

Confidential Rate Proposal
Bob McAteer -Georgia Court Of Appeals
 July 19, 2004

DVD Mastering and DVD Replication DVD-5

| QUANTITY | Unit \$ DVD-5 |
|---------------------|-----------------------------|
| 1,000 x 10% = 1,100 | \$0.96 x 1,100 = \$1,056.00 |
| 2,500 x 10% = 2,750 | \$0.89 x 2,750 = \$2,447.50 |
| 5,000 x 10% = 5,500 | \$0.82 x 5,500 = \$4,510.00 |

We Print and Bill 10% Overage To Assure Quantity Ordered

- DVD-5s include 5-color screen-printing.
- Mastering charges assume a fully authored DLT or DVD-R input.

DVD Graphic Pre-Press

Film for CD Silk Screen Art Includes Pre Flight: Checking file for accuracy, fit to template, bleeds, fonts, high-resolution graphics film & proof. 5th color needs to be a flood coat. Standard Turn-a-round time is 3 business days.

| | | | | |
|--------------|-------------|----------|-----------|----------|
| 5-color film | Film Output | \$200.00 | PDF Proof | INCLUDED |
|--------------|-------------|----------|-----------|----------|

DVD Check disc Package

Check disc mastering & 10 Check-disc

~~\$ 1,500~~

DVD-5

Note: Check discs have no silk screening and are packaged in paper window envelopes. If check-disc is approved, these charges can be waived for orders of 1000 units or more. ~~If check-disc fails due to authoring house error, the above charges will be billed and a new check-disc package will need to be ordered.~~ Standard turn time is 3 days.

DVD PACKAGING PRICES

| Package Type | Unit Price |
|--|------------|
| DVD Retail Case | \$0.45 |
| #2 Jiffy Bag Mailer | \$0.35 |
| Single Unit 1 st Class Mail | \$2.00 |

Case, collation, and shrink. Apply address labels, Insert into Jiffy Bag, Seal, Apply Postage
 Assumes automated loading. Client supplied components must conform to Allied Vaughn Specifications.

Retail case wraps. 4/0 Printed on 100# Gloss.

| Quantity | Unit \$ |
|--------------------------------|-----------------------------|
| Film output & Proof | \$200.00 |
| 1,000 x 10% = 1,100 | \$0.30 x 1,100 = \$330.00 |
| 2,500 x 10% = 2,750 | \$0.25 x 2,750 = \$687.50 |
| 5,000 x 10% = 5,500 | \$0.20 x 5,500 = \$1,100.00 |

All custom printing and custom cases are subject to overruns of up to 10%, as well as all freight charges.
 Turnaround time for printing is 10 business days. Please allow time for film and proofing estimate 3 business days.

Allied Vaughn supports the IRMA (International Recording Media Association) Anti-Piracy Initiative. Please provide distribution-licensing documentation along the attached Intellectual Property Rights (IPR) form. (Attachment APCP-12)

Standard turn around time:

7-10 business days-day zero begins when new master, film and all related materials arrive at replication facility by 12PM. Allow additional 10-14 days for film process and printing.

Quoted by: Dee Turner, Inside Sales (770) 441-3827 x-249
Terms: Net 30 days with approved credit or COD
FOB: Madison, GA (Freight cost is Additional)
Minimum: See above

Thank you for the opportunity to quote on this and your entire multi-media projects! Allied Vaughn reserves the right to adjust rates, with 30 days written notice due to changes in material costs. Customer supplied and printed materials must meet industry specification and should include up to 10% overage. Non specification materials will incur additional cost. It is strongly recommended that only safety masters/CD be utilized for duplication or replication purposes, Allied Vaughn assumes no liability for masters. Any changes to above specifications may result in order price changes, turn around time and process.

Confidential Rate Proposal
 For
 Bob McAteer
 Georgia Court Of Appeals
 July 16, 2004

VHS SP NTSC DUPLICATION

| Length | 100-249 | 250-499 | 500-999 | 1000-4999 |
|--------|---------|---------|---------|-----------|
| 30:00 | 1.75 | 1.65 | 1.55 | 1.35 |
| 45:00 | 1.95 | 1.85 | 1.75 | 1.55 |
| 60:00 | 2.15 | 2.00 | 1.95 | 1.75 |

Rates Includes: Premium quality shell, Professional grade 3M™ tape stock, JVC® licensed loading and Duplication and 100% quality assurance

When program length is 25 seconds past the category length, price will reflect next longest length. Example 60:25 will be priced using 75 minutes stock.

