



1138 Villaverde Lane | Davis, CA 95618  
TEL: 530.750.2040 | FAX: 530.750.2024  
www.avantpage.com | info@avantpage.com

# PROFESSIONAL Language Services

## ABOUT US

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Founded in 1996, translation industry leader Avantpage helps our customers build bridges across cultures. We specialize in language services that address LEP translation requirements, compliance issues and regulatory concerns. We provide translation, localization, language workflow/strategies, and multilingual desktop publishing services – with constant attention to consistency, accuracy and compliance. We have successfully completed statewide, national and international contacts, partnering with government and private entities.

Our expertise helps our clients communicate, collaborate, and develop lasting relationships with ethnic and foreign markets. Our proprietary online systems and advanced language technologies allow us to provide responsive, high-quality, cost-effective services. We help our customers develop an overall language strategy, work with them to implement appropriate workflow systems, and provide the language technology needed to achieve desired outcomes. These elements provide a cohesive framework that allows continuity throughout all of our language services.

## WHAT WE DO

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### TRANSLATION

Avantpage provides written translation services of documents, web pages, brochures, forms, and other collateral. 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.



### **LORENA VELÁZQUEZ** | BUSINESS DEVELOPMENT DIRECTOR

As Avantpage's Business Development Director, Lorena guides our organization toward meeting and exceeding annual revenue goals. She develops all sales and marketing activities, as well as defines overall strategy, implements new business ventures, creates new methods for reaching untapped markets, and provides leadership, mentoring and direction to the Avantpage sales team. Lorena's business expertise and international corporate experience gives Avantpage a unique and powerful advantage in the translation industry.



### **JULIANNE STURDIVANT** | DIRECTOR OF MARKETING

With degrees in Communication Studies and Writing, Julianne has a professional background in publishing, editing, and marketing. At Avantpage she utilizes her vast marketing experience to oversee all inbound and outbound marketing, including the website and blog, collateral, social media, sales materials, tradeshow, and more. Julianne works hand in hand with the sales team to align marketing and sales goals, track and analyze campaigns, and increase high-quality sales leads through various marketing initiatives and sales offers.