

**Corporate Offices**  
Lyons Technology Center  
4661 Johnson Road, Suite 14  
Coconut Creek, FL 33073  
[www.motionpoint.com](http://www.motionpoint.com)



**GSA Contract: GS-10F-0157S**

**Contract Period: 17 February  
2006 through 16 February 2016**

**Corporate Facts**

Founded: 2000  
Location: Coconut Creek, FL  
Employees: 200+  
Service Area: Global  
# of Clients: 500+  
Ownership: Privately held

**Contact Information**

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**Representative Clients**



**What We Do** – With over 500 clients in government, eCommerce, health care and consumer products, MotionPoint is the acknowledged industry leader in website translation and globalization. MotionPoint's unique and highly cost effective approach allows any website to be made available in any language, and to keep the translated site "in sync" even as the original site changes over time. Our proprietary process combines human translation with a range of proprietary software tools to reproduce the full functionality, look and feel of the original web site, and to do so in as many different languages as the client requires.

**The Problem We Solve** – Making online content available in multiple languages is typically both difficult and costly. For example, website owners often double the cost of their original site by building a "mirror" site in a second language. This requires help from internal and external IT resources, hiring outside resources to re-design the site to fit the new language and creating new business processes to tie the two sites together --- this in addition to the translation cost itself. Once the alternate language site is completed, any change to the original site demands further investment in modifying the translated site. Without continued maintenance, the second (or third or fourth) language site quickly falls "out of sync" with the original --- often with embarrassing language "gaffes" along the way.

**MotionPoint's Solution** – The MotionPoint approach is fundamentally different. Rather than building a second site, MotionPoint's TransMotion® technology adds another "language layer" to the original site. This can be a layer of Spanish or any other language --- from Arabic to Chinese --- and there can be as many language layers as needed. Most sites can be "layered" in about 90 days, without changing anything in the original site. In doing its work, MotionPoint does not access the underlying code or internal technologies, nor does it need to meet with other suppliers or take up internal IT time. The new website looks and functions exactly like the original, but in the new alternate language. And because the actual translation is done by professional human translators, even technical or highly nuanced translations are properly executed.

**How We Maintain Your Site** – When clients make changes to their original sites, MotionPoint technology detects the changes. This allows MotionPoint to make the appropriate changes to the alternate language sites, within one day or less. Again, human translators make the decisions, so the risk of embarrassing machine translation mistakes is eliminated.



VICTORIA'S  
SECRET

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**How We Save Money** – MotionPoint’s website language services are typically much less expensive than the traditional approach, since a “second site” is not required and no internal or external IT resources are needed. Moreover, MotionPoint has developed highly efficient software that eliminates the need to repeatedly translate frequently used phrases. This makes it cost effective to use experienced, professional human translators who understand context, syntax and technical terminology --- even in fields using specialized language.

**MotionPoint Clients** – MotionPoint currently serves over 500 companies, government agencies, hospitals and eCommerce organizations. To see how MotionPoint works, visit some of the sites below:

- **Spanish**  
Retailer  
Best Buy  
[www.bestbuy.com](http://www.bestbuy.com)
  
- **Spanish**  
County Government  
Orange County, Fla.  
[www.orangecountyfl.net](http://www.orangecountyfl.net)
  
- **French-Canadian / Spanish**  
Restaurant/Food Services  
Domino’s Pizza  
[www.dominos.com](http://www.dominos.com) / [www.dominos.ca](http://www.dominos.ca)
  
- **Spanish, Portuguese, German, French, Italian, Chinese, Russian, Japanese**  
Travel / eCommerce  
Delta Air Lines  
[www.delta.com](http://www.delta.com)
  
- **Chinese, Cambodian, Vietnamese, Korean, Spanish, Russian**  
State Government  
State of Washington  
[www.access.wa.gov](http://www.access.wa.gov)

**For More Information** – Ready to learn how MotionPoint can add languages to your site and drive value from your multi-lingual markets? To get a sense for the cost of adding languages to your site, please contact Tim Young, Sales Operations Manager at 954-421-0890, ext. 8449, or e-mail him a link to your site at [tyoung@motionpoint.com](mailto:tyoung@motionpoint.com).