Custom Print 2/Color Roll Face Labels

1,000 x 10% = 1,100 = \$0.45/Each Plates & Proof: \$375.00
 2,500 x 10% = 2,750 = \$0.35/Each

Turnaround: 7-10 business work days upon receipt of artwork

Packaging Options: Custom Print 4/Color Bottomload Cardboard Sleeve

Film output and Matchprint Proof \$425.00
 Minimum order: 2,500 + 10% Overage = 2,750 \$0.17/Each

Turnaround: 14 business work days upon receipt of artwork

Shrink-wrap (single tape) \$0.05/Each
 #2 Jiffy Mailer \$0.35/Each

Mail a Single Unit Via 1st Class Mail \$2.50/Each
 Price includes: collation, apply address label, seal package, apply postage

Macrovision® anti-copy protection (Optional – Additional Cost)

| QUANTITY | 1-499 | 500-999 | 1,000-4,999 | 5,000-9,999 |
|-----------|--------|---------|-------------|-------------|
| Unit Cost | \$0.90 | \$0.75 | \$0.50 | \$0.35 |

Annual agreement and complete cost analysis is available upon request.

Turnaround: 3-5 business work days upon receipt of Master, Sleeves & Labels

Terms: Net 30, or COD (Major credit card accepted)

FOB: Norcross, GA

Minimum: *\$40 per master/order

Quoted by **Dee Turner, Inside Sales(770) 441-3827** Dee.turner@alliedvaughn.com

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MAUREEN F. CORLEY

1416 Fama Drive, N.E.
Atlanta, GA. 30329
(404) 634-9054
E-mail ranchomo@mindspring.com

Skills: Over 20 years experience in all aspects of video and multimedia production, including promotional, corporate and documentary writing, project managing, post-producing, field producing, research and interviewing.

| | |
|--|---|
| RANCHO MO PRODUCTIONS Independent Writer- Producer/Consultant | Atlanta, Georgia October 1991 to present |
|--|---|

Clients include Turner Network Television, Turner Classic Movies, UPS, Home Depot, Cox Enterprises, Turner Interactive, Turner Private Networks, The Cartoon Network, TNT/Latin America, Warner Bros. International Channels, Citifinancial, Primerica, Lifetime and HBO.

Projects include promos, short and long form programming; skilled in field production, archival interviewing, writing and post-production.

Consulted for Turner Classic Movies as executive producer, Program Production (May 1997 – May 1998)

Documentary/entertainment program credits include:

Co-Producer, "Private Screenings: Ann Miller" (premiered August 1997/Turner Classic Movies)

Producer, "Private Screenings: Robert Mitchum & Jane Russell" (premiered November 1996/TCM)

Co-Producer, "Reel Memories with Jane Powell", (premiered August 1995/TCM)

Producer and co-writer, "Inside the Dream Factory" (premiered July 1995/TCM, **1995 CableAce winner**)

Audio Post-Producer, "Return to Wounded Knee" (aired October 1994/Turner Network Television)

Producer and writer of "Life Remembers" (premiered December 1993/TNT)

Co-writer of "The Making of 'Gettysburg'" (premiered October 1993/TNT)

Co-producer and co-writer of "Gettysburg Journal" (premiered June 1994/TNT).

| | |
|--|--|
| THREE ON A MATCH PRODUCTIONS, INC. Co-owner, producer | Atlanta, Georgia July 1998 to December 2002 |
|--|--|

Producers of programming for broadcast and home video. Productions include "Winning the Lottery Parts 1 & 2" and "News Bloopers" for Time Life Video.

TURNER NETWORK TELEVISION
Supervising Senior Producer,
Interstitial Programming

Atlanta, Georgia
January 1990 – September 1991

As Executive Producer for movie-oriented short-form programming, developed and supervised a variety of weekly and monthly formats. Served as Executive Producer for "behind the scenes" segments and electronic press kits promoting made-for-TNT motion pictures. Also involved in research and development of long-form celebrity/movie-oriented programming on TNT. Responsible for developing system and strategy for conducting and utilizing "celebrity" interview material as programming; coordinated activities with New York booker/interviewer. Trained and supervised production assistant and junior writer-producer.

RANCHO MO PRODUCTIONS
Independent Writer-Producer

New York City
October 1988 – January 1990

Clients included Home Box Office, Cinemax, Nickelodeon, Nick-At-Nite, HA!, Turner Network Television.

HOME BOX OFFICE, INC.

New York City
1983 – 1990

Writer-Producer, Broadcast Advertising & Promotion
November 1985 – September 1988

Responsible for monthly TV and radio spots promoting HBO and Cinemax programming; producer of videos for convention, marketing and affiliate use, involving both post-production and location shoots.

Writer-Producer, On-Air Promotion
November 1983 – October 1985

Responsible for conception, writing and production of on-air promotion for HBO and Cinemax programming; producer of studio and remote shoots on film and video, involving both direction of live talent and celebrity interviews.

WARNER AMEX SATELLITE
ENTERTAINMENT COMPANY
Writer-Producer, The Movie Channel

New York City
March 1981 – 1983

Created promos and short-form programming. Writer-producer, "Behind the Scenes", monthly editorial/promotional short-form program for air, incorporating celebrity interviews and location footage.

EDUCATION**B.F.A. New York University, 1981**

Cinema Studies major/TV minor; honors graduate
Program director, WNYU-FM, 1980-1981

Georgia Institute of Technology**Certificate in Web Design and Multimedia, March, 2001**

Knowledge of Avid non-linear editing systems. Proficient in Photoshop, Dreamweaver, Word, Excel.

