



# West Virginia Purchasing Division

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The following documentation is an electronically-submitted vendor response to an advertised solicitation from the *West Virginia Purchasing Bulletin* within the Vendor Self-Service portal at ***wvOASIS.gov***. As part of the State of West Virginia's procurement process, and to maintain the transparency of the bid-opening process, this documentation submitted online is publicly posted by the West Virginia Purchasing Division at ***WVPurchasing.gov*** with any other vendor responses to this solicitation submitted to the Purchasing Division in hard copy format.

## Header 1

List View

### General Information

Procurement Folder: 293622

Procurement Type: Central Master Agreement

Vendor ID: VS0000011919

Legal Name: HOMELAND SECURITY & MANAGEMENT SOLUTIONS INC

Alias/DBA:

Total Bid: \$108,120.00

Response Date: 03/13/2017

Response Time: 23:12

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Status: Closed

Solicitation Description: ADDENDUM #2 - AMERICAN SIGN LANGUAGE

Total of Header Attachments: 1

Total of All Attachments: 1



Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

**State of West Virginia  
 Solicitation Response**

**Proc Folder :** 293622

**Solicitation Description :** ADDENDUM #2 - AMERICAN SIGN LANGUAGE INTERPRETER SERVICES

**Proc Type :** Central Master Agreement

Date issued	Solicitation Closes	Solicitation Response	Version
	2017-03-14 13:30:00	SR 0506 ESR03131700000004336	1

VENDOR
VS0000011919 HOMELAND SECURITY & MANAGEMENT SOLUTIONS INC

**Solicitation Number:** CRFQ 0506 MMB1700000004

**Total Bid :** \$108,120.00

**Response Date:** 2017-03-13

**Response Time:** 23:12:44

**Comments:**

**FOR INFORMATION CONTACT THE BUYER**  
 April Battle  
 (304) 558-0067  
 april.e.battle@wv.gov

**Signature on File** **FEIN #** **DATE**

All offers subject to all terms and conditions contained in this solicitation

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
1	AMERICAN SIGN LANGUAGE INTERPRETER - REGULAR	2080.00000	HOUR	\$51.000000	\$106,080.00

Comm Code	Manufacturer	Specification	Model #
82112067			

Extended Description : SECTION 4.1.1.1 OF SPECIFICATIONS

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Ln Total Or Contract Amount
2	AMERICAN SIGN LANGUAGE INTERPRETER - OVERTIME	40.00000	HOUR	\$51.000000	\$2,040.00

Comm Code	Manufacturer	Specification	Model #
82112067			

Extended Description : SECTION 4.1.1.1 OF SPECIFICATIONS

March 8, 2017

West Virginia Department of Administration  
Attn: Ms. April Battle, Buyer  
2019 Washington Street East  
Charleston, WV 25305-0130

**RE: American Sign Language Interpreter Services**

Dear Ms. Battle:

Dantli Corp, a registered trade name of Homeland Security and Management Solutions, Inc., is pleased to submit the enclosed proposal response to the West Virginia Department of Administration for the American Sign Language Interpreter Services opportunity.

Dantli Corp is a small, woman owned, certified Minority Business Enterprise that provides a host of clients with management consulting services; specifically, interpretation and translation services. Over the years, we have supported commercial, Federal, and State Government clients with qualified and certified personnel; many of which are nationally, court and medically certified interpreters and translators. We successfully support over 250 clients throughout North America, Dubai, Afghanistan, and Jordan. Our success is attributed to our dedicated team of professionals driven by our client's goals and ultimate success.

We have been so successful with providing interpretation and translation services to multiple clients, at different locations, worldwide, because we use our proprietary system called Maximus. Our team is proficient in contacting and identifying interpreters and translators efficiently through our management system called Maximus. Maximus sends alerts to personnel via email, telephone, voicemail, SMS, and text message. The interpreters can respond within seconds and inform us of their availability to provide services. Every contract Dantli Corp possesses has a database of interpreters established just for that contract. This database is complete with names, contact numbers, email addresses, and physical addresses so that it will be easy for Maximus to contact interpreters within a moment's notice. To show our appreciation of our personnel, we incentivize those who accept last minute and emergency assignments.

We strive to understand our customer's unique business needs and offer unparalleled customer service while delivering innovative solutions. Our clients have direct access to our team's executive management and are welcome to request face-to-face meetings anytime.

Our goal is to seamlessly integrate our workforce with the WV Department of Administration to collaborate and ensure that goals and objectives are not only met, but exceeded as well. Every person on our team is committed to providing the most effective and efficient solution to satisfy your needs.



Dantli Corp is excited about the opportunity to support the WV Department of Administration and will leverage all our resources (personnel, financial, contacts, expertise, etc.) to ensure that the WV Department of Administration receives the best services possible.

LaTrisha Pinckney is the authorized signer and negotiator for Homeland Security & Management Solutions, Inc. (dba Dantli Corp). If you have any questions or concerns, please feel free to contact me at (301) 769-6933 ext. 5, (240) 461-6205 or via email at [tpinckney@dantlicorp.com](mailto:tpinckney@dantlicorp.com).

Warmest Regards,

*Trisha Pinckney*

Trisha Pinckney

President

Dantli Corp (trade name of Homeland Security & Management Solutions, Inc.)

**Enc. (1)**

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## 1.0 EXECUTIVE SUMMARY



**Dantli Corp**, a registered trade name of Homeland Security and Management Solutions, Inc., is a state certified Minority Business Enterprise (MBE) and a Federally certified Economically Disadvantaged Woman Owned Small Business (EDWOSB) that provides a host of management consulting services to a variety of clients alike. For over a decade, Dantli Corp has successfully supported commercial, Federal and State Government clients. Dantli Corp efficiently provides qualified and certified personnel; all of which are at a level 4 proficiency or higher, native tongue speakers, and majority are *nationally certified, or court and/or medical certified interpreters*.

Dantli Corp is the recipient of the 2014 Top 100 MBEs in the region. Each year, 100 outstanding women and minority owned businesses doing business in Maryland, the District of Columbia, Pennsylvania, New York, New Jersey, Delaware and Virginia are selected by a panel of distinguished judges as the mid-Atlantic region's *Top 100 Minority Business Enterprises*. The businesses are selected based on outstanding achievement in four key areas: business development, client satisfaction, professional affiliations and community involvement. Over 4,000 nominations were received and Dantli Corp was selected as one of the winners!



### 1.1 Company History & Overview

Dantli Corp is a trade name of Homeland Security & Management Solutions, Inc. Homeland Security & Management Solutions, Inc. was founded in 2006 and was incorporated in the state of Maryland in December of 2010. In 2010, the Homeland Security & Management Solutions, Inc. corporate office was located at 6801 Kerman Road, Lanham, MD 20706. In October of 2011, Homeland Security & Management Solutions, Inc. began doing business under the trade name, "Dantli Corp".

*Dantli Corp currently has satellite offices in California, Pennsylvania, Colorado, North and South Carolina, Florida, Ohio, Idaho, Washington, Texas, Tennessee, Oklahoma, West Virginia, and Arizona. Dantli Corp currently supports 79 Federal and State Government clients and over 250 commercial clients throughout North America, Dubai, Afghanistan, and Jordan.*

*For this effort, Dantli Corp will operate from our satellite office located at 5312 MacCorkle Ave, SW, Charleston, WV 25309.*

Dantli Corp mentors 13 small businesses and assists with strategic development, writing proposals, and pursuing Federal, State, and Commercial contracts. Over the years, Dantli Corp has received several accolades and letters of commendation for our services.

