

1 COST NARRATIVE

Ad Astra, Inc. (Ad Astra) offers the State of Indiana the qualifications to deliver professional language interpretation and translation services at competitive rates with exceptional value.

Ad Astra always aims to provide competitively priced, high-quality language services. Pricing for the State of Indiana is prepared in full compliance with the solicitation and the Performance Work Statement. We understand the State of Indiana's need for cost efficient services, and thus we have offered discounted rates. Our goal is to optimally serve the State of Indiana in every way possible. We have based our proposed pricing on our extensive relevant experience to ensure that our proposed costs are realistic and reasonable.

Ad Astra has done extensive research on the state including the Northwest region, Northeast region, Central region, Southwest region, and Southeast region. As a result, we are offering competitive, yet realistic, hourly labor rates, per minute rates, and per word rates to ensure our ability to attract and retain our highly qualified personnel for this requirement. For each category of cost proposal item, we have provided these rates based on our operational approach of maintaining our low overhead and offering market salaries to ensure recruitment and retention of skilled linguists. Further, we offer competitive benefits, growth opportunities, and a pleasing professional culture to retain valued employees and contracted linguists.

Ad Astra's price build-up is based on our depth of experience performing similar language interpreter and translation services as well as our desire to offer State of Indiana the most competitive rates without compromising quality of service.

Ad Astra does not have any cost assumptions, conditions, or constraints.