References and demo reels available on request.

AWARDS

1997 Promax Gold Medal, Bill Cosby promos for Turner Classic Movies (post-producer)

1997 Silver World Medal, The New York Festivals, International TV Programming, for "Inside the Dream Factory", TCM

1995 CableAce winner, Entertainment/Cultural Documentary, for "Inside the Dream Factory" for Turner Classic Movies (producer, co-writer).

1994 Telly Award, for "Life Remembers" for TNT (producer, writer).

1994 Telly Award, for "Making of 'Gettysburg'" for TNT (co-writer).

1993 CableAce finalist, as Producer/Writer, Short Form Programming-Series, "Our Favorite Movies-Summer Edition", TNT.

1992 ACE Award finalist, as Executive Producer, Short Form Programming-Series, "Salute to Great Black Performers", TNT.

1991 Clio Awards finalist, U.S. Cable/Network ID, "Our Favorite Movies"-listed as Supervising Producer

1990 BPME Awards finalist, as Writer/Producer, Network TV Announcement-"TNT Child Stars Retrospective".

1989 Clio Award Finalist, New Subscriber Programming or Promotion category for HBO/Cinemax.

1989 CTAM Awards finalist, as Writer/Producer for HBO/Cinemax System-Wide Preview Bumps.

1988 Cable Television Advertising and Marketing Awards (CTAM), winner in two categories for HBO marketing promotions.

1988 International Film and Television Festival of New York, two-time finalist for HBO work.

1984 Clio Award Finalist, New Subscriber Programming or Promotion category for The Movie Channel.

1984 Broadcasters Promotion Association Silver Award, TV Announcement-Generic for HBO.

1983 International Film and Television Festival of New York, winner of silver and bronze medals for promotional pieces for The Movie Channel.

The Storyline Group

1954 AIRPORT ROAD, SUITE 206 ATLANTA, GA 30341 (770) 458-1852
www.storylinegroup.com

July 20, 2004

Bob McAteer
U.S. Court of Appeals
334 State Judicial Bldg.
40 Capitol Square
Atlanta, GA 30334

Dear Bob:

Thanks for considering us to help you with your history project. As you know, we have much experience and expertise developing content for historical books and television. After our discussion, I reviewed the history section of your website. I was particularly interested to see that Frank Eldridge is still serving. Twenty-plus years ago I was on staff at North Avenue Presbyterian Church where Judge Eldridge has been active for many years. Also, former Judge Dorothy Beasley's two step-children are close friends.

In response to your request for a scriptwriting quote, I submit the following:

PROJECT DESCRIPTION:

- Documentary: "History of the Georgia Court of Appeals"
- 30-45 minutes running time
- Narration and on-camera interviews mixed with archival photography

SERVICES:

- Research and information gathering
- Review of archival footage and/or photography
- Interviews with potential on-camera personalities (telephone or face-to-face)
- Scripting
- Review, alterations and delivery of final script

SCRIPTWRITING FEE: \$12,500, plus expenses (if applicable)

As I mentioned yesterday, I will be happy to meet with you or your associates to further discuss my involvement and my enthusiasm for the project.

Sincerely,

PUBLISHING • VISUAL MEDIA • WRITING SERVICES • SPECIAL PROJECTS

OUR LIBRARY • ABOUT US • CONTACT

Corporate & Family Histories | Personal Legacies | Commemoratives for Associations



- [The Storyline Group](#)
- [Our Bios](#)
- [Credits](#)

Phillip Bellury began his career as a researcher and journalist, writing feature articles for *Real Estate Atlanta* magazine and later serving as editor and publisher of *Buckhead, Atlanta*, a weekly tabloid. During the 1980's, he was president and creative director of MasterComm, an Atlanta-based marketing communications company with both regional and national clients.

Since 1991, Phillip has focused on the development of books and television, particularly corporate family histories and biographies of outstanding individuals. He has authored or co-authored a dozen books including the history of The Brock Candy Company in Chattanooga; *Up and Over*, the history of noted Atlanta real estate pioneer, Frank Carter; the history of the Ellijay Telephone Company and surrounding community; and the Gus Whalen trilogy of books published for the Warren Featherbone Foundation.



As a broadcast television professional, Phillip has writing, producing and directing credits with cable television networks, PBS and regional broadcasters. National broadcast credits include an educational program series, "Maritime Adventures", distributed on PBS and "Secrets of Georgia", distributed on the Travel Channel. Regional credits include original programs produced exclusively for ETC3 and a variety of commercials for regional broadcast. His corporate film and video credits are extensive and include marketing, training and historical videos for Atlanta-based corporations such as Georgia-Pacific, National Services Industries (NSI), and H.J. Russell & Company, as well as informational programs produced for the Governor's Office of Highway Safety, the Georgia Merit System, Georgians for Manufacturing and the Georgia Municipal Association.