Our reputation for providing quality services has exceeded us. Our clients include, but are not limited to, Tripler Army Medical Center in Hawaii, Fort Carson Medical Hospital in Colorado, all 25 Veteran

Affairs Medical Centers throughout the state of Florida, Baltimore County Department of Health and Human Services, County of Sonoma Department of Health and Human Services, Fairfax County Public Schools, the U.S. Army (Ft. Carson, JB Lewis McCord, US SOUTHCOM), U.S. Navy (Whidbey Island and Beaufort, SC Naval Base), Defense Logistics Agency (DLA) in Port Hueneme, California; U.S. Air Force (Holloman AFB, Andersen AFB, Mountain Home AFB, Seymour Johnson AFB); Department of Veteran Affairs, Baltimore County Police Department, Baltimore County Fire Department, City of Turlock, California, the University of Maryland Baltimore Campus and the National Foreign Language Center, U.S. Patent & Trademark Office, Prince George's Community College, Tennessee Technological University, the Bethesda Court Hotel, and a host of commercial firms such as US21, Lockheed Martin, Deloitte, Booz Allen Hamilton, Jorge Scientific Corporation, ManTech, Isaac Engineering, and a plethora of others. For more than 10 years, over 250 corporations and agencies have trusted Dantli Corp to provide continual quality service. We are capable of providing American Sign Language and EVERY language known to man, including hard to find Native American languages and dialects. ***Dantli Corp is capable of providing in-person ASL, video remote interpreting (VRI) and over the phone interpretation services 24 hours a day, 7 days a week, and 365 days a year. We successfully support several hospitals, medical facilities, emergency room physicians, public safety agencies, and law enforcement agencies on a daily basis.***

***Dantli Corp supports a contract with Fairfax County Public Schools, the Baltimore County Department of Health and Human Services, and the Baltimore County Police Department to provide American Sign Language (ASL), on-site, in person, over the phone, and on-call foreign language interpretation and translation services. We were awarded contracts with the Maryland Department of Health and Mental Hygiene, the University of Maryland Baltimore Campus and the University of Maryland National Foreign Language Center to provide interpretation services. Within the past 12 months, we were awarded contracts with the U.S. Army, U.S. Navy, the Department of Veteran Affairs, and the U.S. Air Force at Tinker Air Force Base to provide Interpretation Services. We were also awarded a contract with the Department of Commerce Minority Business Development Agency and Prince George's Community College, Center for Minority Business Development to provide a host of Business Consulting Services which include interpretation and transcription services.***

To ensure we not only meet, but exceed the expectations of the WV Department of Administration; we have established a Rapid Response extension (301-769-6933 ext. 4) available just for this contract. Dantli Corp will leverage all our resources (financial, technical, personnel, relationship, equipment, material, facilities, etc.) to ensure that this contract receives the support required to not only meet the critical objectives and goals, but exceed them as well.

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Dantli Corp offers the WV Department of Administration the following competitive advantages:

- *Qualified and Competent Team and Personnel* – Our team is led by a seasoned Contract Manager that has experience managing contracts, personnel, and preparing reports. Our Contract Manager has staffed multiple million dollar projects for Fortune 500 companies worldwide. *We currently have over 587 personnel readily available to fulfill contract requirements. We currently have over 10,000 interpreters and translators in our database throughout the nation. They are all native speakers and are well versed in the culture of the language as well.*

*ASL Interpreters supporting this contract will be Nationally Certified and are registered with the West Virginia Commission for the Deaf and Hard of Hearing and the West Virginia Registry of Interpreters.*

- *Strategic and Proven Procedures to Ensure Confidentiality* – We have a proven process that ensures client confidentiality. Our personnel are not only trained on a continual basis about the importance of confidentiality; but they are required to sign Non-Disclosure Agreements as well. Our commitment to confidentiality has allowed us to adhere to some of the strictest guidelines. Our personnel have **never** been responsible for a security breach, violation, or disclosing confidential information to unauthorized parties and/or individuals.
- *Quality Service* – We understand that accuracy in interpretation is of the utmost importance. Our team will assure the accuracy of all documents translated.

Dantli Corp offers the WV Department of Administration the experience, expertise, and know-how to successfully provide the required interpretation and translation services. Dantli Corp has been in business since 2006 and provides Federal and State Government clients and commercial clients with certified and experienced personnel on a daily basis. We are confident in our ability to support the WV Department of Administration.

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## 1.2 Corporate Information

Name of Bidder: Homeland Security & Management Solutions, Inc. dba Dantli Corp

Address of Bidder: P.O. Box 1143, Laurel, MD 20725

Name of Authorized Signer & Title: Trisha Pinckney, President

E-mail Address: [tpinckney@dantlicorp.com](mailto:tpinckney@dantlicorp.com)

Telephone Number: 301-769-6933 ext. 5

DUNS Number: 965849131

CAGE Code: 67TE9

Federal EIN: 32-0325926

## 1.3 Understanding of Requirements

Dantli Corp understands that the WV Department of Administration has a requirement for American Sign Language (ASL) interpreting services to support the Deaf and Hard of Hearing personnel.

*Dantli Corp is currently and successfully supporting Baltimore County Department of Health and Human Services, Sonoma County, CA Department of Health and Human Services, Baltimore County City Public Schools, Fairfax County Public Schools, Department of Veteran Affairs, Ft. Carson Medical Hospital, Tripler Army Medical Center, the City of Norfolk with the exact same services.*

## 1.4 Availability

With a proprietary, in house, state of the art system called Maximus and more than 10,000 interpreters available in American Sign Language (ASL), Armenian, Albanian, Algerian, Amharic, Arabic, Burmese, Chinese (Mandarin & Cantonese), Chin, Creole, Czech, Croatian, Persian Farsi/Dari, French, German, Hindi, Indonesian-Bahasa, Japanese, Korean, Pushtu, Portuguese, Brazilian, Greek, Gujarati, Hindi, Hungarian, Igbo, Indonesian, Italian, Japanese, Russian, Spanish, Turkish, Urdu, Punjabi, Azeri/Azerbaijani, Bengali, Cambodian-Khmer, Hausa, Korean, Kazakh, Kurdish, Kinyarwanda, Lebanese, Lithuanian, Nepali, Norwegian, Malay, Serbo-Croatian, Ethiopian, Polish, Romanian, Somali, Swahili, Tagalog (Filipino), Russian, Samoan, Slovak, Slovenian, Sri Lankan, Sudanese, Swedish, Tachew, Thai, Tibetan, Tigre, Tigrinya, Uyghur/Uighur, Uzbek, Vietnamese, and more.

## 1.5 Interpreter Capabilities

Dantli Corp is able to provide nationally certified ASL interpreters, specifically Master Comprehensive Skills Certificate (MCSC), Comprehensive Skills Certificate (CSC), Reverse Skills Certificate (RSC), Interpretation Certificate/Transliteration Certificate (IC/TC), Certificate of Interpretation and Certificate of Transliteration (CI and CT), National Associate of the Deaf (NAD) IV-Advanced, NAD-V-Master,

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National Interpreter Certification (NIC), or NIC Advanced or NIC Master. All our interpreters have expertise in the academic, healthcare, military, legal, engineering, and international affairs industries. *All interpreters have cultural expertise as most of our interpreters grew up in a deaf community, have deaf parents, or spent many years in a deaf culture.*

### 1.6 Dantli Corp Capabilities

Dantli Corp's Interpretation and Translation Department makes up more than 90% of our company. Therefore, we provide the best service possible to our healthcare, commercial, educational, State, and Federal Government clients. On time delivery and providing service 99% percent of the time is our quality standard. Within our Interpretation and Translation Department, we have a team that manages and oversees multiple accounts throughout the world daily. We are more than capable of providing on-site, emergency (within 24 hours) and scheduled interpretation services.

Over the years, Dantli Corp has grown drastically. Our Interpretation & Translation Department is the fastest growing department within Dantli Corp and has reported growth of 164% within the past 9 months. The Dantli Corp Management Team recognized that this growth needed to be managed appropriately; therefore, an innovative system called Maximus was created.

