

Appendix C, Pricing Index
Vioance Language Services, Inc.
DIR-TSO-4152

SERVICE NAME	DESCRIPTION	SERVICE NUMBER	DISCOUNT OFF MSRP	DIR CUSTOMER PRICE/MINUTE
Telephonic Interpretation - Spanish	Over-the-phone interpretation service includes 24/7/365 availability, fast connection to an interpreter, 3rd party calls included, dedicated account managers, trained employee interpreters, all located in the US.	OPI-SP	30.48%	\$0.57
Telephonic Interpretation - LOTS (Languages Other Than Spanish)	Over-the-phone interpretation service includes 24/7/365 availability, fast connection to an interpreter, 3rd party calls included, dedicated account managers, trained employee interpreters, all located in the US.	OPI-LOTS	24.39%	\$0.62
VIDEO REMOTE INTERPRETATION				
American Sign Language		VRI-ASL	30.31%	\$0.95
Amharic		VRI-Albanian	48.75%	\$0.62
Arabic		VRI-Amharic	48.75%	\$0.62
Armenian		VRI-Armenian	48.75%	\$0.62
Bengali		VRI-Bengali	48.75%	\$0.62
Brazilian-Portuguese		VRI-Brazilian Portuguese	48.75%	\$0.62
Cambodian		VRI-Cambodian	48.75%	\$0.62
Cantonese		VRI-Cantonese	48.75%	\$0.62
Faris		VRI-Faris	48.75%	\$0.62
French		VRI-French	48.75%	\$0.62
French Creole		VRI-French Creole	48.75%	\$0.62
Haitian Creole		VRI-Haitian Creole	48.75%	\$0.62
Hindi		VRI-Hindi	48.75%	\$0.62
Italian		VRI-Italian	48.75%	\$0.62
Japanese		VRI-Japanese	48.75%	\$0.62
Karen		VRI-Karen	48.75%	\$0.62
Kinyarwanda		VRI-Kinyarwanda	48.75%	\$0.62
Korean		VRI-Korean	48.75%	\$0.62
Mandarin		VRI-Mandarin	48.75%	\$0.62
Nepali		VRI-Nepali	48.75%	\$0.62
Polish		VRI-Polish	48.75%	\$0.62
Punjabi		VRI-Punjabi	48.75%	\$0.62
Russian		VRI-Russian	48.75%	\$0.62
Somali		VRI-Somali	48.75%	\$0.62
Spanish		VRI-Spanish	48.75%	\$0.62
Swahili		VRI-Swahili	48.75%	\$0.62
Tagalog/Filipino		VRI-Tagalog/Filipino	48.75%	\$0.62
Tigrigna		VRI-Tigrigna	48.75%	\$0.62
Vietnamese		VRI-Vietnamese	48.75%	\$0.62
TRANSLATION SERVICE PRICING				
<i>Further savings may be obtained depending on total volume, content type, language selected, and frequency of projects.</i>				
LANGUAGE	PER WORD RATE - STANDARD CONTENT NEW WORD	PER WORD RATE - 100% TRANSLATION MEMORY MATCH	PER WORD RATE - TRANSLATION MEMORY REPEATED TEXT	PER WORD RATE - FUZZY TRANSLATION MEMORY MATCH
Translation Service	Discount off MSRP	5%		

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Afrikaans	\$0.25	\$0.09	\$0.12	\$0.24
Albanian	\$0.17	\$0.06	\$0.08	\$0.16
Amharic	\$0.22	\$0.08	\$0.10	\$0.20
Arabic	\$0.19	\$0.07	\$0.09	\$0.18
Armenian	\$0.15	\$0.05	\$0.07	\$0.14
Azerbaijani	\$0.25	\$0.09	\$0.12	\$0.24
Azeri	\$0.27	\$0.10	\$0.13	\$0.25
Belarusian	\$0.20	\$0.07	\$0.09	\$0.18
Bengali	\$0.22	\$0.08	\$0.10	\$0.20
Bosnian	\$0.18	\$0.07	\$0.09	\$0.17
Bulgarian	\$0.18	\$0.07	\$0.09	\$0.17
Burmese	\$0.22	\$0.08	\$0.10	\$0.20
Cambodian	\$0.21	\$0.08	\$0.10	\$0.20
Catalan	\$0.24	\$0.09	\$0.11	\$0.22
Chinese (Simplified)	\$0.13	\$0.05	\$0.06	\$0.12
Chinese (Traditional)	\$0.17	\$0.06	\$0.08	\$0.16
Croatian	\$0.19	\$0.07	\$0.09	\$0.18
Czech	\$0.18	\$0.07	\$0.09	\$0.17
Danish	\$0.23	\$0.08	\$0.11	\$0.22
Dari	\$0.21	\$0.08	\$0.10	\$0.20
Dutch	\$0.21	\$0.08	\$0.10	\$0.20
Estonian	\$0.20	\$0.07	\$0.09	\$0.18
Farsi	\$0.21	\$0.08	\$0.10	\$0.20
Finnish	\$0.23	\$0.08	\$0.11	\$0.22
Flemish	\$0.23	\$0.08	\$0.11	\$0.22
French	\$0.18	\$0.07	\$0.09	\$0.17
French Canadian	\$0.18	\$0.07	\$0.09	\$0.17
Gaelic	\$0.25	\$0.09	\$0.12	\$0.24
Georgian	\$0.25	\$0.09	\$0.12	\$0.24
German	\$0.18	\$0.07	\$0.09	\$0.17
Greek	\$0.20	\$0.07	\$0.09	\$0.18
Gujarati	\$0.20	\$0.07	\$0.10	\$0.19
Haitian Creole	\$0.22	\$0.08	\$0.10	\$0.20
Hebrew	\$0.20	\$0.07	\$0.09	\$0.18
Hindi	\$0.20	\$0.07	\$0.09	\$0.18
Hmong	\$0.25	\$0.09	\$0.12	\$0.24
Hungarian	\$0.18	\$0.07	\$0.09	\$0.17
Icelandic	\$0.29	\$0.10	\$0.14	\$0.27
Indonesian	\$0.23	\$0.08	\$0.11	\$0.22
Italian	\$0.16	\$0.06	\$0.08	\$0.15
Japanese	\$0.20	\$0.07	\$0.10	\$0.19
Javanese	\$0.25	\$0.09	\$0.12	\$0.24
Kannada	\$0.25	\$0.09	\$0.12	\$0.24
Kazakh	\$0.25	\$0.09	\$0.12	\$0.24
Khmer	\$0.20	\$0.07	\$0.10	\$0.19
Korean	\$0.18	\$0.07	\$0.09	\$0.17
Kurdish	\$0.25	\$0.09	\$0.12	\$0.24
Kyrgyz	\$0.25	\$0.09	\$0.12	\$0.24
Laotian	\$0.22	\$0.08	\$0.11	\$0.21
Latin	\$0.25	\$0.09	\$0.12	\$0.24
Latvian	\$0.20	\$0.07	\$0.09	\$0.18
Lithuanian	\$0.18	\$0.07	\$0.09	\$0.17
Macedonian	\$0.20	\$0.07	\$0.09	\$0.18
Malay	\$0.23	\$0.08	\$0.11	\$0.22
Marathi	\$0.20	\$0.07	\$0.10	\$0.19
Moldavian	\$0.25	\$0.09	\$0.12	\$0.24
Nepali	\$0.25	\$0.09	\$0.12	\$0.24
Norwegian	\$0.23	\$0.08	\$0.11	\$0.22