Gretchen Steininger comes from a broadcast family and launched her professional career as a Producer and On-Air Talent at WMAQ-NBC in Chicago. She was known on-air as "The Uptown Girl" having developed a devoted audience of night owls and over the road truck drivers while handling promotions and contests for the overnight and morning shows. After receiving her BFA in Design at University of Illinois at Chicago, majoring in Photography, Film

and Video, Gretchen spent ten years building her own business in commercial photography and support services, traveling around the country creating beautiful images for advertising and product marketing for clients such as



- [The Storyline Group](#)
- [Our Bios](#)
- [Credits](#)

BOOKS

- ■ Strengthening America's Foundation, a family business history of H.J. Russell & Company
- ■ 100 Years, the history of the Ellijay Telephone Company
- ■ A Corporate Family History of The Brock Candy Company
- ■ History of Herr's, a family business history of Herr Foods
- ■ Up and Over, Moments and Memories of Frank Carter, a history of real estate pioneer Frank Carter
- ■ The Featherbone Principle, with Gus Whelan
- ■ The Joel Henning Story
- ■ The Featherbone Spirit, with Gus Whelan
- ■ Just Plain Bill, the life story of Bill Walker, founder of Bill's Dollar Stores
- ■ Faith and Fabric, the life story of Frances Hames Simmons
- ■ The Gift of Renewal, with Gus Whelan
- ■ This is NOT Brain Surgery... But There IS a Magic Pill!, with Dr. Teri Kai Holtzclaw, PhD.

BROADCAST TELEVISION PRODUCTIONS

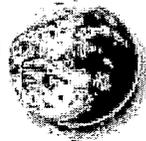
- ■ "Flavors of the South" – 12-part series of 30-minute cooking shows for ETC-3
- ■ "Secrets of Georgia" – 1-hour program for Travel Channel
- ■ "A Miraculous Life" - 30-minute life story program for the Wisdom Channel
- ■ "SnapRoll" - 1-hour documentary on aerobatic air show pilots
- ■ "Maritime Adventures" - PBS children's TV series
- ■ "Century to Century" - 30-minute historical program for ETC-3
- ■ "A Gathering of Champions" - 30-minute history of the Sarazen World Open golf tournament
- ■ "Philadelphia Convention" - 1-hour documentary for the Episcopal Synod of America

TELEVISION COMMERCIALS

- ■ ETC-3 – series of 12 30-second spots
- ■ Classic Bi-plane Rides – 30-second spot

- ■ World Golf Foundation — "Gene Sarazen, Legend" broadcast PSA spot

@ International Services
World Class Media Translators



GA COURT OF APPEALS Historic Documentary Translation

PROJECT:
45 Minute Video into Neutral Spanish

SUBMITTED:
July 19, 2004 to Bob Mcateer



CLIENTS AND END-USERS

IBM
Intel
Microsoft
Cisco Systems
Ford
Jaguar
Visteon
General Motors
Triumph Motorcycles
The Home Depot
Philips Electronics
Siemens
BellSouth
Motorola
NCR
MCI
OnStar
Merck
Philips Medical
Abbott Laboratories
United Parcel Service
Hewlett-Packard
Deloitte & Touche
Turner Broadcasting
Abbott Laboratories
Fitzgerald & Co.
Hewitt Associates
Kentucky Fried Chicken
CMG Telecommunications
Bank of America
Lockheed Martin
InterVoice
Verizon
TNT

CNN
Qwest
Fiserv
Searle
Coca-Cola
3Com
Wal-Mart
Burger King
Taco Bell
Holiday Inn
Jack Daniels
Pappa's Pizza
Ogilvy & Mather
Northern Telecom
Lucent Technologies
Molex Incorporated
Premiere Technology
Primerica Financial
Scientific Atlanta
Traveler's Group
Georgia Pacific
Equifax
McDonalds
Active Voice
Merrill International
Verner Lipfert
Elrick & Lavidge
G S D & M Advertising
Renaissance-IPAT
MGM
Westpoint Stevens
Ralph Lauren
and others



TRANSLATION SERVICES

**DOCUMENT TRANSLATION MARKETING TRANSLATION SOFTWARE LOCALIZATION
MULTIMEDIA TRANSLATION CODING LOCALIZATION MANUALS HELP FILES SCREENTEXT**

TRANSLATION :

@IS brings together some of the world's premiere translators for localization, marketing, documentation and multimedia. Each translation team is customized to meet specific client requirements. @IS differentiates from traditional translation companies by the quality of its translators worldwide, as well as their unparalleled expertise with skills extremely difficult to find. Whether manuals or marketing, @IS translations truly "attract" the target audience. Web site visitors stay on-line, sales materials have impact, corporate employees feel motivated, prospective clients are impressed and voice recordings are breathtaking. Whatever the application, international users generally have no idea that they are viewing a translation, not the original.