Maximus, the Dantli Corp state of the art service request management system, specifically created, designed and programmed for the Dantli Corp Interpretation & Translation Department; distributes and manages all requests for foreign language, sign language, and translation services worldwide. Maximus requires pertinent assignment information such as Language, Location of Assignment, Point of Contact, Comments & Notes, Date of Assignment, and Time. All pertinent information is accepted via a highly secure web form. Once the pertinent information is entered, Maximus automatically searches our in-house database of over 10,000 interpreters and translators, selects the best qualified personnel (selection based on language, certification/experience, and location), automatically sends a message to the personnel via telephone, email, and text message, and allows the personnel to accept and confirm an assignment within a matter of seconds. Once the assignment is accepted and confirmed by the interpreter/translator, an email is automatically sent to the interpreter/translator and the client to confirm that the assignment has been booked and confirmed.

The Dantli Corp Management Team has noticed that the implementation of Maximus eliminates human errors, allows Dantli Corp to be more efficient and effective, provides instantaneous notification, and provides detailed reports regarding requests that are open, booked, confirmed, completed, and cancelled.

## 1.7 Key Personnel

Our team is available 24 hours a day and 7 days a week to receive any requests, modifications, or cancellations of service.

The Dantli Corp key personnel and their respective back-ups are provided below:

### **Primary Point of Contact:**

Dantli Corp Contracts Manager  
Name: Ms. Penny Little  
Email: [request@dantlicorp.com](mailto:request@dantlicorp.com)  
Office Phone: 301-769-6933 ext. 4

### **Back-Up #1 Point of Contact:**

Dantli Corp Accounting Manager  
Name: Ms. Amy Strickland  
Email: [timesheet@dantlicorp.com](mailto:timesheet@dantlicorp.com)  
Office Phone: 301-769-6933 ext. 3

### **Back-Up #2 Point of Contact:**

Dantli Corp President  
Name: Ms. Trisha Pinckney  
Email: [tpinckney@dantlicorp.com](mailto:tpinckney@dantlicorp.com)  
Office Phone: 301-769-6933 ext. 5  
Cellular Phone: 240-461-6205

Dantli anticipates working with the following ASL Interpreters:

1. DANIELLE MASSULLO, Certified as: NIC VQAS IV/IV and registered with the West Virginia Registry of Interpreters (WVRI)
2. LINDA JOHNSON, Certified as: NAD V and registered with the West Virginia Registry of Interpreters (WVRI)
3. JULIE ALLNUTT, Certified as: NIC ADVANCED and registered with the West Virginia Registry of Interpreters (WVRI)
4. JONAS J. BRINKS, Certified as: NIC and registered with the West Virginia Registry of Interpreters (WVRI)

The interpreter's credentials can be found under the following link:

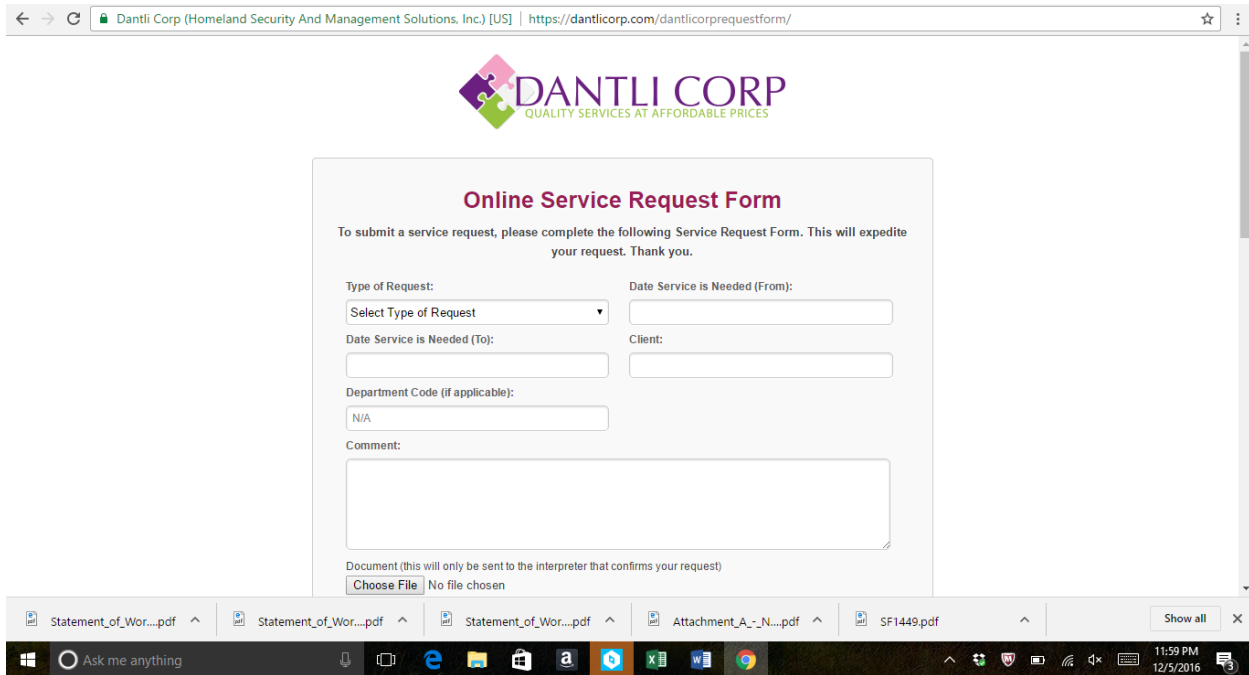
<http://www.wvdhhr.org/wvcdhh/pdf/registeredinterpreters.pdf>

## 2.0 METHODOLOGY

### 2.1 How Dantli Corp's Interpretation & Translation Department Works

Dantli Corp takes interpretation services very seriously. We accept all requests for Sign Language Interpretation requests through our secure online service request submission process <https://dantlicorp.com/dantlicorprequestform/>.

**Figure 1: Example of the Online Service Request Form**



The screenshot shows a web browser window displaying the Dantli Corp logo and the "Online Service Request Form". The form is titled "Online Service Request Form" and includes the following fields:

- Type of Request: Select Type of Request (dropdown menu)
- Date Service is Needed (From): [Text Input]
- Date Service is Needed (To): [Text Input]
- Client: [Text Input]
- Department Code (if applicable): N/A [Text Input]
- Comment: [Text Area]
- Document (this will only be sent to the interpreter that confirms your request): Choose File | No file chosen

The browser address bar shows the URL: <https://dantlicorp.com/dantlicorprequestform/>. The Windows taskbar at the bottom shows the time as 11:59 PM on 12/5/2016.

