Intergovernmental Cooperative Purchasing Agreement
Procurement Officer's Determination
COMAR 21.05.09.04

Per COMAR 21.05.09.02, as a Primary Procurement Unit, the Maryland Department of General Services, Office of State Procurement (DGS OSP), may initially sponsor or participate in, renew, modify, or administer an Intergovernmental Cooperative Purchasing Agreement (ICPA) on its own behalf or on behalf of another agency when a determination is made under State Finance and Procurement Article § 13-110 and COMAR 21.05.09.04.

In accordance with State Procurement Regulations, COMAR 21.05.09.05, Maryland Department of General Services (DGS or department) intends to participate in an Intergovernmental Cooperative Purchasing Agreement competitively procured by Sourcewell, a State of Minnesota local government unit and service cooperative, for Language Services: Interpretation, Translation, Testing, and Training, Contract #081225-ACL. Currently, the State does not have a Statewide contract for In-Person American Sign Language and On-Demand Video Remote Interpretation (VRI) services. This initiative will provide State agencies with American Sign Language (ASL) and Video Remote Interpretation (VRI) services for daily use and support of emergency management and consequence management activities, especially during response and recovery operations. Sourcewell Master Agreement contains provisions applicable to procurements funded under federal awards, including requirements derived from Appendix II to 2 C.F.R. Part 200. These provisions may facilitate the use of federal grant funding; however, eligibility for FEMA reimbursement remains subject to the applicable grant requirements, cost eligibility standards, procurement requirements, and supporting documentation.

The solicitation process was conducted through the Sourcewell Procurement Portal. Sourcewell received 83 proposals and awarded contracts to ten qualified contractors, one of which is Accurate Language Services LLC. Sourcewell evaluated multiple national proposals based on pricing models, organizational capability, compliance with RFP requirements, and each offeror's ability to deliver the proposed services.

The anticipated amount for this ICPA is NTE $5,000,000.

Accurate Language Services LLC has provided professional language services since 1995, demonstrating more than 30 years of industry experience. Under the Sourcewell agreement, the vendor offers scheduled on-site interpretation, including American Sign Language services, as well as on-demand telephone and video interpretation in more than 200 languages, available 24 hours a day, 7 days a week, to support both routine assignments and time-sensitive emergency operations. The vendor also provides document translation and maintains an Interpret Manager platform that enables participating entities to efficiently schedule, coordinate, and manage interpretation services. Its extensive linguist network includes individuals holding professional credentials from organizations such as the American Translators Association, the Certification Commission for Healthcare Interpreters, and the National Association of Judiciary Interpreters and Translators. Accurate Language Services offers discounted base pricing under the Sourcewell agreement.

Accurate Language's longstanding experience, broad service capacity, qualified linguist network, around-the-clock availability, and discounted Sourcewell pricing distinguish the vendor as a strong operational and financial fit for the State of Maryland. Its onsite and virtual interpretation capabilities closely align with the State's need for reliable American Sign Language (ASL) and language-access services during emergency management, public information, response, and recovery activities.

Vendor Competency and Pricing Model Comparison

Sourcewell utilizes national master pricing agreements. Sourcewell conducted a national competitive RFP and awarded multiple master agreements for language services. The following table depicts how Accurate Language Services LLC stands out from its direct cooperative alternatives. Their pricing is determined to be fair, reasonable, and in the best economic interest.

Vendor / Contract	Core Capabilities Relative to Request	Pricing Framework & Model	Price Analysis/ Cost- Reasonableness Justification
Accurate Language Services, LLC #081225-ACL	On-site interpretation, including ASL; 24/7/365 video and telephone interpretation; more than 200 languages; document translation; online scheduling and service-management platform.	Discounted base pricing.	**Selected provider**. Services directly align with the State of Maryland's anticipated need for daily scheduled and emergency virtual and in-person ASL interpretation, pending availability.
Bromberg & Associates, LLC #081225-BBG	ASL and spoken-language interpretation in more than 230 languages; onsite, telephone, and video services; CART, translation, transcription, subtitling, and instruction.	Discounted base pricing and tiered volume discounts	Broad language-service offering, but the vendor's complete service portfolio does not establish that Bromberg is the best operational or financial fit for the State's specific ASL requirement.
International Language Center #081225-ILC	On-site ASL and spoken-language interpretation; 24/7/365 remote interpretation in more than 300 languages; certified translation, localization, and instruction.	Discounted base pricing and customized volume discounts.	Received the highest pricing score among the comparison vendors. Although the International Language Center received the highest pricing score among the comparison vendors, the score reflects its overall national proposal and does not independently establish the State's actual cost. The State's anticipated costs will depend on the applicable ASL rates, minimum assignment periods, travel expenses, emergency premiums, interpreter qualifications, response requirements, and confirmed statewide coverage.
Latitude Prime, LLC #081225-LTP	On-site, telephone, video, and ASL interpretation; translation, transcription, language testing, and Section 508 accessibility services.	Discounted base pricing and tiered volume discounts.	Provides accessibility and language services; however, much of its broader service portfolio falls outside specific ASL interpretation and does not materially distinguish it from Accurate Language Services for this request, a requirement included in the current State's Scope of Work.
Multilingual Connections, LLC #081225-MLC	ASL and spoken-language interpretation; translation, captioning, subtitling, voiceover, desktop publishing, and transcription.	Discounted base pricing.	Multimedia and public information services; however, these capabilities do not provide a clear advantage over Accurate Language Services for the specific requirements.

