



State of New Jersey

DEPARTMENT OF THE TREASURY
DIVISION OF PURCHASE AND PROPERTY
OFFICE OF THE DIRECTOR
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State Treasurer

DR. DALE G. CALDWELL
Lt. Governor

AMY F. DAVIS, ESQ.
Acting Director

August 12, 2026

Via Electronic Mail Only to mila_dubinchik@comcast.net

Arkadiy Norkin
Language Bridge, LLC DBA Language Bridge LB LLC
971 US Highway 202N
Suite R
Branchburg, NJ 08876

Re: I/M/O Bid Solicitation #25DPP01171 Language Bridge LB LLC
Protest of the Notice of Recission of Intent to Award
T3158 – In-Person Interpretation, On-Demand Remote Interpretation, Document Translation,
Validation

Dear Mr. Norkin:

This final agency decision is in response to your protest application on behalf of Language Bridge LB LLC (“Language Bridge”) received by the Division of Purchase and Property’s (“Division”) Hearing Unit on July 30, 2026 (“Protest”). In that application, Language Bridge protests the Division’s Procurement Bureau (“Bureau”) July 29, 2026, Notice of Rejection (“Rejection”) for failure to provide adequate Ownership Disclosure. In their Protest, Language Bridge protests the finding by the Bureau that their Quote was non-responsive for failing to properly disclose their ownership structure. Language Bridge states that they properly disclosed ownership on their NJSTART Vendor Profile. Language Bridge also provides a completed Ownership Disclosure Form with their protest.

By way of background, on March 25, 2026, the Bureau issued Bid Solicitation 25DPP01171 - T3158 – In-Person Interpretation, On-Demand Remote Interpretation, Document Translation, Validation (“Bid Solicitation”) on behalf of the State of New Jersey. The purpose of the Bid Solicitation was to solicit Quotes for In-Person Interpretation, On-Demand Remote Interpreting [Over-the-Phone Interpretation (OPI) and Video Remote Interpretation (VRI)], Document Translation, Translation Validation, and/or Transcription services. Bid Solicitation Section 1.1, *Purpose, and Intent and Background*. It is the intent of the State to award Contracts to those responsible Bidders whose Quotes, conforming to the Bid Solicitation are most advantageous to the State of New Jersey, price and other factors considered. Id.

In accordance with Bid Solicitation Section 2.1, *Electronic Question and Answer Period*, an electronic portal enabling the Bureau to receive questions electronically was available to all potential Bidders until 2:00 P.M. Eastern Time on April 21, 2026. Three (3) Bid Amendments were issued for this Bid Solicitation, which provided revisions to the Bid Solicitation and the State-Supplied Price Sheet, responses to questions received from potential Bidders, and extended the Quote Submission Due Date to July 29, 2026.

On July 29, 2026, the Division's Proposal Review Unit ("PRU") opened forty-five (45) Quotes which were received by the submission deadline of 2:00pm Eastern Time. During the PRU's initial review of the Quotes, Language Bridge was rejected for failure to properly disclose ownership. After conducting an initial review of the Quotes received for compliance with mandatory Quote submission requirement, the Division's PRU forwarded all remaining Quotes to the Bureau for further review and evaluation consistent with the requirements of the Bid Solicitation.

On July 30, 2026, Language Bridge submitted a Protest protesting the determination that Language Bridge was non-responsive. Language Bridge's protest states:

Language Bridge, LLC d/b/a Language Bridge LB LLC respectfully requests review and retraction of the rejection based on the Ownership Disclosure Form. The NJSTART "Maintain Terms and Conditions" page states that "A current, true and complete Statement of Bidder Ownership on the attached form has been or will be uploaded to the vendor profile." Language Bridge relied on that NJSTART instruction and understood that the Ownership Disclosure Form could be maintained through the vendor profile. The completed form identifies Language Bridge as a limited liability company and discloses Lyudmila Dubinchik as the 100% owner. There is no undisclosed ownership interest, ownership ambiguity, or substantive deficiency in the ownership information provided. Because the required ownership disclosure information is available through NJSTART/vendor-profile documentation, and because the completed Ownership Disclosure Form is also attached here as supporting documentation, Language Bridge would like to request that the Division review the submitted NJSTART records, determine that the ownership disclosure requirement was satisfied, and retract the rejection so that Language Bridge's quote may be evaluated on the merits. Thank you for your assistance and consideration.

[Protest, pgs. 1-2.]