MARKETING AND MULTIMEDIA TRANSLATION:

Sales videos adapted and recorded by @IS have increased person-to-person sales up to 30 percent, have made the difference in success over competing presenters, and guarantee accolades for corporate media directors with international audiences. Proper adaptation for multimedia, training and web gives employees or prospective clients the exact message the client desires, and makes the international audience sit up and listen. Localizers are vigilant with care, alert for nuances and pitfalls which may damage the user friendliness of an application, be unacceptable to viewers, or offend other cultures. @IS takes seriously its commitment to assist the client in impacting its target culture, assuring that the product can compete head-to-head with overseas competitors, and communicate its message for highest viewer retention. Clients for such services include Toyota, IBM, Merck, Philips, Intel, Microsoft and others.

SOFTWARE, XML/HTML, LOCALIZATION AND MACHINES:

This service generally involves translation of certain portions of source code or programming for new product development, web sites, user's manuals or machines that have digital read-out displays or machine audio. @IS translations and voices are found in machines and applications - from cars to grocery scanners to e-commerce - including Jaguar, Ford, General Motors, NCR, Cisco Systems, Motorola, GMAC and hundreds of computer, web and telephony applications.

DOCUMENTATION AND ENGINEERING:

@IS translates quality documentation including manuals, engineering specifications, diagrams, AutoCad, Help Files and other major written materials in the fields of mechanical, electrical and computer engineering. Technical subjects are as diverse as the engineering profession itself: thousands of pages of specifications, user's manuals, computer software manuals and training documentation. Projects and documentation for Bechtel, Triumph, General Electric, Mirant and other major corporations.



CLIENT TESTIMONIALS

MICROSOFT

"This is fabulous! You've been great to work with and I'm glad Microsoft has found you as a vendor for voice translation. The quality is superb! Our Asian and European teams say that the voices are amazing."

NCR

"I asked our German manager to play our promo CD-ROM to see if it would work. It not only worked, but his face lit up. He was overwhelmed by the quality. The message was not only clear, but he recognized the voice from television in Germany. We give it A+"

MCI

Thank you and your organization for a brilliant job. Your professionalism and constant attention to detail was a key part of our overall project success...The voices are brilliant.... It looks like your organization hit the target on the first run. What can we say, your team ROCKS!

MOLEX

"We have never seen our producer so happy. He walks down the hall with a big grin on his face. We have tried many, many companies in the past, but you are something else!"

INTEL

"Mitel's language experts recently finished their review of the system and were very impressed with the quality of the translations and recordings."

3COM

"Everyone is thrilled! TelMex indicated that it was refreshing to get a product that sounded so good, not like some "Hack American company trying to sound Spanish."

MERCK

"@IS provides services for numerous multi-national companies. It would probably be impossible to develop this expertise in house to match their level of service. Enables us to take on projects for which we do not have all the necessary expertise."

HOME DEPOT

The recording was fantastic. The casting and the quality were excellent. Thanks, as always, for doing a top notch job!

CISCO SYSTEMS

"We've found a technique for solving the international issues. @International Services explained a variety of programming techniques that we could employ to support most of the world languages in a professional manner. We see that there is great benefit and substantial knowledge in these techniques, knowledge that is not readily available elsewhere. I have personally compared this technique to methods used by others."



VIDEOS CD-ROMS TRAINING MULTIMEDIA

@IS provides translation of sales videos, websites, employee relations, training and related documentation in various fields including technology, mechanical, medical, food stuff, forestry, transportation and computer engineering. From thousands of pages of user's manual, to on-line full training courses, CD-Roms, DVDs and videos of all natures and kinds.

SCRIPT TRANSLATION:

Professional script translation is provided in most languages and for most subject matters, unless client prefers to provide the script translation. For technology or engineering, professional engineers participate in various stages. For medical, doctors often review or participate. Other specialists include financial, advertising copywriters, telecom and others.

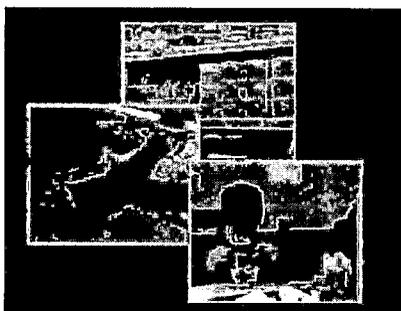
SCRIPT ADAPTATION:

Several types of adaptation are available.

1. Adaptation to Lip Sync: For videos or animation in which on-camera lips move, scripts are properly and professionally adapted to screen for corporate or movie-quality lip sync.
2. Adaptation to Timing: A translation is usually 15% longer than English, and must be properly adapted to the timing of the original guidetrack or the foreign voice must speak too quickly, making the listener nervous. Scripts that are properly adapted do not sound like translations, but sound as though was originally written in that language.
3. Adaptation to the "Spoken Word": Adaptation to the "spoken word" (as opposed to the "written word") improves the sound, feel and effect of an audio piece. The need for adaptation to the spoken word varies with the existing script translation. "Written word" has a "heavier" feel than the "spoken word" and may sound a bit pompous. Viewer retention and learning is improved if the recorded speech sounds natural and attractive.
4. Adaptation to Dialect: Some projects, particularly projects geared toward increasing revenue such as sales materials, videos, websites, and high profile multimedia may have increased emotional impact through script adaptation to dialect. Often, purchases increase simply through the "thrill" of a script that is directly targeted.