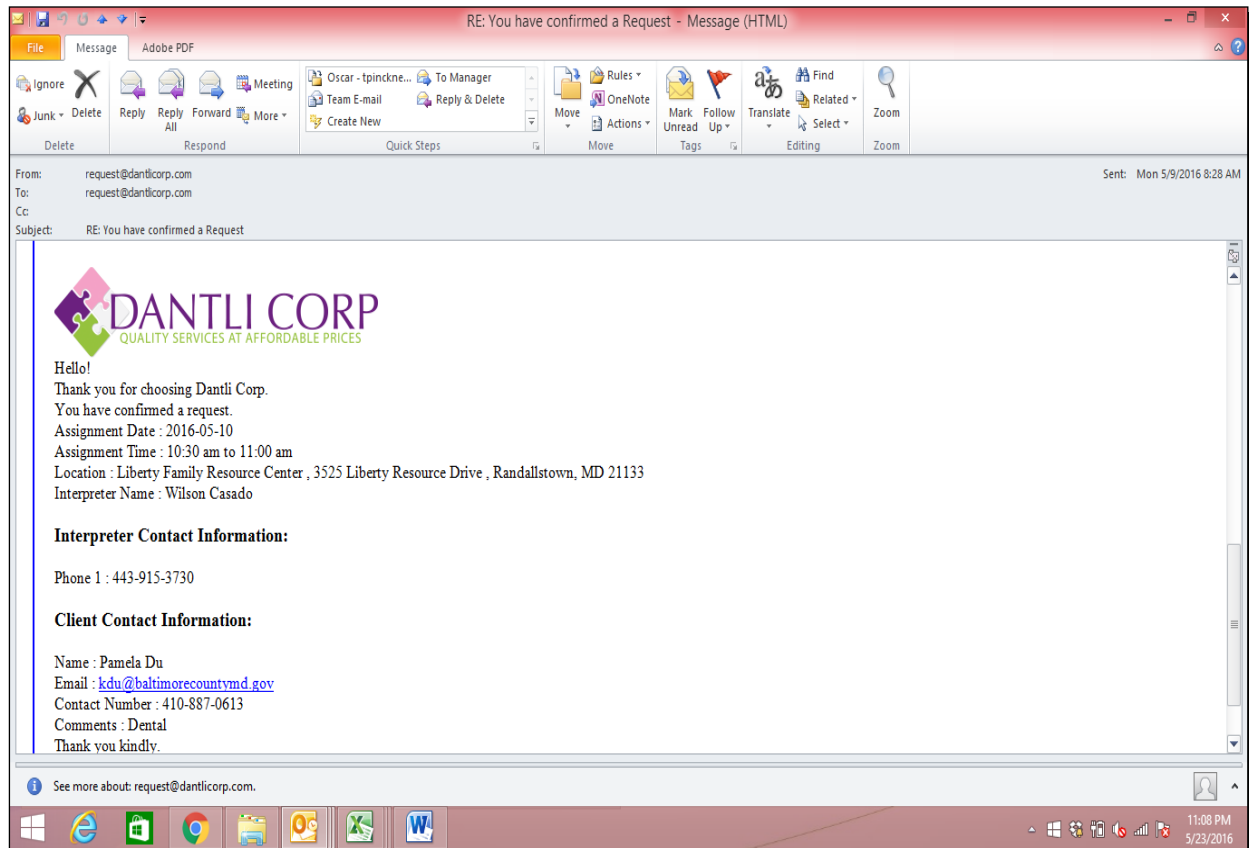
The service request form requires the client to provide the date of service requested, type of language, location of appointment, point of contact information, etc. All details are essential to assigning the client an appropriate interpreter for the assignment.

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Once the request is received, our team will send the client an email confirming receipt of the request. A confirmation email will be provided to the client within 48 hours, or less, informing the client of the interpreter that will be providing the service.

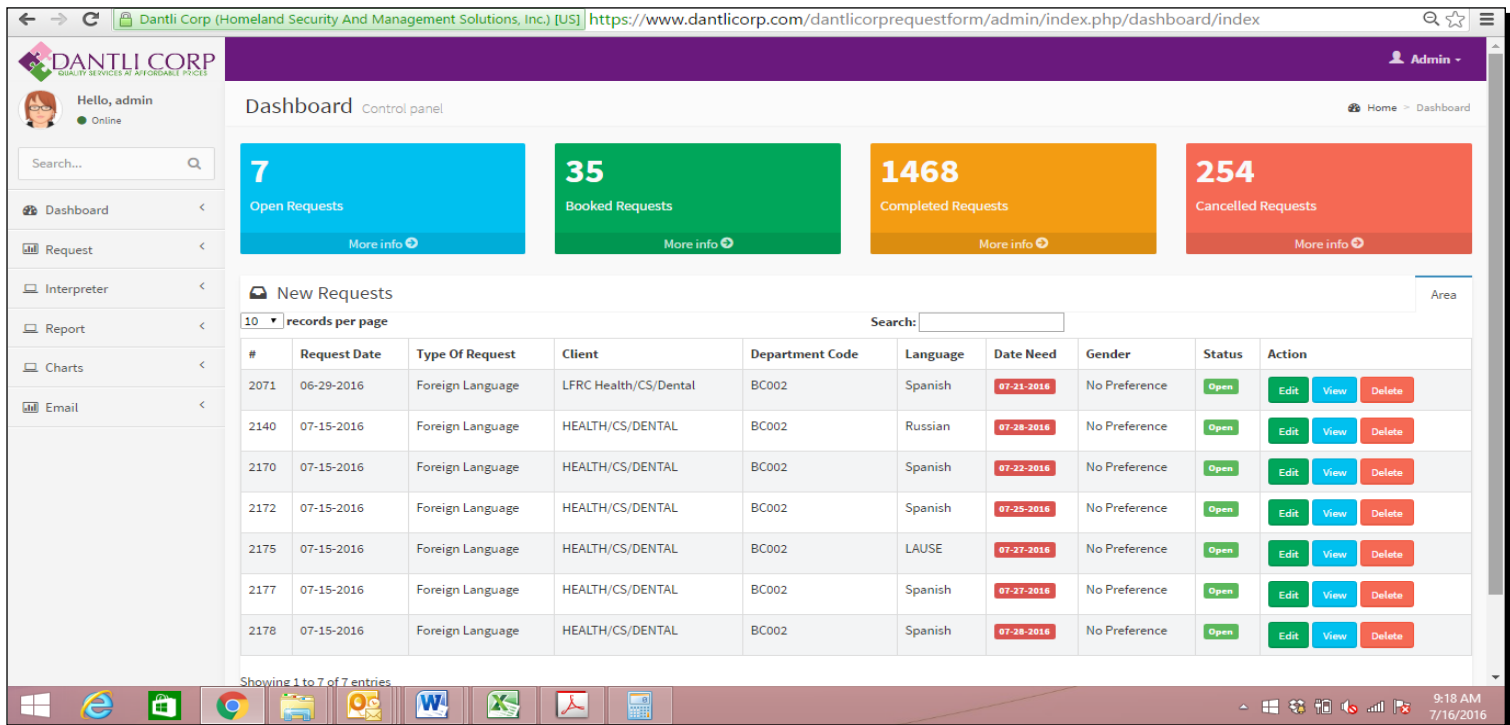
**Figure 2: Example of Confirmation Email**



If our Interpretation/Translation Department has any questions or concerns regarding a submitted request, our team will contact the requestor and confirm specific details regarding the service request. For emergency and same day requests, we ask clients to send requests via our online secure system and follow up with a call to the Dantli Corp Interpretation and Translation Department immediately at 301-769-6933 ext. 4.

To track our service requests, we currently use our proprietary system, Maximus, which captures all pertinent information regarding the client, assignment (subject matter, language, date, time, requester name and contact information), number of interpreters/translators needed, etc. Below is a screenshot of the database.



**Figure 3: Screenshot of Assignments in our Maximus Database**


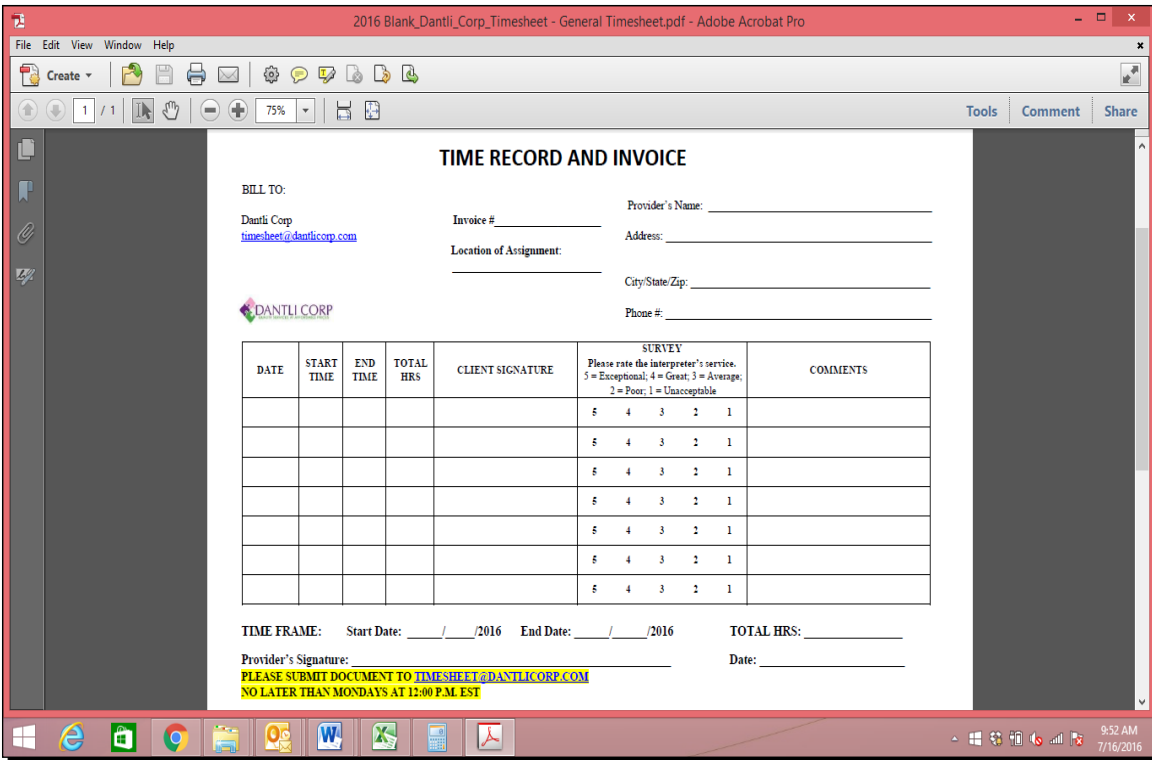
## 2.2 Translation and Interpretation Personnel Requirements