**MOTIONPOINT GSA PRICING**

**JANUARY 1/1/2012**

**Initial Word Count of 500 – 2,500,000**

<b>SIN</b>	<b>Language</b>	<b>Description</b>	<b>Price per Word</b>
382-99	Spanish	Per Initial Word Translation	\$0.18
382-99	Spanish	Per Ongoing Word Translation	\$0.18
382-99	Spanish	Management of the Web Translation Synchronization per Word per Month	\$0.0036
382-99	Portuguese	Per Initial Word Translation	\$0.18
382-99	Portuguese	Per Ongoing Word Translation	\$0.18
382-99	Portuguese	Management of the Web Translation Synchronization per Word per Month	\$0.0036
382-99	Canadian French	Per Initial Word Translation	\$0.23
382-99	Canadian French	Per Ongoing Word Translation	\$0.23
382-99	Canadian French	Management of the Web Translation Synchronization per Word per Month	\$0.0046
382-99	Creole	Per Initial Word Translation	\$0.24
382-99	Creole	Per Ongoing Word Translation	\$0.24
382-99	Creole	Management of the Web Translation Synchronization per Word per Month	\$0.0048
382-99	Continental French	Per Initial Word Translation	\$0.23
382-99	Continental French	Per Ongoing Word Translation	\$0.23
382-99	Continental French	Management of the Web Translation Synchronization per Word per Month	\$0.0046
382-99	German	Per Initial Word Translation	\$0.23
382-99	German	Per Ongoing Word Translation	\$0.23
382-99	German	Management of the Web Translation Synchronization per Word per Month	\$0.0046
382-99	Italian	Per Initial Word Translation	\$0.23
382-99	Italian	Per Ongoing Word Translation	\$0.23
382-99	Italian	Management of the Web Translation Synchronization per Word per Month	\$0.0046
382-99	Dutch	Per Initial Word Translation	\$0.23
382-99	Dutch	Per Ongoing Word Translation	\$0.23
382-99	Dutch	Management of the Web Translation Synchronization per Word per Month	\$0.0046
382-99	Simplified Chinese	Per Initial Word Translation	\$0.33
382-99	Simplified Chinese	Per Ongoing Word Translation	\$0.33
382-99	Simplified Chinese	Management of the Web Translation Synchronization per Word per Month	\$0.0066
382-99	Traditional Chinese	Per Initial Word Translation	\$0.33
382-99	Traditional Chinese	Per Ongoing Word Translation	\$0.33
382-99	Traditional Chinese	Management of the Web Translation Synchronization per Word per Month	\$0.0066

