



## **Webinar-2019**

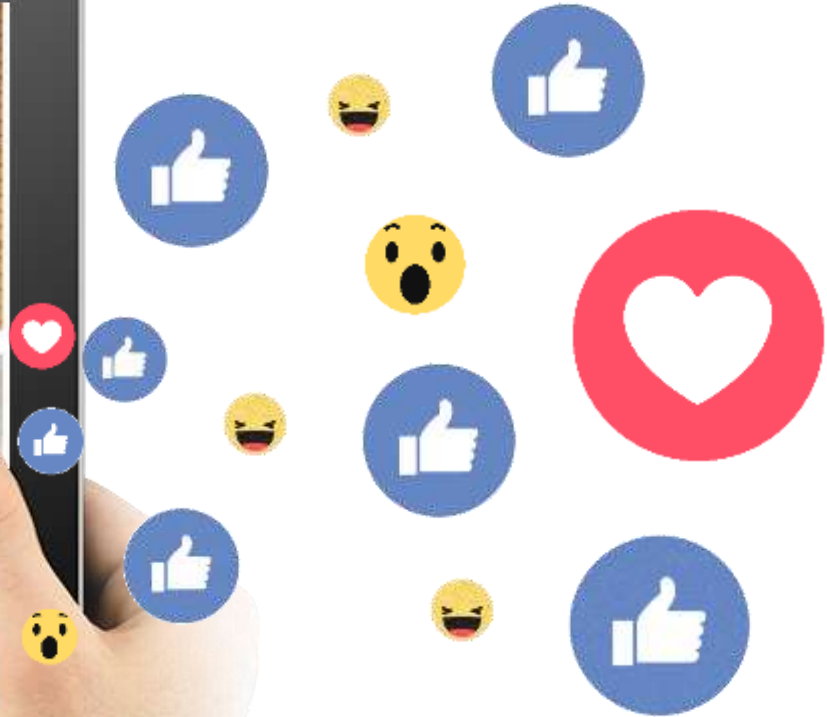
### ***Present Yourself:***

***What Bits Are Important for MLVs Looking for Business Partners?***

**Sasha Terekhov**

May 23, 2019

# Facebook Live

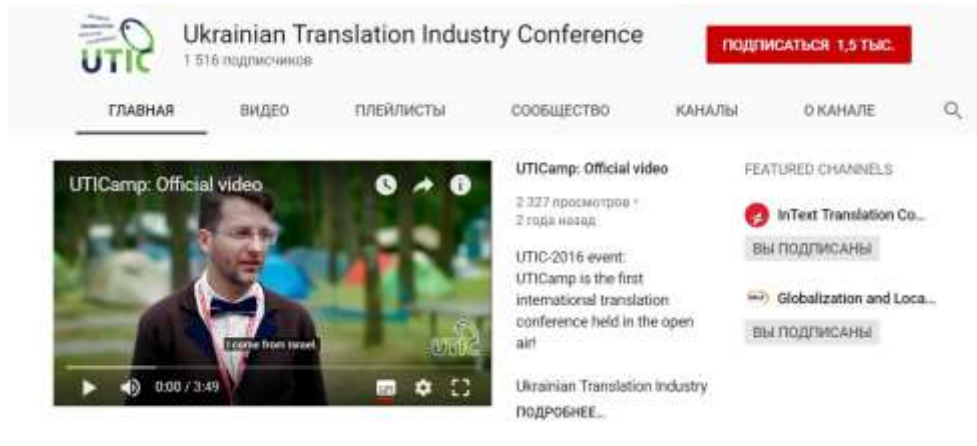


# UTICamp-2019: join our event!

The next summer is for  
UTICamp



# Subscribe to our YouTube channel



[www.youtube.com/user/UTICConf](http://www.youtube.com/user/UTICConf)



# Registration for UTICamp-2019

## About the conference

18.03.2019 9 good reasons to register for UTICamp-2019 right now!

Register to UTICamp



### 1. Take part in the biggest industry event in Ukraine

Since 2013 our conference has been gathering together hundreds of participants from many countries around the world, and dozens of speakers have shared their experience, knowledge and unique views. You too can become a part of this event and tap into the source of translation knowledge known as UTICamp! Learn more about the 2013, 2014 and 2016 conferences in the Events Archive section.



### 2. Select a convenient time to participate

We are holding the event over a whole week. You can opt for full-week participation or choose one of the Master's Village or "Three Tracks" segments. The "first shift" of the conference on July 23 and 24 will be dedicated to masters - professionals, experts, creators, and gurus, while the Three Tracks days will feature traditional presentations in three parallel streams — The Art of Translation, The Translation Business and Translation Technology and Localisation. Find out more about what to expect at the conference on July 22—28.

The preliminary conference program can be found [here](#).