TALENT:

Talent can be auditioned by visiting <http://www.internationalservices.com>. @I.S. currently offers over 1050 professional voice talents in 41 countries. Talents recommended for videos and multimedia are professional studio voice talent, some from broadcast media such as CNN, Japan Television, and others, or film dubbing talent located in major cities overseas. Prices quoted include all fees. No royalties or residuals required.





STUDIO:

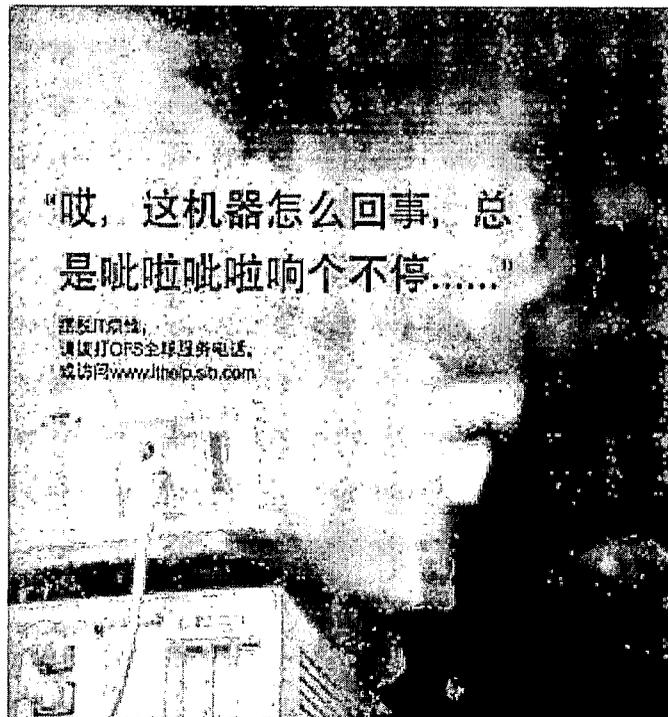
All studios are fully digital, and are some of the finest in their countries. Voice tracks will be perfectly timed, and be delivered to the client on CD (as high quality "wav" or "aif"), DAT or via FTP (as MP3 file), per client choice. @IS also provides "mixing" and "sweetening" services, mixing music and effects with the voice, then lay back or send to client in the desired format.

VOCAL DIRECTION, CASTING, QUALITY ASSURANCE:

The Vocal Director directs the talent in studio, and accepts full responsibility for assuring top talent performance, plus guarantees flawless final product. Directors are professionals with long experience overseas in studio in the native language directing advertising, film audio and corporate projects.

GRAPHIC SCREEN TEXT:

@I.S. provides pre-fab broadcast quality screen text graphic pict files IN ANY WORLD LANGUAGE including Chinese, Japanese, Korean, Arabic, and standard languages. Thus, screen text can be provided either as pre-fab files, or as a word processing file to be "copied and pasted" into a graphics program (such as Adobe Photoshop). @IS also provides PhotoShop files, Illustrator, eps, tga, pct and others file types in the requested language.





PROJECT EXAMPLES NCR

PRODUCT:

NCR is the world's largest maker of scanners and related software and equipment. NCR is the creator of self-check-out scanning at the grocery, Home Depot and other stores. Additionally, NCR offers a wireless infrastructure for streamlining store operations, inventory and pricing. Using high frequency radio signals, NCR's software transmits product prices to wireless electronic shelf labels, reveals instructions on the customer's and on the cashier's scanner screen, maintains store inventory and programs price updates to initiate time- and event-driven promotions.

@IS ROLE:

@International Services translated all software into several languages (over 30,000 code prompt content per language). Additionally, the scanner "speaks" with the voices of @International Services recorded around the world. Prompt recordings were returned to client as "wav" files ready to import into their machines. All software and international digital text and functionality were reviewed and verified on-site by @IS professionals. User's Manuals and other major documentation were translated. Sales and training DVDs, videos and CD-Roms were translated and localized, all adapted to screen and voiced around the world for maximum impact.

CONSULTATION:

@IS is the consultant for the NCR Retail Solutions division, offering consultation and advice from software glossaries to product labels to cultural marketing notes. @IS representatives attend meetings with NCR and its client, for example Home Depot, during the sales closing stage and product customization cycle. @IS assists NCR to customize the application for its clients including branding and customized screen or voice prompts.





