Per year	\$_600__	__2__%
Annual document translation subscription (volume tiers), without human Tier 2 (20,000-50,000 words)	Per year	\$_1,500__	__2__%
Annual document translation subscription (volume tiers), without human Tier 3 (50,000 - 100,000 words)	Per year	\$_2,500__	__2__%

Annual document translation subscription (volume tiers), without human Tier 4 (100,000 - 500,000 words)	Per year	\$ _9,000__	_2__%
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Important note: All the rates for this Workstream are without human OCR that may be required for better quality.

Human OCR is often more accurate than machine OCR because humans can correctly interpret unclear scans, handwritten text, poor image quality, unusual formatting, and context-dependent characters that automated OCR engines may misread. Human OCR is also better at identifying formatting issues, correcting recognition errors, and preserving the meaning of complex legal, technical, or multilingual documents. This is especially important for high-stakes content where OCR mistakes could lead to incorrect translations, missing information, or compliance risks.

Additional DTP services may be required so as the translations mirror the format of the originals. OCR and/or DTP are charged additionally.

The For MT translations, we may add AI OCR for free.

Required Pricing Submissions — OPI / VRI (Workstream 3)

SERVICE	UNIT	LIST PRICE	COOPERATIVE DISCOUNT %
OPI — AI-assisted (major languages: Spanish, Mandarin, etc.)	Per minute	\$ _0,25__	_1__%
OPI — AI-assisted (all other languages)	Per minute	\$ _0,25__	_1__%
OPI — Human interpreter (complex/sensitive)	Per minute	\$ _0,65__	_1__%
VRI — standard	Per minute	\$ _0,75__	_1__%
VRI — ASL (American Sign Language)	Per minute	\$ _1,25__	_1__%
Monthly flat-rate OPI subscription (volume tiers)	Per month	\$ _99__	_1__%
Tier 1 (100 minutes (human))			
Monthly flat-rate OPI subscription (volume tiers)	Per month	\$ _150__	_1__%
Tier 2 (200 minutes (human))			
Monthly flat-rate OPI subscription (volume tiers)	Per month	\$ _350__	_1__%
Tier 3 (500 minutes (human))			

Platform Licensing (Workstream 4)

SERVICE	UNIT	LIST PRICE	COOPERATIVE DISCOUNT %
SaaS Platform License — small agency (< 100,000 words)	Per year	\$ 30,000	_1__%
SaaS Platform License — mid-size agency (250k words)	Per year	\$ 50,000	_1__%
SaaS Platform License — large agency (1 mln words)	Per year	\$ 75,000	_1__%

API access (per 1 million characters translated)	Per 1M chars	\$ _35,000__	_1__%
On-premise/private cloud deployment (one-time setup + annual)	Lump sum	\$ 40,000 (license); \$ 10,000 (setup)	_1__%

All cooperative discounts are applied to monthly invoice.

Price Guarantee

The proposed pricing is guaranteed for the initial term of the contract. Price adjustments, if any, shall be discussed after the initial term of the contract and shall not exceed the Consumer Price Index (CPI) for the applicable service category.

Most Favored Public Pricing

With this statement Effectiff LLC confirms that the proposed pricing represents better than Effectiff offers to individual entities or other cooperative programs with equal or lower anticipated volume.