Dantli Corp has been recruiting foreign language linguists and sign language interpreters for years. We have developed a strategic partnership with Gallaudet University, the Registry of the Interpreters for the Deaf (RID), the National Association of the Deaf (NAD) and the American Consortium of Certified Interpreters (ACCI). We are able to assign several interpreters/translators to this contract as we currently have 10,000 qualified and certified interpreters/translators in our database. Our personnel are well versed with all State and Federal laws to include HIPAA and the Americans with Disabilities Act (ADA). Our interpreters are certified at a proficiency level of 4 or better. To ensure we not only meet, but exceed the expectations of the WV Department of Health and Human Resources; we have established a Rapid Response extension (301-769-6933 ext. 4) available just for this contract. Dantli Corp will leverage all our resources (financial, technical, personnel, relationship, equipment, material, facilities, etc.) to ensure that this contract receives the support required to not only meet the critical objectives and goals of the WV Department of Health and Human Resources, but exceed them as well. Our translation and interpretation experts are qualified and certified to provide the services necessary to adequately and efficiently support the WV Department of Health and Human Resources. Our personnel are well versed with all State and Federal laws to include the Americans with Disabilities Act (ADA) and are certified at a proficiency level of 4 or higher and have successfully passed a background check.

### 2.3 Record Keeping

Dantli Corp takes interpretation services very seriously. With that being said, every interpreter will arrive at their assignment at least 10 minutes early with a Dantli Corp Invoice & Timesheet. The Invoice & Timesheet has the interpreter's name, date of the assignment, start time, end time, total time, a place for the client to sign and verify that the interpreter was in fact present for the assignment and provided service, a comments section, and a customer survey which allows the client to rate the service that was provided by the interpreter. Interpreters that consistently receives a rating less than "4 = Great" will no longer provide service to that client or serve on the Dantli Corp team. The figure below depicts the Dantli Corp Invoice & Timesheet used by our personnel.

**Figure 4: Dantli Corp Timesheet**



**TIME RECORD AND INVOICE**

BILL TO:  
Dantli Corp  
[timesheet@dantlicorp.com](mailto:timesheet@dantlicorp.com)

Invoice # \_\_\_\_\_ Provider's Name: \_\_\_\_\_  
Address: \_\_\_\_\_  
Location of Assignment: \_\_\_\_\_  
City/State/Zip: \_\_\_\_\_  
Phone #: \_\_\_\_\_

DATE	START TIME	END TIME	TOTAL HRS	CLIENT SIGNATURE	SURVEY					COMMENTS
					Please rate the interpreter's service. 5 = Exceptional, 4 = Great, 3 = Average, 2 = Poor, 1 = Unacceptable					
					5	4	3	2	1	
					5	4	3	2	1	
					5	4	3	2	1	
					5	4	3	2	1	
					5	4	3	2	1	
					5	4	3	2	1	
					5	4	3	2	1	

TIME FRAME: Start Date: \_\_\_\_/\_\_\_\_/2016 End Date: \_\_\_\_/\_\_\_\_/2016 TOTAL HRS: \_\_\_\_\_  
Provider's Signature: \_\_\_\_\_ Date: \_\_\_\_\_  
**PLEASE SUBMIT DOCUMENT TO [TIMESHEET@DANTLICORP.COM](mailto:TIMESHEET@DANTLICORP.COM)  
NO LATER THAN MONDAYS AT 12:00 P.M. EST**

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## 2.4 Quality Control

In order to contact and provide regular interpreters to support the WV Department of Administration, our team utilizes our proven mass notification system that sends alerts to our translators/interpreters via email, telephone, voicemail, SMS, and text message. The translators/interpreters are able to respond within minutes and inform us of their availability to provide services. This system has proven to be very efficient and beneficial for all of our clients; especially for our Federal and law enforcement clients.

A monthly newsletter is also distributed to all interpreters to keep them abreast of all changes/updates to their contract/assignment. It reminds them to submit their timesheets on time and makes them aware of monthly incentives for providing excellent service.

## 2.5 How Dantli Corp determines if an Interpreter is a Good Fit for an Assignment

Our Interpretation/Translation Department thoroughly reviews each service request and identifies the primary aspects of the assignment. Dantli Corp has implemented an effective Quality Assurance Plan which determines if Interpreters/Translators are a good fit for an assignment. Our Quality Assurance Plan is provided below.

**Step 1:** Prior to an interpreter/translator joining Dantli Corp, all education, credentials, and certifications are verified through school, institutions, and organizations.

**Step 2:** A phone interview is conducted and a rigorous screening process takes place regarding experience with the language, culture, and various industries.

**Step 3:** Before a new Interpreter/Translator provides services for Dantli Corp, they must meet with a Quality Assurance Interpreter/Translator who will evaluate their ability to provide interpretation/translation services. The Quality Assurance Interpreter will hold a 30-minute conversation (via the language) with the new interpreter to evaluate their skills and proficiency. After the 30-minute discussion in the specific language; the Quality Assurance Interpreter will then assign a rating from 1-5 with 1 being the lowest (poor/no ability) and 5 being the highest (very proficient). Only Interpreters/Translators that receive a rating of 4 (proficient) and 5 (very proficient) are assigned to support our clients.

## 2.6 Communication

Weekly meetings are held between the Corporate Support team and the Interpretation/Translation Department. During the meetings, the previous and upcoming assignments in our request database are reviewed, issues/concerns are discussed, and current resources are examined to determine if additional resources are required. Once a month, a Dantli Corp Representative contacts our clients to ensure that they are receiving the quality service that they expect and deserve. If a client addresses concerns that do not meet their expectations, our team immediately holds a meeting to discuss the issues and develops a plan of action to remediate the issue. Once a plan is developed, the President of Dantli Corp follows up with the client to provide the plan of action for moving forward.

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### 3.0 CORPORATE QUALIFICATIONS AND EXPERIENCE

Dantli Corp has a plethora of experience in providing the work that the WV Department of Administration requires. Perfect examples are the work we are currently performing at Tripler Army Medical Center in Hawaii, Fort Carson Military Hospital in Colorado, the City of Norfolk in Virginia, the Baltimore County Department of Health and Human Services and the Baltimore County Police and Fire Departments. Our interpreters/translators provide services for a host of situations such as emergency medical, routine healthcare, minor and major medical procedures, law enforcement, court hearings, academic assessments, conference/meetings, drug abuse, mental assessments, physical and mental abuse, dental screenings, family and civil legal hearings, animal abuse and abandonment hearings, criminal activities, immigration, terrorism, emergency rescue situations, child neglect and foster care situations, etc. Our personnel are certified, highly skilled and trained in HIPAA laws and maintaining patient confidentiality. For difficult situations, we have provided a resource for our personnel to speak with someone if they find themselves emotionally distraught after an assignment. The resource is a 24/7 confidential crisis hotline that is available for our personnel to use if they deem necessary.