382-99	Japanese	Per Initial Word Translation	\$0.39
382-99	Japanese	Per Ongoing Word Translation	\$0.39
382-99	Japanese	Management of the Web Translation Synchronization per Word per Month	\$0.0078
382-99	Korean	Per Initial Word Translation	\$0.39
382-99	Korean	Per Ongoing Word Translation	\$0.39
382-99	Korean	Management of the Web Translation Synchronization per Word per Month	\$0.0078
382-99	Vietnamese	Per Initial Word Translation	\$0.39
382-99	Vietnamese	Per Ongoing Word Translation	\$0.39
382-99	Vietnamese	Management of the Web Translation Synchronization per Word per Month	\$0.0078
382-99	Khmer	Per Initial Word Translation	\$0.39
382-99	Khmer	Per Ongoing Word Translation	\$0.39
382-99	Khmer	Management of the Web Translation Synchronization per Word per Month	\$0.0078
382-99	Russian	Per Initial Word Translation	\$0.33
382-99	Russian	Per Ongoing Word Translation	\$0.33
382-99	Russian	Management of the Web Translation Synchronization per Word per Month	\$0.0066
382-99	Polish	Per Initial Word Translation	\$0.39
382-99	Polish	Per Ongoing Word Translation	\$0.39
382-99	Polish	Management of the Web Translation Synchronization per Word per Month	\$0.0078
382-99	Croatian	Per Initial Word Translation	\$0.39
382-99	Croatian	Per Ongoing Word Translation	\$0.39
382-99	Croatian	Management of the Web Translation Synchronization per Word per Month	\$0.0078
382-99	Slovak	Per Initial Word Translation	\$0.39
382-99	Slovak	Per Ongoing Word Translation	\$0.39
382-99	Slovak	Management of the Web Translation Synchronization per Word per Month	\$0.0078
382-99	Czech	Per Initial Word Translation	\$0.39
382-99	Czech	Per Ongoing Word Translation	\$0.39
382-99	Czech	Management of the Web Translation Synchronization per Word per Month	\$0.0078
382-99	Bulgarian	Per Initial Word Translation	\$0.39
382-99	Bulgarian	Per Ongoing Word Translation	\$0.39
382-99	Bulgarian	Management of the Web Translation Synchronization per Word per Month	\$0.0078
382-99	Romanian	Per Initial Word Translation	\$0.39
382-99	Romanian	Per Ongoing Word Translation	\$0.39
382-99	Romanian	Management of the Web Translation Synchronization per Word per Month	\$0.0078
382-99	Arabic	Per Initial Word Translation	\$0.39
382-99	Arabic	Per Ongoing Word Translation	\$0.39
382-99	Arabic	Management of the Web Translation Synchronization per Word per Month	\$0.0078
382-99	Urdu	Per Initial Word Translation	\$0.39
382-99	Urdu	Per Ongoing Word Translation	\$0.39

382-99	Urdu	Management of the Web Translation Synchronization per Word per Month	\$0.0078
382-99	Kurdish	Per Initial Word Translation	\$0.39
382-99	Kurdish	Per Ongoing Word Translation	\$0.39
382-99	Kurdish	Management of the Web Translation Synchronization per Word per Month	\$0.0078
382-99	Hebrew	Per Initial Word Translation	\$0.39
382-99	Hebrew	Per Ongoing Word Translation	\$0.39
382-99	Hebrew	Management of the Web Translation Synchronization per Word per Month	\$0.0078
382-99	Swedish	Per Initial Word Translation	\$0.39
382-99	Swedish	Per Ongoing Word Translation	\$0.39
382-99	Swedish	Management of the Web Translation Synchronization per Word per Month	\$0.0078
382-99	Tagalog	Per Initial Word Translation	\$0.39
382-99	Tagalog	Per Ongoing Word Translation	\$0.39
382-99	Tagalog	Management of the Web Translation Synchronization per Word per Month	\$0.0078

SIN	Additional Services	Description	Cost
382-1	PDF Translation	Formatting (Based on Approximately 1/2 Hour Per Page)	\$50.00 per Hour
382-1	PDF Translation	Translation Editing, Copy/Paste w/review and Misc. (Clients prior to 6/17/11)	\$50.00 per Hour
382-1	PDF Updates	Edits/Uploads Standard PDF	\$50.00 per Hour
382-1	PDF Updates	Scheduled Express PDF	\$75.00 per Hour
382-1	PDF Updates	Audio/Video Updates/Uploads/Edits (Applies only to Video edits)	\$88.00 per Hour
382-1	Image Updates	Standard Images (See Contract for accurate charge)	\$18.00 per Image
382-1	Image Updates	Scheduled Express Images	\$30.00 per Image
382-1	Image Updates	Unscheduled Express	\$40.00 per Image
382-1	Image Updates	Image Edits/Uploads	\$8.00 per Image
382-1	Flash Updates	Standard Flash/Flash Developer	\$85.00 per Hour
382-1	Flash Updates	Scheduled Express Flash	\$160.00 per Hour
382-1	Flash Updates	Flash/Video Uploads	\$40.00 per Hour
382-1	IT Work	Web Engineer	\$132.00 per Hour
382-1	IT Work	QA Analyst	\$88.00 per Hour
382-1	Misc. Services	Easylink	\$800.00 per Hour
382-1	Misc. Services	Site Search Functionality	\$4,250.00
382-1	Misc. Services	Speedbump	\$176.00 per Hour
382-1	Misc. Services	URL SEO – Configuration	\$12,000.00
382-1	Misc. Services	URL SEO – Maintenance	\$360 per Month

