

7/20/21 Pre-Proposal Q&A

1. Are wet/live signatures required? Answer: Electronic are acceptable.
2. Can we partially bid for this contract, that is, for OPI and VRI Interpretations only? Answer: See Question #1 under Q&A. Is that acceptable? Answer: See Question #1 under Q&A.
3. How many vendors does region 4 currently utilize? Answer: See Question 2 under Q&A.
4. What is the scope for On-site Interpretation, Nationwide or just in Texas? Answer: This solicitation states a nationwide scope. Refer to I. Scope of Work.
5. Will you put into writing (amendment) that the binders and notaries are waived? Answer: Yes.
6. How is the work distributed amongst the current vendors? Answer: There is no distribution of work. Participating Public Agency will decide the best fit for their needs.
7. Who are your current LSPs? Answer: See Question 2 under Q&A.
8. Will ESC be willing to accept global call routing models if vendors can demonstrate and ensure privacy and compliance with state and federal laws? This often results in lower pricing options. Answer: Question #5 under Q&A.
9. Is US based interpreters mandatory for on-demand interpreters and translators? Answer: See Question 5 under Q&A.
10. Under Tab 3 - Performance Capability, there are pricing requirements. Would Region 4 prefer all pricing information to remain solely in Tab 2? Answer: Yes.
11. Is there a desire to consolidate from the 7 vendors you currently have? Answer: No. Are you aiming for 1 or a few vendors? Answer: No. Refer to III. Instructions to Offerors, #24.
12. Are awarded vendors expected to market their company and pricing to entities? Answer: See I. Scope of Work and National Contract.
13. Will a HUB plan have to be submitted? Answer: No, however if applicable the recommendation is to include it.
14. Will the location of services be provided primarily in the Houston, TX area? Answer No. What other locations will interpreters be expected to travel to? Answer: Nationwide.
15. Specifically in the TX area, I mean Answer: No answer.
16. Would this contract encompass agreements of other Regions that have awarded previous contracts? Answer: No. This is a separate solicitation and contracting process.
17. For Video Remote Services, should bidders provide purchase or leasing information for devices? Answer: See Question #37 under Q&A.
18. What is the expected annual translation/interpretation (remote and on-site) spend for Region 4 ESC? Answer: There is no expected spend..
19. Many school districts require security clearances, background checks, or fingerprinting of interpreters for In-Person interpretation services and may include them for telephone or video interpretation services as well. Will the cost of required security clearances, background checks, or fingerprinting be paid by the suppliers? Answer: See Question #38 under Q&A.
Can bidders provide different rates for assignments requiring security clearances, background checks, or fingerprinting? Answer: See Question #38 under Q&A.
20. In order to calculate the estimated "Guaranteed Contract Sales" amount, bidders will need to know the volume of services provided in previous years. Will volume of services estimates for 2020 for all services be provided to bidders? Answer: No.

21. Should this proposal response be addressed to ESC as the primary or Omnia? Answer: Region 4 ESC is the lead agency.
22. Can state, county and local govts adopt this contract or is for schools only? Answer: Open to all Public Agencies. Refer to I. Scope of Work
23. RFP stated \$25M Answer: This is an approximate figure and not a guarantee.
24. Are the 7 current Language Service Providers (LSPs) also required to participate in this RFP and is there a cap on how many additional LSPs Region 4/OMNIA is looking to add? Answer: No. Refer to III. Instructions to Offerors, #24.
25. Are LSPs in Texas preferred? Answer: Nationwide is preferred.
26. Are background checks and other such security clearances required for remote interpretation services? Answer: Yes. Refer to Appendix A #25.
27. Is any advantage given to SBE- small business enterprises? Answer: No. However if applicable the recommendation is to include information in response.
28. ON page 38 the RFP States, "Suppliers are required to pay an Administrative Fee of 3% of the greater of the Contract Sales under the Master Agreement and Guaranteed Contract Sales under this Request for Proposal. Supplier will be required to execute the OMNIA Partners Administration Agreement (Exhibit B)." Can you confirm that this means that, should the supplier fail to meet the estimated "Guaranteed Contract Sales" amount, the Supplier would still be obligated to pay the 3% Administrative Fee for the full amount of the estimated "Guaranteed Contract Sales" amount? Answer: Yes.
29. Is American Sign Language interpretation included in this RFP and subsequent contract? Answer: Yes. Place a response in Value Add.
30. Is there information available regarding the volume of language services that were handled by each of the current vendors in 2020? Answer: No.
31. Please find below the link for the list of current providers on the existing Region 4 ESC contract. <https://www.omniapartners.com/publicsector/contracts?contracts%5Bsearch%5D%5Bkeyword%5D=r1807>
32. Do we need to fill out exhibit F? Answer: Yes.
33. How we should address our responses under Exhibit A... as ESC/Region 4 or as OMNIA partners? Answer: Appendix D, Exhibits are related to OMNIA Partners.
34. So do we pay a 3% fee on all vendors' sales on this contract or only our sales? Answer: The 3% is on the total sales of the contract. Not the total sales of the company.
35. Are the 60,000 current Omnia Partners members users of language services only or other disciplines? Answer: Member may utilize any of the contracts within the OMNIA Partners portfolio.
36. Earlier, it was stated that bidders could omit a response to the Guaranteed Contract Sales requirement. Does that negatively impact the evaluation of the bidder's proposal? Answer: Refer to IV. Evaluation Process and Criteria.
37. Is there a minimum that can be entered on Section L of page 44? Answer: Yes.
38. Is the 3% of sales paid on a monthly basis? Answer: Yes. Refer to Exhibit B. #12, #13 and #14.
39. Have there been any challenges you would like these new contracts to address? Answer: See question #98 under Q&A.

40. Where will the answers be posted online? Answer: Yes. what address? Answer: See link:
<https://public.omniapartners.com/solicitations>

41. Sorry, going back to L on page 44. What happens if the supplier does not meet the guaranteed contract sales?

Answer: If a supplier submits a contract sales guarantee and does not meet the sales number guaranteed, the supplier would be responsible for administrative fees based on the guaranteed amount. If a supplier exceeds the contract sales guarantee amount, they would be responsible for administrative fees on their total sales.

42. Looking at page 20, roman numeral 15, it states RID & BEI requirements. Sign Language interpreters with EIPA scores are typically the best fit to interpret for Deaf students. Do you have a minimum EIPA score requirement? Answer: No.

43. We would pay admin fees even if there aren't sales? Answer: No. However, you must report the "no sales figure".

44. Why should we put any guaranteed sales in the guaranteed sales? Answer: Guaranteed Sales are optional. Is it not better to just report the sales we have? Answer: No answer.