Dantli Corp has provided relevant and recent experiences with projects of similar scope and size.

#### 3.1 Reference #1: Baltimore County Department of Health and Human Services

<b>Client:</b>	Baltimore County Department of Health and Human Services
<b>Title of Contract:</b>	Translation Services
<b>Contract Dates:</b>	July 25, 2014 – Present
<b>Award Value:</b>	\$550,000.00
<b>Point of Contact:</b>	Ms. Amber Butcher, Staff Buyer
<b>Phone Number:</b>	(410) 887-3887
<b>Email:</b>	<a href="mailto:abutcher@baltimorecountymd.gov">abutcher@baltimorecountymd.gov</a>

**Scope of Work:** Dantli Corp provides foreign language interpretation and translation services and sign language services to support the Baltimore County Department of Health and Human Services. Our interpreters/translators provide services for a host of situations that include, but are not limited to, drug abuse, mental assessments, physical and mental abuse, dental screenings, family and civil legal hearings, animal abuse and abandonment hearings, criminal activities, illegal immigration, terrorism, emergency rescue situations, child neglect and foster care situations, etc.

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### 3.2 Reference #2: Department of Veteran Affairs, Sign Language Interpreting

**Client:** Department of Veteran Affairs  
**Title of Contract:** Sign Language Interpreting  
**Contract Dates:** February 2015 - Present  
**Award Value:** \$108,216.00  
**Point of Contact:** Mr. Norman Williams, EEO Program Manager/ADR Coordinator  
**Phone Number:** (561) 422-7473  
**Email:** [Norman.Williams1@va.gov](mailto:Norman.Williams1@va.gov)

**Scope of Work:** Dantli Corp provides the more than 15 Veteran Affairs locations throughout the state of Florida with qualified Interpreters for their deaf employees, patients, and family members. The services are available 365 days a year, 24 hours per day, 7 days per week. Dantli Corp is contacted by the West Palm Beach VA Medical Center EEO Officer or Medical Center Point of Contacts (POCs) to arrange for an Interpreter via phone or e-mail in providing interpretation for deaf employees for monthly staff meetings, training sessions, counseling sessions, or other type of meetings they are required to attend. The EEO Officer or Medical Center POCs may also be able to contact the vendor to coordinate services for patients who are deaf and for their family members.

### 3.3 Reference #3: U.S. Navy, NAVFAC Northwest, NAS Whidbey Island, WA

**Client:** U.S Navy, NAVFAC, NAS Whidbey Island, Washington  
**Title of Contract:** Sign Language Interpretation Services  
**Contract Dates:** October 2014 – Present  
**Award Value:** \$350,960.00  
**Point of Contact:** Ms. Annie Goodchild, Contracting Officer  
**Phone Number:** (360) 257-6501  
**Email:** [annie.goodchild@navy.mil](mailto:annie.goodchild@navy.mil)

**Description of Work Performed:** Dantli Corp currently provides, manages, and oversees the sign language interpretation services provided to the Lead Environmental Engineer at the Naval Air Station at Whidbey Island in Washington. Interpretation services are provided on a regular basis for various meetings, training, events, etc. that involve technical Department of Defense terminology. Services include interpreting spoken English into signed English and American Sign Language (ASL), and interpreting ASL and signed English back into spoken English. Dantli Corp provides sign language interpretation services for one employee located at the NAVFAC in Whidbey Island, WA. Dantli Corp receives and books each session after consultation with the Government Point of Contact (POC).

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**3.4 Reference #4: Defense Logistics Agency (DLA), Port Hueneme, CA**

**Client:** DLA, Port Hueneme, California  
**Title of Contract:** Sign Language Interpretation Services  
**Contract Dates:** July 2014 – July 2016  
**Award Value:** \$62,500.00  
**Point of Contact:** Mr. Eric Smith, DLA Distribution Traffic Manager  
**Phone Number:** (805) 982-5320  
**Email:** [eric.smith12@navy.mil](mailto:eric.smith12@navy.mil)

**Description of Work Performed:** Dantli Corp provides sign language interpretation services on a regular basis for various meetings, training, events, etc. that involve technical Department of Defense terminology. Services include interpreting spoken English into signed English and American Sign Language (ASL), and interpreting ASL and signed English back into spoken English. Dantli Corp provides sign language interpretation services for one employee located at the Defense Logistics Agency (DLA) Distribution San Diego at Port Hueneme California. Dantli Corp receives and books each session after consultation with the Government Point of Contact (POC). Sign language interpretation services are coordinated at least 48 business hours in advance, Monday through Friday (6:30AM – 4:00 PM). Occasionally, the Government may require interpreters with less than 48 hours' notice.

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### 3.5 Additional Dantli Corp Interpretation Contracts

Below is a list of additional contracts that Dantli Corp provides clients with interpretation services.

**Figure 5: Additional Dantli Corp ASL Interpretation Contracts**

CLIENT	SERVICES PROVIDED	CONTRACT DATES	AWARD VALUE	RELEVANCY
Community College of Baltimore County	ASL Interpretation	July 2014 – Present	\$100,000.00	Interpretation from English-ASL and ASL-English
Baltimore County Police and Fire Departments	ASL & Foreign Language Interpretation	December 2013 – Present	\$200,000.00	Interpretation & Translation of Documents from English – Various Foreign Languages and vice-a-versa
Department of Veteran Affairs – St. Paul, Minnesota	ASL Interpretation	October 2014 – October 2015	\$37,500.00	Interpretation from English-ASL and ASL-English
U.S. Army - Fort Carson Medical Hospital	ASL Interpretation	February 2015 – Present	\$89,750.00	Interpretation from English-ASL and ASL-English
U.S. Air Force – Tinker Air Force Base	ASL Interpretation	April 2014 – April 2015	\$42,212.50	Interpretation from English-ASL and ASL-English
LLM Placements	Foreign Language and ASL Interpretation	June 2010 – Present	\$295,000.00	Interpretation & Translation of Documents from English-Spanish/Spanish-English
MD Department of Health and Mental Hygiene	ASL Interpretation	December 2013 – November 2014	\$200,000.00	Interpretation from English-ASL and ASL-English

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Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

State of West Virginia  
 Request for Quotation  
 27 - Miscellaneous

Proc Folder: 293622

Doc Description: AMERICAN SIGN LANGUAGE INTERPRETER SERVICES

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2017-02-13	2017-03-14 13:30:00	CRFQ 0506 MMB1700000004	1

**BID RECEIVING LOCATION**

BID CLERK  
 DEPARTMENT OF ADMINISTRATION  
 PURCHASING DIVISION  
 2019 WASHINGTON ST E  
 CHARLESTON WV 25305  
 US

**VENDOR**

Vendor Name, Address and Telephone Number:

*Homeland Security and Management Solutions, Inc, dba Dantti Corp*  
*PO Box 1143*  
*Laurel, MD 20725*  
*Tel: 301-769-6933 ext. 5*

**FOR INFORMATION CONTACT THE BUYER**

April Battle  
 (304) 558-0067  
 april.e.battle@wv.gov

Signature X *Lashika Pickney* FEIN # *32-0325926* DATE *3/8/2017*

All offers subject to all terms and conditions contained in this solicitation





Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

State of West Virginia  
 Request for Quotation  
 27 - Miscellaneous

Proc Folder: 293622

Doc Description: ADDENDUM #1 - AMERICAN SIGN LANGUAGE INTERPRETER SERVICES

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2017-02-23	2017-03-14 13:30:00	CRFQ 0506 MMB1700000004	2

**BID RECEIVING LOCATION**

BID CLERK  
 DEPARTMENT OF ADMINISTRATION  
 PURCHASING DIVISION  
 2019 WASHINGTON ST E  
 CHARLESTON WV 25305  
 US

**VENDOR**

Vendor Name, Address and Telephone Number:

