3/1/2022

**Contract Information**

<table>
<thead>
<tr>
<th>Title:</th>
<th>AMERICAN SIGN LANGUAGE (ASL) INTERPRETER SERVICES</th>
</tr>
</thead>
<tbody>
<tr>
<td>IFB/RFP Number:</td>
<td>RFP#R19195 R3</td>
</tr>
<tr>
<td>Supersedes:</td>
<td>RFP#R17122</td>
</tr>
<tr>
<td>Vendor Name:</td>
<td>See attached Vendor List for Multiple Awards</td>
</tr>
<tr>
<td>Debarment Form:</td>
<td><strong>Required:</strong> No Form on File <strong>Not Applicable</strong></td>
</tr>
<tr>
<td>Contractor Certification:</td>
<td><strong>Required:</strong> Yes Form on File <strong>Yes</strong></td>
</tr>
<tr>
<td>Virginia Code 22.1-296.1</td>
<td>…the school board shall require the contractor to provide certification that all persons who will provide such services have not been convicted of a felony or any offense involving the sexual molestation or physical or sexual abuse or rape of a child.</td>
</tr>
<tr>
<td>Pricing:</td>
<td>See attached Pricing Sheet(s)</td>
</tr>
<tr>
<td>Contract Period:</td>
<td>March 1, 2022 – February 28, 2023</td>
</tr>
<tr>
<td>Contract Renewal Number:</td>
<td>3</td>
</tr>
<tr>
<td>Number of Renewals Remaining:</td>
<td>1</td>
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<tr>
<td>Purchasing Contact:</td>
<td>Pixie Calderwood</td>
</tr>
<tr>
<td>Purchasing Director:</td>
<td>Andrea Philyaw</td>
</tr>
</tbody>
</table>
Agenda Item Details

Meeting: January 18, 2022 – 2nd Tuesday Finance and Operations Committee Meeting 5:00 PM
Category: Information Item
Subject: Business and Financial Services: RFP #R19195 American Sign Language (ASL) Interpreter Services, Renewal
Access: Public
Type: Information

Public Content

SUMMARY:

In order to obtain qualified American Sign Language interpreters for LCPS students, staff, parents and other members of the public who are deaf or hard of hearing and require communications services to participate in school business, Procurement Services issued a Request for Proposal. These services would be required at various times during the regular business day, evenings, and weekends, as the need occurs, by all schools and the central office. These providers would serve as a resource pool to be used on an as-needed basis. The contract was awarded to Sign Language USA of McLean, VA, HIS Sign of Ashburn, VA, Purple Communication, Inc. of Rockville, MD and All World Language Consultants, Inc. of Rockville, MD.

The value of this award may exceed $250,000 and will be determined by the number of occasions where ASL interpreter services are required. The funds for these services are included in the Leave and Disability and Special Education Appropriated Budgets. This is the third of four renewal options on this contract.

Unless directed otherwise, this will be brought forward as an action item to the February 15, 2022 Finance and Operations Committee meeting and to the School Board Consent Agenda on February 22, 2022. The recommendation for action will be as follows:

That the Loudoun County School Board renew RFP # R19195 American Sign Language (ASL) Interpreter Services in accordance with the staff recommendation for the period of March 1, 2022 through February 28, 2023.

Staff Reference: Elizabeth Martinez
Telephone: 571-252-1011

Staff Reference: Jeanette Evans
Telephone: 571-252-1402

Staff Reference: Lisa Boland
Telephone: 571-252-1554
CONTRACT MODIFICATION

Date: November 9, 2021

Contract No.: RFP #R19195

Modification No.: 3

Contractor: SIGN LANGUAGE, U.S.A. LLC
CONTACT: Jeff Ingram, Director Marketing & Development
PO Box 1246
McLean, VA 22101
PH: 703.628.5472
DIRECT: 240.753.6941
Jeff@SignlanguageUSA.com
www.SignlanguageUSA.com

SUBJECT: CONTRACT RENEWAL

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

By mutual agreement, contract RFP #R19195, American Sign Language (ASL) Interpreter Services is renewed for a period of one year from March 1, 2022 through February 28, 2023, in accordance with section 6.1 of the contract. The Terms and Conditions will be as specified in the original contract. This represents the third renewal option for this contract.

SIGN LANGUAGE, U.S.A. LLC

BY: ____________________________
AUTHORIZED SIGNATURE

TITLE: C.E.O
DATE: 11/9/2021

LOUDOUN COUNTY PUBLIC SCHOOLS

BY: ____________________________
AUTHORIZED SIGNATURE

TITLE: Director, Procurement/Risk Management
DATE: 2/25/2022
CONTRACT MODIFICATION

Date: November 9, 2021

Contract No.: RFP #R19195

Modification No.: 3

Contractor: HIS SIGN
Matt Peev, Account Executive
44050 Ashburn Shopping Plaza Suite 195-639
Ashburn, VA 20147
PH: 877.886.8879 X 7
FAX: 703.738.8618
Matt@hissign.com
RequestInterpreter@HISsign.com

SUBJECT: CONTRACT RENEWAL

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By mutual agreement, contract RFP #R19195, American Sign Language (ASL) Interpreter Services is renewed for a period of one year from March 1, 2022 through February 28, 2023, in accordance with section 6.1 of the contract. The Terms and Conditions will be as specified in the original contract. This represents the third renewal option for this contract.