PROJECT EXAMPLES

Cisco Systems, Motorola, Cmg Telecom, Mastercard, Access Line

PRODUCT:

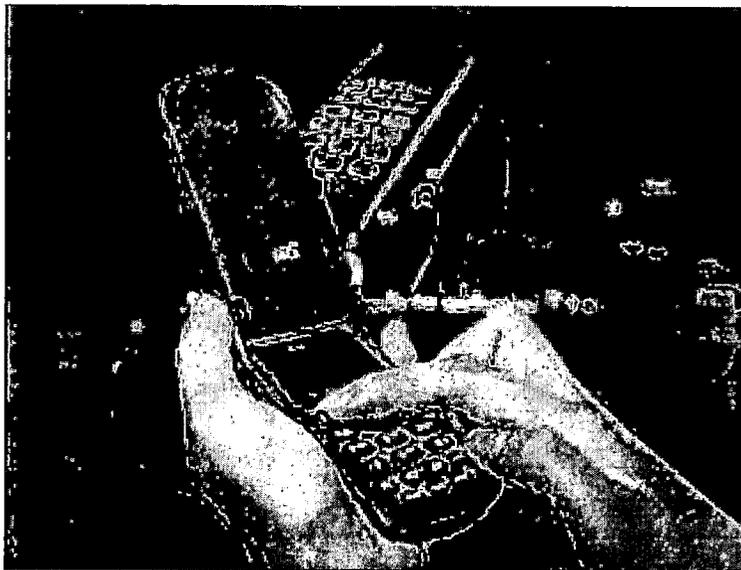
These telecom companies have enormous, high-profile telephony systems going global in up to 16 languages each. Some projects are internet telephony, some cell phones, others are major customized applications sold to the great international phone companies of the world. Each system has thousands of prompts, making them some of the world's largest telephony applications.

@IS ROLE:

@International Services provided full translation and globalization of system prompts, customized prompts and concatenated prompts. Translating and recording voice prompts in 16 countries around the world, using top talent in each country. Digitizing, editing and file naming, delivering to client ready to use. Some include translation of user manuals, guides and digital screen text.

CONSULTATION:

Consultation on localization re-programming for concatenated prompts to guarantee perfect playback in all languages. @IS provides either re-programming notes as guidelines for client engineers to use in localizing their application code, or @IS provides the actual code itself for the concatenating prompts which client engineers place directly into the application. @IS carries full responsibility for maintaining the international voice prompt database for some. Cisco Systems / CMG Telecommunications use the @IS GlobalConcat™ programming package which is a one-time-programming method to guarantee flawless concatenation in 200 languages.





PROJECT EXAMPLES WEBSITES

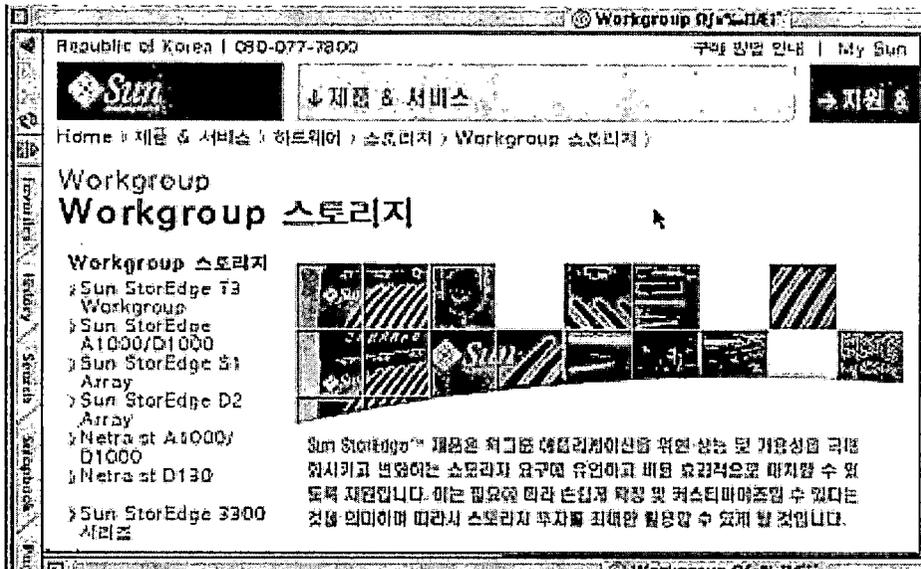
Sun Micro Systems Gmac Real (Audio And Voice) Calgon Airwick Ibm Europe

PRODUCT:

Develop, deploy, and manage application services for a broad range of servers, clients, and devices; based on Java 2 Platform, maximizing application reuse and developer collaboration. Integrate packaged, custom, legacy, and new Java applications to build automated business processes across multiple and distributed heterogeneous environments. Automate and manage processes that occur between organizations over the Internet and existing private networks; enable Internet commerce exchange. Develop, deploy, and install applications and services on embedded devices. Build Web services-ready connectors to integrate J2EE and Web applications with enterprise systems and legacy applications.

@.I.S. ROLE:

@International Services team in Asia translated the Sun E-Commerce website for Asian target market. In this case, most text was 2-byte HTML. @IS team translated the body text, and dropped the translation directly into the web page, reformatted and "tweaked" the layout for artistic improvements. All PhotoShop/Fireworks artwork files were translated and properly prepared for web use. On-line site verification and proofing.