*Homeland Security and Management Solutions, Inc. dba Dantti Corp*  
*P.O. Box 1143*  
*Laurel, MD 20725*  
*Tel: 301-769-6933 ext. 5*

**FOR INFORMATION CONTACT THE BUYER**

April Battle  
 (304) 558-0067  
 april.e.battle@wv.gov

Signature X *Lashika Puckney* FEIN # *32-0325926* DATE *3/13/2017*

All offers subject to all terms and conditions contained in this solicitation



Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

State of West Virginia  
 Request for Quotation  
 27 – Miscellaneous

Proc Folder: 293622

Doc Description: ADDENDUM #2 - AMERICAN SIGN LANGUAGE INTERPRETER SERVICES

Proc Type: Central Master Agreement

Date Issued	Solicitation Closes	Solicitation No	Version
2017-02-28	2017-03-14 13:30:00	CRFQ 0506 MMB1700000004	3

**BID RECEIVING LOCATION**

BID CLERK  
 DEPARTMENT OF ADMINISTRATION  
 PURCHASING DIVISION  
 2019 WASHINGTON ST E  
 CHARLESTON WV 25305  
 US

**VENDOR**

Vendor Name, Address and Telephone Number:

*Homeland Security and Management Solutions, Inc. dba Dantti Corp*  
*P.O. Box 1143*  
*Laurel, MD 20725*  
*Tel: 301-769-6933 ext.5*

**FOR INFORMATION CONTACT THE BUYER**

April Battle  
 (304) 558-0067  
 april.e.battle@wv.gov

Signature X *Laisha Pinckney* FEIN # *32-0325926* DATE *3/13/2017*

All offers subject to all terms and conditions contained in this solicitation

STATE OF WEST VIRGINIA  
Purchasing Division

# PURCHASING AFFIDAVIT

**MANDATE:** Under W. Va. Code §5A-3-10a, no contract or renewal of any contract may be awarded by the state or any of its political subdivisions to any vendor or prospective vendor when the vendor or prospective vendor or a related party to the vendor or prospective vendor is a debtor and: (1) the debt owed is an amount greater than one thousand dollars in the aggregate; or (2) the debtor is in employer default.

**EXCEPTION:** The prohibition listed above does not apply where a vendor has contested any tax administered pursuant to chapter eleven of the W. Va. Code, workers' compensation premium, permit fee or environmental fee or assessment and the matter has not become final or where the vendor has entered into a payment plan or agreement and the vendor is not in default of any of the provisions of such plan or agreement.

**DEFINITIONS:**

**"Debt"** means any assessment, premium, penalty, fine, tax or other amount of money owed to the state or any of its political subdivisions because of a judgment, fine, permit violation, license assessment, defaulted workers' compensation premium, penalty or other assessment presently delinquent or due and required to be paid to the state or any of its political subdivisions, including any interest or additional penalties accrued thereon.

**"Employer default"** means having an outstanding balance or liability to the old fund or to the uninsured employers' fund or being in policy default, as defined in W. Va. Code § 23-2c-2, failure to maintain mandatory workers' compensation coverage, or failure to fully meet its obligations as a workers' compensation self-insured employer. An employer is not in employer default if it has entered into a repayment agreement with the Insurance Commissioner and remains in compliance with the obligations under the repayment agreement.

**"Related party"** means a party, whether an individual, corporation, partnership, association, limited liability company or any other form or business association or other entity whatsoever, related to any vendor by blood, marriage, ownership or contract through which the party has a relationship of ownership or other interest with the vendor so that the party will actually or by effect receive or control a portion of the benefit, profit or other consideration from performance of a vendor contract with the party receiving an amount that meets or exceed five percent of the total contract amount.

**AFFIRMATION:** By signing this form, the vendor's authorized signer affirms and acknowledges under penalty of law for false swearing (W. Va. Code §61-5-3) that neither vendor nor any related party owe a debt as defined above and that neither vendor nor any related party are in employer default as defined above, unless the debt or employer default is permitted under the exception above.

**WITNESS THE FOLLOWING SIGNATURE:**

Vendor's Name: Homeland Security and Management Solutions, Inc. dba Dantli Corp

Authorized Signature: *Salsiska Pivkney* Date: 3/13/2017

State of Maryland

County of Prince Georges, to-wit:

Taken, subscribed, and sworn to before me this 13<sup>th</sup> day of March, 2017.

My Commission expires \_\_\_\_\_, 20\_\_\_\_\_.

ALEXANDER J. GODFREY  
Notary Public-Maryland  
Prince George's County  
My Commission Expires  
May 30, 2018

NOTARY PUBLIC

*[Signature]*

Purchasing Affidavit (Revised 08/01/2015)

AFFIX SEAL HERE



AGREED:

Name of Agency: Mildred Mitchell-Bateman Hospital

Name of Associate: LaTrisha Pinkney

**SIGN HERE**

Signature: \_\_\_\_\_

Signature: LaTrisha Pinkney

Title: Procurement Officer

Title: President

Date: \_\_\_\_\_

Date: 3/8/2017

Form - WVBA-012004  
Amended 06.26.2013

APPROVED AS TO FORM THIS 26<sup>th</sup>  
DAY OF Jan 20 13

Patrick Morrissey  
Attorney General

BY \_\_\_\_\_



Appendix A

(To be completed by the Agency's Procurement Officer prior to the execution of the Addendum, and shall be made a part of the Addendum. PHI not identified prior to execution of the Addendum may only be added by amending Appendix A and the Addendum, via Change Order.)

Name of Associate: LaTrisha Pinckney



Name of Agency: MILDRED MITCHELL-BATEMAN HOSPITAL

Describe the PHI (do not include any actual PHI). If not applicable, please indicate the same.

Any and all personally identifiable information including but not limited to patient name, address, date of birth, Social Security Number, telephone number, and insurance information. Any and all protected health information including but not limited to patient diagnosis, lab test, radiological exams, physical health exams, and/or treatment process.

ADDENDUM ACKNOWLEDGEMENT FORM

SOLICITATION NO.: CRFQ 0506 MMB1700000004

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received:

(Check the box next to each addendum received)

- Addendum No. 1
- Addendum No. 2
- Addendum No. 3
- Addendum No. 4
- Addendum No. 5

- Addendum No. 6
- Addendum No. 7
- Addendum No. 8
- Addendum No. 9
- Addendum No. 10

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Homeland security and management solutions, inc. dba Dantui Cop  
Company

Kalisha Puckney  
Authorized Signature

3/8/2017  
Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.

**DESIGNATED CONTACT:** Vendor appoints the individual identified in this Section as the Contract Administrator and the initial point of contact for matters relating to this Contract.

LaTrisha Pinckney, President  
(Name, Title)  
LaTrisha Pinckney, President  
(Printed Name and Title)  
P.O. Box 1143, Laurel, MD 20725  
(Address)  
301-769-6933 ext. 5 / 1-800-517-3350  
(Phone Number) / (Fax Number)  
tpinckney@dantlicorp.com  
(email address)

**CERTIFICATION AND SIGNATURE:** By signing below, or submitting documentation through wvOASIS, I certify that I have reviewed this Solicitation in its entirety; that I understand the requirements, terms and conditions, and other information contained herein; that this bid, offer or proposal constitutes an offer to the State that cannot be unilaterally withdrawn; that the product or service proposed meets the mandatory requirements contained in the Solicitation for that product or service, unless otherwise stated herein; that the Vendor accepts the terms and conditions contained in the Solicitation, unless otherwise stated herein; that I am submitting this bid, offer or proposal for review and consideration; that I am authorized by the vendor to execute and submit this bid, offer, or proposal, or any documents related thereto on vendor's behalf; that I am authorized to bind the vendor in a contractual relationship; and that to the best of my knowledge, the vendor has properly registered with any State agency that may require registration.