Although an in-person presentation is permitted by N.J.A.C. 17:12-3.3(e), it should be noted that "[t]he Director has sole discretion to determine if an in-person presentation by the protester is necessary to reach an informed decision on the matter(s) of the protest. In-person presentations are fact-finding for the benefit of the Director." Further, "[i]n cases where no in-person presentation is held, such review of the written record shall, in and of itself, constitute an informal hearing." N.J.A.C. 17:12-3.3(d). I have reviewed the record of this procurement, including the Bid Solicitation, the Quotes received, the relevant statutes, regulations, case law, and the protest submitted by Language Bridge. The issues raised in the protest were sufficiently clear such that a review of the record of this procurement has provided me with the information necessary to determine the facts of this matter and to render an informed final agency decision on the merits of the protest submitted by Language Bridge on the written record, as such an in-person hearing is not warranted. I set forth herein the Division's Final Agency Decision.

DISCUSSION

The New Jersey Courts have long recognized that the purpose of the public bidding process is to "secure for the public the benefits of unfettered competition." Meadowbrook Carting Co. v. Borough of Island Heights, 138 N.J. 307, 313 (1994). To that end, the "public bidding statutes exist for the benefit of the taxpayers, not bidders, and should be construed with sole reference to the public good." Borough of

Princeton v. Board of Chosen Freeholders, 169 N.J. 135, 159-60 (1997). The objective of New Jersey's statutory procurement scheme is "to guard against favoritism, improvidence, extravagance and corruption; their aim is to secure for the public the benefits of unfettered competition." Barrick v. State of New Jersey, 218 N.J. 247, 258 (2014) (citing Keyes Martin & Co. v. Dir. of Div. of Purchase and Prop., 99 N.J. 244, 256 (1985)).

The Division's administrative regulations that govern the advertised procurement process establish certain requirements that must be met in order for a Quote to be accepted. Those regulations provide in relevant part that:

(a) In order to be eligible for consideration for award of contract, the bidder's proposal **shall** conform to the following requirements or be subject to designation as a non-responsive proposal for non-compliance:

...

4. Contain all RFP-required certifications, forms, and attachments, completed and signed as required. An RFP may designate certain forms and/or certifications that need not be included in the bidder's proposal but that **must** be provided by a successful bidder upon request prior to an award of contract;

[N.J.A.C. 17:12-2.2(a), emphasis added.]

If the requirements of N.J.A.C. 17:12-2.2 are not met, a Quote must be rejected. This regulation mandates stringent enforcement to maintain the equal footing of all Bidders and to ensure the integrity of the State's bidding process.

The term "must" denotes a mandatory requirement as further set forth in the Bid Solicitation's glossary:

Must – Denotes that which is a mandatory requirement.

[Bid Solicitation Section 9, *GLOSSARY*.]

The term "shall" also denotes that which is a mandatory requirement as further set forth in the Bid Solicitation's glossary:

Shall – Denotes that which is a mandatory requirement.

[Bid Solicitation Section 9, *GLOSSARY*.]

Pursuant to Bid Solicitation Section 3.13.2, *Ownership Disclosure Form*, it is clear that submitting accurate ownership information prior to Quote Opening was a requirement to be found responsive for this Bid Solicitation. To that end, the Division offers Bidders the ability to complete the Ownership Disclosure Form ("ODF") to satisfy the statutory requirement contained in N.J.S.A. 52:25-24.2 which requires that if the "Bidder is a corporation, partnership or limited liability company, the Bidder must disclose all 10% or greater owners". Additionally, bidders may provide ownership disclosure in the Ownership Disclosure section under the Terms and Categories section of the Vendor profile. Furthermore, bidders may upload documents to the Vendor Profile that satisfy this requirement. In this case, Language Bridge submitted a

Public Records Filing for New Business Entity Form (entitled 6-30-26 - NJ - Initial Filing - Language Bridge LLC-2, henceforth “Initial Filing”), properly filed with the State Treasurer on June 29, 2026.

NJS7893 - https://www.vendorProfileAttachmentsInfo.sda?vendorId=V00115802 - Work - Microsoft Edge
https://www.njstart.gov/bso/vendor/ProfileAttachmentsInfo.sda?external=true&vendorId=V00115802

Vendor Profile - Language Bridge, LLC

Organization Information Users Address Commodity Codes and Services Regions Terms & Categories **Attachments** Vendor Performance Contracts

Attachments Information

Profile Attachments

Download	File	Description	Size	Uploaded By	Uploaded Date
	6-30-26 - NJ - Initial Filing - Language Bridge LLC-2.pdf		393,278 bytes	Lyudmila Dubinchik	07/20/2026 12:36:55 PM

Forms

No Form Attachments

Close Window

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Mail to: PO Box 388
Trenton, NJ 08646

STATE OF NEW JERSEY
DIVISION OF REVENUE

Overnight to: 06/29/2026
10:00 AM NJ 08000-1214
STATE TREASURER

"FEE REQUIRED" PUBLIC RECORDS FILING FOR NEW BUSINESS ENTITY

Fill out all information below INCLUDING INFORMATION FOR ITEM 11, and sign in the space provided. Please note that once filed, this form constitutes your original certificate of incorporation/formation/registration/authority, and the information contained in the filed form is considered public. Refer to the instructions for delivery/return options, filing fees and field-by-field requirements. If you wish to add attachments, please refer to the instructions for delivery/return options, filing fees and field-by-field requirements. Use attachments if more space is required for any field, or if you wish to add attachments. ENTITY ID: 0600489009
CHECK KEY: 4326095406
FLC