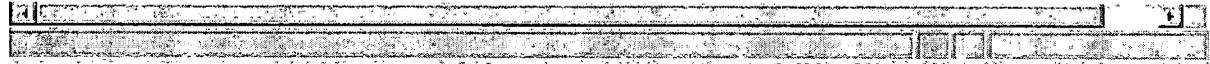




SUPPORTED LANGUAGES

American English
Arabic
Australian English
Brazilian Portuguese
British English
Bulgarian
Canadian French
Castilian Spanish
Catalan:Barcelona
Chinese:Cantonese
Chinese:Mandarin
ChineseTaiwanese
Creole
Croatian
Cuban Spanish
Czech
Danish
Dutch
English: American
English: Australian
English: British
English: Irish
English: New Zealand
English: Scottish
English: African
English: Other
Estonian
Farsi
Finnish
Flemish
French: European
French: Quebec
German
Greek
Gujarati
Haitian
Hebrew
Hindi
Hmong
Hungarian
Indonesian

India: Hindi
India: Gujarati
India: Marathi
Irish English
Italian
Japanese
Korean
Latvian
Lithuanian
Malay
Mandarin Chinese
Marathi
New Zealand English
Norwegian
Persian
Philippine Tagalog
Polish
Portuguese Europe
Portuguese Brazilian
Quebec French
Romanian
Russian
Serbian
Scottish English
Slovak
Spanish: Argentine
Spanish: Spain
Spanish: Catalan
Spanish: Cuban
Spanish: Mexican
Spanish: Neutral
Spanish: Puerto Rican
Swedish
Tagalog
Taiwanese Chinese
Tamil
Thai
Turkish
U.K. English
Urdu
Vietnamese





COST SCHEDULE

PROJECT: 45 Minute Timed Documentary, Interviews Lip Sync
LANGUAGE: English to Neutral Spanish

Below are the steps involved in an international media translation, and summary of basic cost.

DELIVERABLE:

Perfectly timed voice track as wav or aif or MP3 for client to mix into project.

TRANSLATION:

Translation estimates are formulated according to the number of foreign words expected in the translation. The number of foreign words is usually 15% greater than English, and the cost of translation can be derived by running a "Word Count" on the English file using the "Word Count" menu pick from the word processing software, then adding 15% more words, and multiplying the total by the price per word. The price per word diminishes with volume. 45 minute video contains approximately 7000 words which in turn become approximately 9500 Spanish words. This word count is used for this estimate, actual word count will apply when invoicing.

Script Translation = \$1,450.00

SECOND/DIALECT REVIEW:

A second/dialect review will be performed to assure quality and applicability across borders.

Second/dialect review = \$225

TOTAL COST FOR TRANSLATION AND REVIEW: \$1,675.00

RECORDING:

SCRIPT ADAPTATION:

A translation is usually 15% longer than English, and must be properly adapted to the timing of the English, adapted for the spoken word (as opposed to written word), for fluidity and for lip sync when applicable. Cost of adaptation will vary with speed of the original speaker and number of scene cuts.

Script Adaptation needed for timing and lip sync

TALENT:

Talent can be auditioned by visiting our web site "www.internationalservices.com". @I.S. currently offers over 1050 professional voice talents in 41 countries. Talents recommended for videos are professional studio voice talent, some from broadcast media such as CNN, Japan Television, PBS International and others, or film dubbing talent located in major cities overseas. Prices quoted include all fees for agencies involved. No royalties or residuals required.

STUDIO:

All studios are fully digital, and are some of the finest in their country. Voice tracks will be perfectly timed, and be delivered to the client on CD (as high quality "wav" or "aif") or via FTP (as MP3 file), per client choice.



VOCAL DIRECTION, CASTING, QUALITY ASSURANCE:

The Vocal Director directs the talent in studio, and accepts full responsibility for assuring top talent performance, plus guarantees flawless final product. Directors are professionals with long experience in studio.

MIX AND LAYBACK:

By client

GRAPHIC SCREEN TEXT:

@I.S. can provide pre-fab broadcast quality screen text graphic pict files IN ANY WORLD LANGUAGE including Chinese, Japanese, Korean, and standard languages. None included in total.

Screen text for Romance languages = between \$5 and \$20/per screen. Up to \$35 for complex built.

FINAL VIDEO VERIFICATION:

@IS will verify the final video.

Final Verification = \$175/ [client may wish to be responsible]

OVERNIGHTS, COURIERS and BETA/VHS COPIES: at cost.

ITEMS THAT AFFECT PRICE:

Client involvement is welcome, and @I.S. enjoys working with clients to achieve outstanding media translations that are a fine reflection of the client's image. It must be noted, however, that client involvement in review cycles, casting, studio sessions, product checks, etc. can add to time consumption and changes that are not related to the quality of @I.S. services. Studio sessions may be extended, scripts changed at the last minute, general "toodling", report writing, delays and similar events may occur. Please note that studios have cancellation fees for nullification of scheduled time, and services are paid "by the hour". Such invoice costs will increase proportionally by the amount of work not involved in a normal streamlined production.

TOTAL VALUE FOR RECORDING, NARRATION AND PART LIP SYNC:

1 Narrator And 4 Voices = \$5,900

1 Narrator And Up To 8 Voices = \$6,100