### 3. Combine conference participation with a family vacation and work

You can attend our conference with your family. While you listen to presentations and spend time with colleagues from the industry, your children can play with the camp entertainers in a separate play zone, where a special fun program will be organized for them. And a guest ticket can be bought for adults who do not plan to attend the workshops and presentations.

Do you want to participate in the conference without stopping your work? Wi-Fi and a co-working area will be at your disposal.



### 4. Listen to presentations by translation industry experts

UTICamp is an international conference where you can meet outstanding speakers and translation industry experts: people with unique experience and vivid ideas.



info@utic.eu

# Preliminary Program

[Conference news](#) [About the conference](#) [Prices](#) [Program](#) [Sponsors](#) [Video](#) [Contacts](#) [Past events](#) [Attendees](#)

## Preliminary Program

\* All titles are in draft version for now

\*\* The organizers reserve the right to make changes to the event program

Monday,  
July 22

Participants arrive and settle in

Welcome drinks

### Masters Village

Tuesday,  
July 23

10:00 Masters Village opening ceremony

10:30

Going Off the Deep End: Being More Than JUST a Translator

**Inga Michaeli** (Wander Words, CEO)

RU EN

11:30

A Creative Challenge: Part 1 for Translators

**Nigel Saych** (Interlex Language Services, Owner)

RU EN

12:40 Masters Village circle



# Sponsors and Partners of UTICamp-2019 and UTICamp Webinars



Find out more about UTICamp-2019 sponsorship opportunities [on our website](#)



July 22–28, 2019

RU

UK

[About the conference](#) [Conference news](#) [Sponsors](#) [Video](#) [Contacts](#) [Past events](#)

## Sponsors

We are glad to see our standing partners among UTICamp-2019 sponsors. Thank you for supporting our conference once again!

With the prominent coverage of UTICamp events, you will strengthen your position in the market, expand your network of partners and vendors, further your brand and become an influencer for the industry.

**Learn more about the sponsorship opportunities** and make your contribution!



# Host



**Iryna Vizir**  
UTICamp CMO

# About the speaker



- **Sasha Terekhov** has worked at InText for 7 years in various positions from assistant marketing manager assistant to head of the vendor management department.
- During his work with diverse businesses at ProZ.com over the past 2 years, he has conducted research into the best way for LSP to represent themselves to buyers and MLV vendor managers.



Websites don't sell, they help you promote.  
You just don't need a website that look it was done in 1997.  
Make it look fresh, make it look new and you're fine.

Renato Beninatto,  
[Webinar - Inbound Marketing for LSPs](#)

What is the bare minimum that's makes  
a fine RLV/SLV website a fine one?

Services

Languages

Subject areas and case studies

Time zones

Contacts

Useful links

No technical bells & whistles

Write in the chat or in the comments section  
any SLV/RLV company website URL,  
language pair and subject area.

Example: medtrans.com.au, English to Vietnamese, Cardiology,  
medical device, cardiovascular products.

At the end of the presentation we will take a quick look at them.





OFFICIAL EU TRANSLATIONS

[Bulgarian](#) [Czech](#) [Danish](#) [Dutch](#) [English](#) [Estonian](#) [Finnish](#) [French](#) [German](#) [Greek](#) [Hungarian](#) [Irish](#) [Italian](#) [Latvian](#) [Lithuanian](#) [Maltese](#)[ABOUT ETC EUROPE](#) [LEGAL](#) [COMMERCIAL](#) [FINANCIAL](#) [PUBLIC AFFAIRS](#) [TECHNICAL](#) [QUALITY](#)

[ETC Europe](#)  
simply lists its services.

[Translation](#)[Interpretation](#)[Localisation](#)[Copywriting](#)[Desktop Publishing](#)

No good solution for representation of languages has been proposed so far.

Most often, an SLV/RLV

- Lists the available few language pairs,
- Indicates language groups,
- Outlines a target region,
- Shows specialization if available,
- Makes dedicated landing pages for key language pairs.



[Acclaro](https://www.acclaro.com/services/language-translation-services/brazilian-portuguese-translation-services) has a dedicated landing page.



https://translationrating.ru/industry-search/

Engineering

Barloworld

Biax

Black & decker

Carrier

Medicine and pharmacology

ABBOTT

Abbvee

Agilent Technologies

AIHA

Metallurgy and mining industry

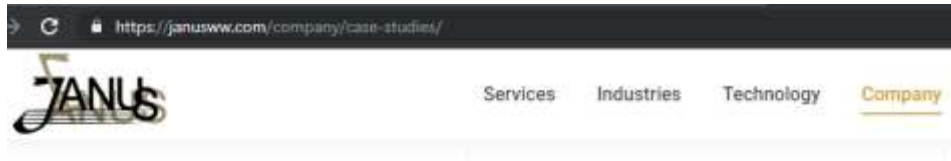
Alcoa CIS

ArcelorMittal

Evrax Holding

Metinvestholding

[Translationrating.ru](https://translationrating.ru) has a nice way to present subject areas  
with particular buyers in the area



Download



Janus Worldwide has a collection of case studies spanning several industries.