1. **Business Name:** LANGUAGE BRIDGE, LLC DBA Language Bridge LB LLC

2. **Type of Business Entity:** ☐ LLC ☒ FLC
(See Instructions for Codes, Page 21, Item 2)

3. **Business Purpose:** Interpretation & Translation Services
(See Instructions, Page 22, Item 3)

4. **Stock** (Domestic Corporations only; LLCs and Non-Profit leave blank):

5. **Duration** (If Indefinite or Perpetual, leave blank):

6. **State of Formation/Incorporation** (Foreign Entities Only):
Massachusetts

7. **Date of Formation/Incorporation** (Foreign Entities Only):
07/26/2007

8. **Contact Information**
Registered Agent Name: Registered Agents Inc

Registered Office: 971 US HIGHWAY 202N
Street STE R
City BRANCHBURG Zip 08876

Main Business or Principal Business Address:
Street P.O. Box 60503
City Longmeadow State MA Zip 01116

9. **Management** (Domestic Corporations and Limited Partnerships Only)
• For-Profit and Professional Corporations list initial Board of Directors, minimum of 1;
• Domestic Non-Profits list Board of Trustees, minimum of 3;
• Limited Partnerships list all General Partners.

Name	Street Address	City	State	Zip

The signatures below certify that the business entity has complied with all applicable filing requirements pursuant to the laws of the State of New Jersey.

10. **Incorporators** (Domestic Corporations Only, minimum of 1)

Name	Street Address	City	State	Zip

Signature(s) for the Public Record (See instructions for Information on Signature Requirements)

Signature	Name	Title	Date
	Robin Jones	Authorized Representative	06/29/2026

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Page 1 of 3

[Initial Filing, Page 1.]

Under the Terms and Conditions section of the Vendor Profile, Language Bridge states in the Category: Ownership Disclosure in part: “A current, true and complete Statement of Bidder Ownership on the attached form has been or will be uploaded to the vendor profile prior to the submission deadline and is intended to accompany the bidder's submission.” See below:

Category: Ownership Disclosure

Description: N.J.S.A. 52:25-24.2 requires disclosure of the names and addresses of those individuals, partnerships and/or corporations owning a 10% or greater interest in the bidding entity (“Interest owners”). Further, if any of these interest owners is itself a partnership or corporation, you must disclose the names and addresses of the interest owners of that partnership or corporation.

Neither statement is applicable. A current, true and complete Statement of Bidder Ownership on the attached form has been or will be uploaded to the vendor profile prior to the submission deadline and is intended to accompany the bidder's submission.

In their protest, Language Bridge states that “Language Bridge relied on that NJSTART instruction and understood that the Ownership Disclosure Form could be maintained through the vendor profile.” Protest, page 2. Language Bridge argues that “[t]he completed form identifies Language Bridge as a limited liability company and discloses Lyudmila Dubinchik as the 100% owner. There is no undisclosed ownership interest, ownership ambiguity, or substantive deficiency in the ownership information provided.” Protest, page 2.

The Hearing Unit disagrees with Language Bridge’s statement that the “completed form identifies Language Bridge as a limited liability company and discloses Lyudmila Dubinchik as the 100% owner”, Protest, page 2. The Initial Filing upload by Language Bridge to their Vendor profile that was available at the time of Quote opening does not identify Lyudmila Dubinchik as the 100% owner. The Initial Filing, Page 1 displayed above and Pages 2 and 3 below, only identifies Robin Jones as an authorized representative and Arkadiy Norkin as a “member.” This failure to disclose Ms. Dubinchek’s 100% ownership interest in Language Bridge, which interest is stated in their Protest, renders their Quote non-responsive.

Public Records Filing for New Business Entity (continued)

II. Additional Entity - Specific Information

A. Domestic Non-Profit Corporations (Title 15A) - For IRS exemption considerations, see instructions.

1a. The corporation shall have members: ☐ Yes ☒ No

If yes, qualification shall be: ☐ As set forth in the by-laws or, ☐ As set forth herein:

1b. The rights and limitations of the different classes of members shall be: ☐ As set forth in the by-laws or, ☐ As set forth herein:

2. The method of electing the trustees shall be: ☐ As set forth in the by-laws or, ☐ As set forth herein:

3. The method of distribution of assets shall be: ☐ As set forth in the by-laws or, ☐ As set forth herein:

B. Foreign Corporations - Profit, Non-Profit and Foreign Legal Professional (Titles 14A and 15A)

Attach a certificate of good standing/existence from the state of incorporation not greater than 30 days old to this form.