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Nyanja	\$0.25	\$0.09	\$0.12	\$0.24
Pangasinan	\$0.25	\$0.09	\$0.12	\$0.24
Panjabi	\$0.20	\$0.07	\$0.10	\$0.19
Pashto	\$0.25	\$0.09	\$0.12	\$0.24
Pohnpeian	\$0.27	\$0.10	\$0.13	\$0.25
Polish	\$0.18	\$0.07	\$0.09	\$0.17
Portuguese (Brazil)	\$0.17	\$0.06	\$0.08	\$0.16
Portuguese (Eur)	\$0.18	\$0.07	\$0.09	\$0.17
Punjabi	\$0.20	\$0.07	\$0.10	\$0.19
Romanian	\$0.18	\$0.07	\$0.09	\$0.17
Russian	\$0.18	\$0.07	\$0.09	\$0.17
Samoan	\$0.27	\$0.10	\$0.13	\$0.25
Serbian	\$0.18	\$0.07	\$0.09	\$0.17
Serbo-Croatian	\$0.18	\$0.07	\$0.09	\$0.17
Sinhalese	\$0.27	\$0.10	\$0.13	\$0.25
Slovak	\$0.20	\$0.07	\$0.09	\$0.18
Slovene	\$0.20	\$0.07	\$0.09	\$0.18
Somali	\$0.21	\$0.08	\$0.10	\$0.20
Sotho	\$0.22	\$0.08	\$0.11	\$0.21
Spanish	\$0.13	\$0.05	\$0.06	\$0.12
Swahili	\$0.22	\$0.08	\$0.11	\$0.21
Swedish	\$0.23	\$0.08	\$0.11	\$0.22
Tagalog	\$0.20	\$0.07	\$0.10	\$0.19
Tajik	\$0.25	\$0.09	\$0.12	\$0.24
Tamil	\$0.20	\$0.07	\$0.10	\$0.19
Telugu	\$0.20	\$0.07	\$0.10	\$0.19
Thai	\$0.20	\$0.07	\$0.09	\$0.18
Tigrinya	\$0.25	\$0.09	\$0.12	\$0.24
Trukese	\$0.25	\$0.09	\$0.12	\$0.24
Turkish	\$0.20	\$0.07	\$0.10	\$0.19
Turkmen	\$0.25	\$0.09	\$0.12	\$0.24
Ukrainian	\$0.18	\$0.07	\$0.09	\$0.17
Urdu	\$0.20	\$0.07	\$0.10	\$0.19
Uzbek	\$0.25	\$0.09	\$0.12	\$0.24
Vietnamese	\$0.18	\$0.07	\$0.09	\$0.17
Welsh	\$0.27	\$0.10	\$0.13	\$0.25
Yao	\$0.25	\$0.09	\$0.12	\$0.24
Yiddish	\$0.25	\$0.09	\$0.12	\$0.24
Zulu	\$0.27	\$0.10	\$0.13	\$0.25

OTHER SERVICES

SERVICE	RATE PER HOUR OR AT % OF TOTAL PROJECT BUDGET	Discount amount for all items in the Translation Service category
Translation Hourly Rate (Review, Glossary Translation)	\$65.00	5%
Initial Source Language Glossary & Style Guide Creation	\$65.00	5%
Complex Multi-lingual DTP Hourly Rate	\$60.00	5%
Graphics Localization	\$70.00	5%
Multimedia Translation Integration	\$80.00	5%
Project Minimum - Spanish	\$100.00	5%
Project Minimum - Languages Other Than Spanish	\$120.00	5%