Each one features languages, subject areas and services provided.



From 2012, Janus has been the main supplier of complex translation services for HP. Orders for translation and some other related services come from various branches and departments of the company, having over many years identified the wide specialization of the team of employees working on HP projects. Now Janus fulfills a variety of projects (IT, support, marketing, and legal) into more than 30 languages for different divisions of HP. All works are carried out on the internal ETMA TMS client system.

The tasks set were resolved by building a team of experts who vary in profile thus enabling Janus team provide services at consistently high quality.

In order to optimize client expenditure, we use TM (Translation Memory) server technology which makes it possible for several translators, editors and managers to work simultaneously, under secure access, in a single translation memory located on the server.

## Challenges

- Diversity in areas of translation for a range of products in
- Desktop publishing and localization of complex drawings
- Process integration into translation management system
- Cost reduction objectives

## Solutions

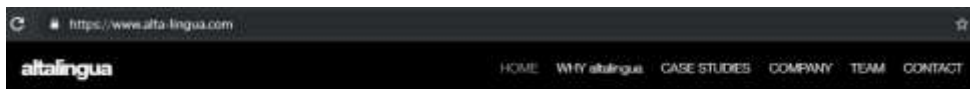
- Recruited and provided a team of highly qualified IT experts
- Constructed internal team that worked as an extension of clients internal teams
- Worked within and demonstrated benefit of TMS translation management system
- Reduced cost of translation year over year

## Solution elements

- Use of Translation management system (TMS)
- Dedicated team of IT and linguistic experts
- Budget management and cost optimization program

In today's competitive market there is an increasing pressure on companies to implement their latest technology first to the market. Innovation, growing productivity, cutting costs and globalization are becoming a high priority among leaders. While globalization opens the door to many new markets, consistent and high quality public relations in various media forms is essential to ensure accurate communication to the target audience.

Janus Worldwide offers an array of localization, engineering, and testing services. Our localization engineers and internationalization experts coupled with our ISO certified Quality Management system process ensures our clients receive comprehensive localization.



## Andrei Ioviță, CEO

"altalingua is a specialist in the automotive and mechanical type an essay engineering sectors. Multilingual technical documentation is our passion."

You need your technical documentation to continue to drive sales, communicate with customers, and increase brand loyalty well after the first purchase is made. At altalingua, we know your story.

**If you're in the automotive or machinery sectors** we already understand your needs. In fact, we specialize in helping clients just like you."



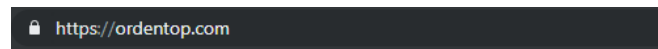
## Head of Technical Translations Research & Development Volkswagen AG

"High commitment, readiness and flexibility ... we are thoroughly satisfied with our working relationship with altalingua."



## Team Leader Technical Documentation Haas Automation, Inc.

"Prompt, efficient and cost-effective translation services ... we highly recommend essay club their translation services to any company."



Subjects

Languages

# BOOK TRANSLATION AGENCY

LET'S TALK ABOUT BOOK TRANSLATION >

[altalingua](https://www.altalingua.com) and [OrdenTop](https://ordentop.com) clearly indicate their specialization



Andovar is headquartered in Singapore, maintains production locations in Bangkok, Medellín and Kolkata and sales and administrative support offices in Miami.

With major production and service hubs around the world, Andovar offers around-the-clock service supported by a highly experienced project management team. We have chosen our locations strategically to enable recruitment of a world caliber team at low costs that ensure a highly competitive global position.

[Andovar](#) has found a great way of showing sales and production time zones.

But the question remains: what happens to project deadlines during holidays in Colombia?



ESP INICIO NOSOTROS SERVICIOS PROYECTOS IDIOMAS HERRAMIENTAS

 PRESUPUESTOS



LLÁMENOS

+34 943 256 613



ESCRÍBANOS

info@saretranslations.eus

[SARE Translations](#) shows contact information on every page, a future proof move.



[Global Word Share](#) shows association memberships, company registration number and legal address for quick background checks, signaling its transparency and openness.

## OFFICIAL MEMBERSHIP



GET A QUOTE



+442032893253



sales@globalwordshare.com



proz.com/GlobalWordShare



71-75 Shelton Street, Covent Garden, London, WC2H 9JQ

PARTNERSHIP

JOIN US

[Privacy Policy](#)

Global Word Share LTD. Registered in England & Wales, Company No. 116571859

[Terms and Conditions](#)

Technical bells and whistles make for unnecessary complication:

- Animations
- Fancy layouts
- Sliders
- Everything else that is not text or image.

