



# PROFESSIONAL Language Services

## ABOUT US

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Founded in 1996, industry leader Avantpage allows our customers to build bridges across cultures. We provide translation, localization, language technology, language workflow and strategy, and multilingual desktop publishing services—with constant attention to consistency and accuracy. We have successfully completed statewide, national, and international contracts, partnering with government and private entities.

Our expertise helps our costumers communicate and develop lasting relationships with ethnic and foreign markets. Online project management systems and advanced language technology allow us to provide responsive, quality, and efficient services. We help our customers develop an overall language strategy, workflows, and enabling technologies. These elements provide a framework that allows collaboration throughout all language services.

## WHAT WE DO

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### TRANSLATION

Avantpage provides written translation services of documents, web pages, brochures, forms, and other miscellaneous items. We communicate in more than 150 languages, covering a wide range of industries.

### LOCALIZATION

We translate and adapt English websites, documents, and multimedia for foreign language speakers; or adapt foreign documents and multimedia for U.S. English speakers. This service crosses the boundaries of borders and business to secure the confidence of profitable foreign markets with authenticated documents and multimedia that feel and function as if they were produced in the target country.

### WORKFLOW

With the help of technology, we help organizations restructure their processes to incorporate translation and localization.

### LINGUISTIC ENGINEERING

We help organizations create, manage, and deploy their linguistic assets such as Translation Memories, Style Guides, and Glossaries.

### DESKTOP PUBLISHING

Avantpage formats and re-creates foreign language layouts and supports more than 150 languages and a wide variety of software applications. We handle every nuance of the process, thoroughly detailing documents to reflect a culturally appropriate message.

### INDUSTRIES

Healthcare and life sciences, elections, banking and finance, education, marketing, gaming, government, human resources, insurance, manufacturing, and technology.

### LANGUAGES

We handle over 150 languages, including Spanish, Chinese, French, German, Italian, Portuguese, Cambodian, Korean, Tagalog, Japanese, Russian, Vietnamese, Hmong, and Arabic.

## CERTIFICATIONS

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To forge successful partnerships with our clients, we have earned multiple certifications.

> **SMALL BUSINESS ADMINISTRATION (SBA)** Certification number 1228784

> **SMALL BUSINESS, STATE OF CALIFORNIA** Certification number 0021077

> **MINORITY AND DISADVANTAGED BUSINESS ENTERPRISE (MBE & DBE)**

Certificate number 05-0418, National Minority Supplier Development Council, among others.

> **CALIFORNIA MULTIPLE AWARDS SCHEDULE (CMAS)** Contract number

4-08-03-0089C, for Translation and Interpretation Services, Statewide

> **NAICS CODES** 323115, 323122, 512191, 541430, 541613, 541930, 561410

> **CCR REGISTERED, CAGE CODE** 1WVV4

> **DUNS CODE** 004642294, **SIC CODE** 7389

## WHO WE ARE

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### **LUIS MIGUEL** | CEO

Dr. Luis Miguel holds a Ph.D. in computer science and is a recognized expert in the translation industry. As founder and CEO, Dr. Miguel uses his linguistic expertise, leadership skills, and decisive business acumen to develop and nurture an organization that reflects his vision: globally competitive, adaptive to change, and focused on delivering exceptional quality while remaining cost-effective and value-centric.



### **Laura Kujubu** | VP, CUSTOMER RELATIONS

Laura graduated from U.C. Berkeley with a degree in Mass Communications. She began her tenure at Avantpage in project management, a role that enabled her to gain an insider's understanding of Avantpage's processes and procedures. A consummate "people person," Laura brings her experience and knowledge to her position as VP, Customer Relations. Responsible for helping to grow business sectors in the company, Laura also initiates and supports long-term business relationships with our customers.



### **David Serra** | DIRECTOR OF NEW MARKETS

David identifies new markets and growth opportunities for Avantpage, develops current accounts, and leads new business development. David is responsible for spearheading growth strategies in the Pacific Northwest and Canada and offering support and guidance to Avantpage's sales and marketing team. David strengths include his extensive experience in localization, strategic planning, management, and new market expansion.



### **Vera Hooijdonk** | OPERATIONS MANAGER

Vera manages all aspects of the translation projects: assessing and distributing workloads, organizing client meetings, monitoring productivity, managing training, communicating client needs to the team, overseeing technology tools, ensuring that processes remain cost-effective, and maintaining quality standards. Vera loves working with Avantpage's clients, understanding their linguistic needs, handling a variety of projects, and learning about new industries and technologies.