HIS SIGN

BY: Matt Peev
AUTHORIZED SIGNATURE

TITLE: Account Executive

DATE: 11/09/2021

LOUDOUN COUNTY PUBLIC SCHOOLS

BY: Andrea Philpaw
AUTHORIZED SIGNATURE

TITLE: Director, Procurement/Risk Management

DATE: 2/25/2022
CONTRACT MODIFICATION

Date: November 9, 2021

Contract No.: RFP #R19195

Modification No.: 3

Contractor: PURPLE COMMUNICATIONS, INC.
Michael Amsterdam Director of Contracts
6010 Executive Boulevard, Suite 706
Rockville, MD 20852
PH: 916.274.8449
contracts@purple.us

SUBJECT: CONTRACT RENEWAL

This Supplemental Agreement is entered into pursuant to the provisions of the basic contract.

By mutual agreement, contract RFP #R19195, American Sign Language (ASL) Interpreter Services is renewed for a period of one year from March 1, 2022 through February 28, 2023, in accordance with section 6.1 of the contract. The Terms and Conditions will be as specified in the original contract. This represents the third renewal option for this contract.

PURPLE COMMUNICATIONS, INC.

BY: ____________________________
Michael Amsterdam
AUTHORIZED SIGNATURE

TITLE: __________________________
Director of Contracts

DATE: __________________________
11/11/2021

LOUDOUN COUNTY PUBLIC SCHOOLS

BY: ____________________________
Andrea Philyaw
AUTHORIZED SIGNATURE

TITLE: __________________________
Director, Procurement/Risk Management

DATE: __________________________
2/25/2022
CONTRACT MODIFICATION

Date: November 9, 2021
Contract No.: RFP #R19195
Modification No.: 3
Contractor: ALLWORLD LANGUAGE CONSULTANTS, INC.
Tanya Dixon-Mathurin Operations Manager
172 Rollins Avenue
Rockville, MD 20852
PH: 301.881.8884 X 1319
Scandiffio@alcinc.com

SUBJECT: CONTRACT RENEWAL

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ALLWORLD LANGUAGE CONSULTANTS, INC.

BY: ___________________________  TITLE: Director of Operations
DATE: 11/11/2021

LOUDOUN COUNTY PUBLIC SCHOOLS

BY: ___________________________  TITLE: Director, Procurement/Risk Management
DATE: 2/25/2022
### CERTIFICATION LEVELS:

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<thead>
<tr>
<th>Certification</th>
<th>ALCI Neg</th>
<th>HIS Neg</th>
<th>Sign L Neg</th>
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### INTERPRETING ASSIGNMENTS

<table>
<thead>
<tr>
<th>Time Period</th>
<th>Rate</th>
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<tbody>
<tr>
<td><strong>BETWEEN 5:00 PM - 7:00 AM MONDAY THRU THURSDAY</strong></td>
<td>$73.00</td>
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<tr>
<td><strong>BETWEEN FRIDAY 5:00 PM &amp; MONDAY 7:00 AM</strong></td>
<td>$80.00</td>
</tr>
</tbody>
</table>

### Video Interpreting Rate

- 2.75-3.00/min
- 2.85/minute (5 minute minimum per call)

### Cancellation from date of service

- 5pm previous day
- 1 business day
- 24 Hours
- 2 Business days

### Cancellation fee (if cancelled less than the cancelation duration above)

- not to exceed 4 hours of compensation.
- up to a maximum of eight hours compensation
- 2 hours
- Full Assignment

### Minimum duration for request

- 24 Hours
- 1 business day
- 24 Hours

### Last minute request

- Regular Rate
- Regular Rate+$10
- Regular Rate
- Regular Rate

### Team

- Regular Rate
- 1.5 * Regular Rate
- Regular Rate
- Regular Rate

### Trilingual Interpreting

- NA
- Regular Rate+$20
- NA
- NA

### Biling Increment

- 1/2 hour
## RFP #R19195 American Sign Language (ASL) Interpreter Services – Vendors’ Information

<table>
<thead>
<tr>
<th>Firm Name</th>
<th>Authorized/RFP Cont</th>
<th>Phone</th>
<th>email</th>
<th>Address</th>
</tr>
</thead>
<tbody>
<tr>
<td>AllWorld Language Consultants, Inc.</td>
<td>Tanya Dixon-Mathurin</td>
<td>PH: 301.881.8884 X 1319</td>
<td><a href="mailto:Scandiffio@alcinc.com">Scandiffio@alcinc.com</a></td>
<td>172 Rollins Avenue Rockville, MD 20852</td>
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<td>HIS Sign</td>
<td>Matt Peev</td>
<td>PH: 877.886.8879 X 7</td>
<td><a href="mailto:Matt@hissign.com">Matt@hissign.com</a></td>
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<td>Purple Communications, Inc.</td>
<td>Michael Amsterdam</td>
<td>PH: 916.274.8499</td>
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<td></td>
<td>Rockville, MD 20852</td>
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<tr>
<td>Sign Language U.S.A., LLC</td>
<td>Jeff Ingram</td>
<td>PH: Main 703.628.5472</td>
<td><a href="mailto:Jeff@SignlanguageUSA.com">Jeff@SignlanguageUSA.com</a></td>
<td>PO Box 1246 McLean, VA 22101</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Direct: 240.753.6941</td>
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</tr>
</tbody>
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