The labor category that falls under the requirements of the Service Contract Act (SCA) (i.e., non-exempt labor categories) is identified in the matrix below. The price for this labor category meets or exceeds the requirements in the SCA Wage Determination identified below. The matrix and narrative are incorporated into this contract and must also be included in the Contractor's electronic price list on GSA Advantage.

SCA Matrix		
SCA Eligible Contract Labor Category	SCA Code – Title	WD Number
Foreign Language Translator	30110 – Foreign Language Translator	1987-0989

The Service Contract Act (SCA) is applicable to this contract and it includes SCA applicable labor categories. The prices for the indicated SCA labor categories are based on the U.S. Department of Labor Wage Determination Number(s) identified in the matrix. The prices offered are based on the preponderance of where work is performed and should the contractor perform in an area with lower SCA rates, resulting in lower wages being paid, the task order prices will be discounted accordingly.

- 1a. **Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:** 382-1, 382-1RC, 382-99 and 382-99RC
- 1b. **Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.**
- 1c. **If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate "Not applicable" for this item.**
2. **Maximum Order:** \$1,000,000.00
3. **Minimum Order:** \$100.00
4. **Geographic Coverage (delivery Area):** Domestic and Overseas
5. **Point(s) of production (city, county, and state or foreign country):** Same as company address
6. **Discount from list prices or statement of net price: Government net prices (discounts already deducted).** See Attachment.
7. **Quantity discounts:** None Offered
8. **Prompt payment terms:** Net 30 days
- 9a. **Notification that Government purchase cards are accepted at or below the micro-purchase threshold:** Yes
- 9b. **Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** will accept over \$2,500
10. **Foreign items (list items by country of origin):** None
- 11a. **Time of Delivery (Contractor insert number of days):** Specified on the Task Order
- 11b. **Expedited Delivery. The Contractor will insert the sentence "Items available for expedited delivery are noted in this price list." under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery:** Contact Contractor
- 11c. **Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery:** Contact Contractor
- 11d. **Urgent Requirements. The Contractor will note in its price list the "Urgent Requirements" clause of its contract and advise agencies that they can also contact the Contractor's representative to effect a faster delivery:** Contact Contractor
12. **F.O.B. Point(s):** Destination
- 13a. **Ordering Address(es):** Same as company address
- 13b. **Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage ([fss.gsa.gov/schedules](http://fss.gsa.gov/schedules)).**

14. **Payment address(es):** Same as company address
15. **Warranty provision.:** Contractor's standard commercial warranty
16. **Export Packing Charge (if applicable):** N/A
17. **Terms and Conditions of Government purchase cards acceptance (any thresholds above the micro-purchase level):** Contact Contractor
18. **Terms and conditions of rental, maintenance, and repair (if applicable):** N/A
19. **Terms and conditions of installation (if applicable):** N/A
20. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A
- 20a. **Terms and conditions for any other services (if applicable):** N/A
21. **List of service and distribution points (if applicable):** N/A
22. **List of participating dealers (if applicable):** N/A
23. **Preventive maintenance (if applicable):** N/A
- 24a. **Special attributes such as environmental attributes, (e.g., recycled content, energy efficiency, and/or reduced pollutants):**
- 24b. **If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at:**  
[www.Section508.gov/](http://www.Section508.gov/).
25. **Data Universal Number System (DUNS) number:** 36-4289574
26. **Notification regarding registration in Central Contractor Registration (CCR) database:**  
Registered in System for Award Management (www.sam.gov)