The comparison vendors provide different combinations of ASL, spoken-language interpretation, translation, accessibility, multimedia, testing, and training services. Bromberg, International Language Center, Latitude Prime, and Multilingual Connections offer broader service portfolios, while Accurate Language Services' proposed use under this ICPA will focus on the State's in-person, based on availability, and virtual ASL interpretation requirements.

Vendor-Selection Findings

Accurate Language Services represents a strong operational fit for Maryland because its Sourcewell contract directly supports that State's requirements. Accurate provides the combination of scheduled in-person ASL interpretation, 24/7/365 on-demand VRI, telephone interpretation, document translation, and an online platform for scheduling and managing services. These capabilities support both routine assignments and time-sensitive emergency management, public information, response, and recovery operations through one provider.

Accurate's longstanding experience, qualified interpreter network, multiple service-delivery methods, around-the-clock remote availability, centralized scheduling, and capacity to support statewide requirements distinguish it as a good fit for Maryland's operational needs. The comparison vendors offer capable language service programs; however, Accurats's available service combination most directly aligns with the specific in-person and virtual ASL interpretation services contemplated under the ICPA.

Accurate Language Services also offers a reasonable pricing framework for Maryland. Accurate Language Service's Sourcewell pricing includes discounted base rates and contractual maximum rates that the vendor may not exceed. Maryland may also request additional discounts for individual transactions.

- **Pre-Negotiated Competitive Rates:** The pricing available under Sourcewell Contract No. 081225-ACL was established through a nationally advertised competitive RFP process in which pricing represented 40 percent of the total available evaluation points. Accurate Language Services satisfied the mandatory proposal requirements and was selected as one of the awarded contractors.
- **Not-to-Exceed Contract Pricing:** Accurate Language Services may not charge participating entities more than the prices contained in the current pricing schedule on file with Sourcewell. Participating entities may request pricing adjustments or additional discounts during the negotiation and execution of individual transactions. Accurate Language Services' proposal included discounted base pricing for the services available under the contract.
- **Avoidance of Procurement Overhead:** Conducting an independent, local RFP for American Sign Language (ASL) Services to support emergency management and consequence management activities, especially during response and recovery operations, is estimated to take an estimated 90 to 120 days. Participation in the Sourcewell cooperative contract reduces the time and administrative resources required to conduct a separate State solicitation while providing access to competitively established contract terms and pricing. Maryland's participation requirements, reviews, and approvals.
- **Order Level Price Validation**: Sourcewell's competitive process established pre-negotiated and the maximum pricing available under the contract. Before services are ordered, the State will verify the applicable ASL and VRI rates against Accurate's Sourcewell pricing schedule and evaluate relevant cost components, including minimum assignment periods, interpreter qualifications, travel expenses, emergency premiums, and any available discounts.

Based on the information and findings presented above, the Procurement Officer has determined that participation in Sourcewell Contract No. 081225-ACL with Accurate Language Services, LLC is an appropriate and cost-effective procurement method for satisfying the State's American Sign Language interpretation requirements. This cooperative vehicle relies on pre-established, vetted contract protections

such as data security, insurance requirements, liability caps, and legal negotiation. As a result, agency counsel can avoid lengthy legal negotiations, dramatically accelerating procurement timelines when urgent communication support is needed. Both state and local government will benefit from the use of this ICPA. Accurate Language Services scheduled on-site interpretation services, 24/7/365, remote interpretation capabilities, and online scheduling and service-management platform substantially align with the State's need for ASL interpretation for daily use and during emergency management, consequence management, public information, response, and recovery operations.

In accordance with COMAR 21.05.09.04, the Procurement Officer has determined that it is in the best interest of the State to participation in the Intergovernmental Cooperative Purchasing Agreement competitively procured and established by Sourcewell Contract No. 081225-ACL. Additionally, this ICPA method is not intended in any way to evade the purposes set forth under COMAR 21.01.01.03. and therefore, approval is requested.

SIGNATURE PAGE NEXT PAGE

Tammie Wells

10-15-2026

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