C. Limited Partnerships (Title 42:2A)

1. Set forth the aggregate amount of cash and a description and statement of the agreed value of other property or services contributed (or to be contributed in the future) by all partners:

2. Do the limited partners have the power to grant the right to become a limited partner to an assignee of any part of their partnership? ☐ Yes ☒ No

If yes, list the terms/conditions of that power:

3. Do the limited partners have the right to receive distributions from a partner which includes a return of all or any part of the partner's contributions? ☐ Yes ☒ No

If yes, list the applicable terms:

4. Do the general partners have the right to make distributions to a partner which includes a return of all or any part of the partner's contributions? ☐ Yes ☒ No

If yes, list the applicable terms:

5. What are the rights of the remaining general partners to continue the business in the event that a general partner withdraws? List below:

D. Foreign Limited Partnerships (Title 42:2A)

Set forth the aggregate amount of cash and a description and statement of the agreed value of other property or services contributed (or to be contributed in the future) by all partners:

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LANGUAGE BRIDGE, LLC will adopt the name "Language Bridge LB LLC" in the state of New Jersey as their DBA name. The legal business name, LANGUAGE BRIDGE, LLC, from their home state of MA is unavailable in NJ. This is to be accepted on the date of registration.

Signature: Arkadiy Norkin Date: 06/29/2026

Printed name: Arkadiy Norkin Title: Member

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[Initial Filing, Pages 2 and 3.]

Language Bridge also provided a completed Ownership Disclosure Form with their filing. Allowing Language Bridge the opportunity to correct their ODF would result in an impermissible modification to their submitted Quote which would also have rendered their Quote non-responsive. In I/M/O Protest of Award of On-Line Games Prod. & Operation Svs. Contract, Bid No. 95-X-20175, the court held that a post-opening commitment to supply an essential missing element for a bid is not a clarification but rather is an “impermissible supplementation ... and flies in the face of our public bidding scheme.” 279 N.J. Super. 566, 598 (App. Div. 1995). In contrast, clarification is permissible. “In clarifying or elaborating on a proposal, a bidder explains or amplifies what is already there. In supplementing, changing or correcting a proposal, the bidder alters what is already there.” Id. at 597. It’s clear that the Hearing Unit cannot seek an impermissible clarification because the information provided would have changed the information provided with the Quote, as well as requiring additional information not provided with the Quote that was required to be supplied at the time of Quote opening under the statutory law and the Division’s regulations.

Language Bridge states that it “would like to request that the Division review the submitted NJSTART records, determine that the ownership disclosure requirement was satisfied, and retract the rejection so that Language Bridge’s quote may be evaluated on the merits.” Protest, page 2. As stated above, the Initial Filing uploaded to NJSTART did not contain the information compliant with N.J.S.A. 52:25-24.2 identifying Ms. Dubinchik as the 100% owner of Language Bridge. The ownership disclosure requirement was not satisfied by the Initial Filing.

Although the State has broad discretion to select among qualified and responsive Bidders in public contracting matters, the discretion afforded to the Director, “is not limitless.” See, In re Request for Proposals #17DPP00144, 454 N.J. Super. 527, 559 (App Div. 2018). “In line with the policy goal of thwarting favoritism, improvidence, extravagance, and corruption, the Division may not award a contract to a bidder whose proposal deviates materially from the [RFQ’s] requirements.” Ibid., quoting, Barrick v. State, 218 N.J. 247, 258-59 (2014)). For that reason, the Division’s governing regulations mandate stringent enforcement to maintain the equal footing of all Bidders and to ensure the integrity of the State’s bidding process. Notably, “a proposal that is not...responsive to the material requirements of the [RFQ] shall not be eligible for further consideration for award of contract, and the bidder offering said proposal shall receive notice of the rejection of its proposal.” N.J.A.C. 17:12-2.7(c). As Language Bridge’s Quote was not responsive to the material requirements of the Bid Solicitation, it is ineligible for evaluation and award.

CONCLUSION

In light of the findings set forth above, I sustain the Bureau’s finding that Language Bridge’s Quote was non-responsive and agree that they are not eligible for consideration for contract award.

Thank you for your company’s interest in doing business with the State of New Jersey. I encourage you to log into [NJSTART](#) to select any and all commodity codes for procurements you may be interested in submitting a Quote for so that you may receive notification of future bidding opportunities.

This is the Division’s final agency decision. Pursuant to N.J.A.C. 17:12-3.1, this determination is appealable to the Appellate Division of the Superior Court in accordance with the New Jersey Court Rules (R. 2:4-1) which provide a party 45 days to appeal this final agency decision.

Sincerely,



Cory K. Kestner
Chief Hearing Officer

CKK:NAA

c: C. Clarke
K. Aponte