

Cost Proposal Assumptions & Conditions

The following are assumptions LUNA incorporated into the Cost Proposal:

1. The telephonic interpreting rate is provided by a subcontractor that is respected in the industry as the only company offering all U.S. based interpreters. Rates are higher than competitors based in part to the fair wages it pays its employees and its respected business practices. LUNA has subcontracted this company's services successfully for over five years in order to provide this important guarantee to our clients. LUNA's choice of OPI subcontractors, and the corresponding rates of the OPI service assumes that the State of Indiana requires all U.S. based interpreters as indicated in the Scope of Work and Sample Contract provisions.
2. LUNA will work with State of Indiana agencies to promote use of remote interpreting services, such as telephonic and virtual interpreting for spoken language needs, or VRI for ASL needs, especially in regions outside of Central Indiana.
3. Upon award of this contract, LUNA will immediately increase interpreter recruiting efforts in all regions of the state to ensure fewer interpreters will need to travel and will prioritize using those local interpreters. Increasing the pool of local interpreters will provide cost-savings to the State as LUNA will not be charging mileage.
4. The on-site interpreting rates in the outer regions sited inside LUNA's Cost Proposal assumes that 1) the State will not approve travel time for an interpreter and 2) the low incidence of need (based on historical numbers) means there is likely very few local LEPs and interpreters for that region and language.
5. However, in the Technical Proposal (Attachment F, Section 1.1), LUNA added a proposed exception that will allow for a request of interpreter travel time to be billed to the state *if* 1) the only available interpreter must travel over 40 miles, one way, to the interpreting location; 2) remote services are deemed inappropriate for the interpreting event; and 3) the state gives the approval to bill travel. ***If the State permits the billing of travel time (on a case by case basis and with the above stipulations), LUNA will be able to significantly reduce the on-site hourly interpreting rates in the northwest, northeast, southwest and southeast regions of the state.***