Dantli Corp (Legal Name: Homeland Security + Management solutions, Inc.)  
(Company)

LaTrisha Pinckney, President  
(Authorized Signature) (Representative Name, Title)

LaTrisha Pinckney, President  
(Printed Name and Title of Authorized Representative)

3/8/2017  
(Date)

301-769-6933 ext. 5 / Fax: (1-800-517-3350)  
(Phone Number) (Fax Number)

**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: CRFQ MMB1700000004**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

- |  |  |
|--|--|
| <input type="checkbox"/> Addendum No. 1            | <input type="checkbox"/> Addendum No. 6  |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7  |
| <input type="checkbox"/> Addendum No. 3            | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5            | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Homeland Security and Management  
Solutions, Inc. dba Dantui Corp  
\_\_\_\_\_  
Company

Lalisha Puckney  
\_\_\_\_\_  
Authorized Signature

3/13/2017  
\_\_\_\_\_  
Date

NOTE: This addendum acknowledgement should be submitted with the bid to expedite document processing.



**ADDENDUM ACKNOWLEDGEMENT FORM**  
**SOLICITATION NO.: MMB1700000004**

**Instructions:** Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

**Acknowledgment:** I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

**Addendum Numbers Received:**

(Check the box next to each addendum received)

- |  |  |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6  |
| <input type="checkbox"/> Addendum No. 2            | <input type="checkbox"/> Addendum No. 7  |
| <input type="checkbox"/> Addendum No. 3            | <input type="checkbox"/> Addendum No. 8  |
| <input type="checkbox"/> Addendum No. 4            | <input type="checkbox"/> Addendum No. 9  |
| <input type="checkbox"/> Addendum No. 5            | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.

Homeland Security and Management  
Solutions, Inc. dba Danti Corp  
\_\_\_\_\_  
Company

Lashisha Piekney  
\_\_\_\_\_  
Authorized Signature

3/13/2017  
\_\_\_\_\_  
Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.

REQUEST FOR QUOTATION  
CRFQ 0506 MMB1700000004  
Sign Language Interpreter Service

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**11. MISCELLANEOUS:**

**11.1 Contract Manager:** During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

**Contract Manager:** Ms. Penny Little, Interpretation and Translation Department Manager

**Telephone Number:** 301-769-6933 ext. 4

**Email Address:** request@dantlicorp.com

**Fax Number:** 1-800-517-3350

State of West Virginia  
**VENDOR PREFERENCE CERTIFICATE**

Certification and application is hereby made for Preference in accordance with **West Virginia Code**, §5A-3-37. (Does not apply to construction contracts). **West Virginia Code**, §5A-3-37, provides an opportunity for qualifying vendors to request (at the time of bid) preference for their residency status. Such preference is an evaluation method only and will be applied only to the cost bid in accordance with the **West Virginia Code**. This certificate for application is to be used to request such preference. The Purchasing Division will make the determination of the Vendor Preference, if applicable.


1. **Application is made for 2.5% vendor preference for the reason checked:**  
 Bidder is an individual resident vendor and has resided continuously in West Virginia for four (4) years immediately preceding the date of this certification; **or**,  
 Bidder is a partnership, association or corporation resident vendor and has maintained its headquarters or principal place of business continuously in West Virginia for four (4) years immediately preceding the date of this certification;  
 Bidder is a resident vendor partnership, association, or corporation with at least eighty percent of ownership interest of bidder held by another entity that meets the applicable four year residency requirement; **or**,  
 Bidder is a nonresident vendor which has an affiliate or subsidiary which employs a minimum of one hundred state residents and which has maintained its headquarters or principal place of business within West Virginia continuously for the four (4) years immediately preceding the date of this certification; **or**,
2.  **Application is made for 2.5% vendor preference for the reason checked:**  
 Bidder is a resident vendor who certifies that, during the life of the contract, on average at least 75% of the employees working on the project being bid are residents of West Virginia who have resided in the state continuously for the two years immediately preceding submission of this bid; **or**,
3.  **Application is made for 2.5% vendor preference for the reason checked:**  
 Bidder is a nonresident vendor that employs a minimum of one hundred state residents, or a nonresident vendor which has an affiliate or subsidiary which maintains its headquarters or principal place of business within West Virginia and employs a minimum of one hundred state residents, and for purposes of producing or distributing the commodities or completing the project which is the subject of the bidder's bid and continuously over the entire term of the project, on average at least seventy-five percent of the bidder's employees or the bidder's affiliate's or subsidiary's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years and the vendor's bid; **or**,
4.  **Application is made for 5% vendor preference for the reason checked:**  
 Bidder meets either the requirement of both subdivisions (1) and (2) or subdivision (1) and (3) as stated above; **or**,
5.  **Application is made for 3.5% vendor preference who is a veteran for the reason checked:**  
 Bidder is an individual resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard and has resided in West Virginia continuously for the four years immediately preceding the date on which the bid is submitted; **or**,
6.  **Application is made for 3.5% vendor preference who is a veteran for the reason checked:**  
 Bidder is a resident vendor who is a veteran of the United States armed forces, the reserves or the National Guard, if, for purposes of producing or distributing the commodities or completing the project which is the subject of the vendor's bid and continuously over the entire term of the project, on average at least seventy-five percent of the vendor's employees are residents of West Virginia who have resided in the state continuously for the two immediately preceding years.
7.  **Application is made for preference as a non-resident small, women- and minority-owned business, in accordance with West Virginia Code §5A-3-59 and West Virginia Code of State Rules.**  
 Bidder has been or expects to be approved prior to contract award by the Purchasing Division as a certified small, women- and minority-owned business.

Bidder understands if the Secretary of Revenue determines that a Bidder receiving preference has failed to continue to meet the requirements for such preference, the Secretary may order the Director of Purchasing to: (a) rescind the contract or purchase order; or (b) assess a penalty against such Bidder in an amount not to exceed 5% of the bid amount and that such penalty will be paid to the contracting agency or deducted from any unpaid balance on the contract or purchase order.

By submission of this certificate, Bidder agrees to disclose any reasonably requested information to the Purchasing Division and authorizes the Department of Revenue to disclose to the Director of Purchasing appropriate information verifying that Bidder has paid the required business taxes, provided that such information does not contain the amounts of taxes paid nor any other information deemed by the Tax Commissioner to be confidential.

**Bidder hereby certifies that this certificate is true and accurate in all respects; and that if a contract is issued to Bidder and if anything contained within this certificate changes during the term of the contract, Bidder will notify the Purchasing Division in writing immediately.**

**Bidder:** Homeland Security and Management Solutions, Inc. dba Dantli Corp

**Signed:** 

**Date:** 3/8/2017

**Title:** President



CRFQ 0506 MMB1700000004 PRICING PAGE

EXHIBIT "A"

Item #	Estimated Usage:	Description	Unit Cost	Total Cost
4.1.1	2080 hours	Sign Language Interpreter Services - Hourly Rate	\$51.00 (x2080)	\$106,080
4.1.1	40 hours	Sign Language Interpreter Services - Hourly Rate	\$51.00 (x40)	\$2,040
<b>GRAND TOTAL COST BID SUBMISSION</b>				<b>\$108,120</b>

Awarding of the contract will be to the vendor who provides the lowest overall GRAND TOTAL cost and meets or exceeds the specifications of the Request for Solicitation.

The quantities listed in Solicitation are approximations only, based on estimates supplied by the Agency. It is understood and agreed that the Contract shall cover the quantities actually ordered during the term of this Contract, whether more or less than the quantities shown.

Company Name: Homeland Security and Management Solutions, Inc. dba Dantli Corp

Sales Representative: Ms. Trisha Pinckney

Vendor Address: Dantli Corp  
PO Box 1143  
Laurel, MD 20725

Vendor Phone: 301-769-6933 ext. 5 or (240) 461-6205 Fax Number: 1-800-517-3350

Email Address: tpinckney@dantlicorp.com

*Trisha Pinckney* 3/8/2017  
 Signature Date

Remit to Address: Dantli Corp  
PO Box 1143  
Laurel, MD 20725