[Translated](#) has a new clean and modern website almost devoid of fancy technical features.

## Why Translated?



### Punctual payments

Translated is rated one of the best agencies to work with on the [Proz Blue Board](#), and that's because we care so much about our translators. You are free to set your own rate, and we pay on time at the end of each month.



### Interesting projects

You'll translate for the world's largest brands, innovative startups, and genuine small enterprises. Using [T-Rank](#), we make sure you receive content that is relevant to your experience.



### Professional PMs

Our project managers will help you grow as a



Konstantin Dranch,  
Chief Researcher at Nimdzi Insights LLC

Daria Harrison  
Former Global Resource Director at Moravia







[Inbound marketing for LSPs - Nimdzi](#)



[Buying Localization Services: What to Consider - HP](#)



[Search Me! Can International Search Marketing Level the Playing Field for Smaller Companies?](#)



[You All Look Alike: the Plight of the Localization Buyer - HP](#)

# Join our next webinar



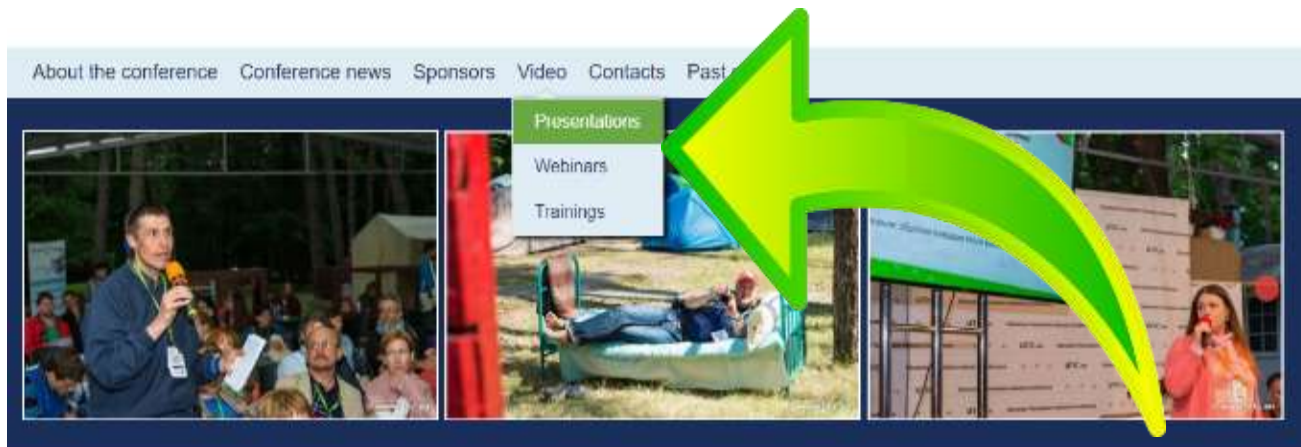
## **Creative Approach to Quasi Non-Creative Tasks in Translation**

with **Joseph Kovalov**

Thursday, June 13<sup>th</sup>  
16:00 (GMT+3)

# Where to find our videos

All video of speeches and webinars on our website:



## Meet UTICamp-2019

11.09.2018

UTICamp-2019 is a conference for everyone connected with the translation industry: novice and established translators, translation company managers, lecturers and students, software developers and customers

Is it possible to combine a business event, prominent speakers, fascinating presentations with camping and a warm round-up of old friends? We know how!


[Read more](#)



# Join us on social media

YouTube

Search



UTiD Webinar-2017: Grammarly Under the Hood

45 VIEWS

UTiD Ukrainian Translation Industry Conference  
By @utid on Nov 8, 2017

Let's have a look at linguistics from a different point of view. We invite you to discover computational linguistics and take a glimpse under the hood of Grammarly. What magic does it use to detect all text errors and free mankind from grammar illiteracy? Who teaches find more and more lexibreaker mistakes?  
All the secrets and magic will be revealed. We will talk about what NLP is, why and where it, and take a peek into the day of a Computational Linguist.

About the speaker:  
After graduating from Lviv Polytechnic National University two years ago, Oksana joined UTiD as a Computational Linguist. At Grammarly, she is working in the area of Natural Language Processing. Her current projects are focused on error correction and stylistics. Oksana is also passionate about coding. She is one of the organizers of the DjangoGirls that aim to teach women to code in Python.

Follow us on:  
Facebook: <http://www.facebook.com/UTiD.Girls>  
Twitter: @UTiD.Girls, @UTiD.Girls  
www.2016.utid.ua/en

Category: Science & Technology  
License: Standard YouTube License  
SHOW LESS

EDIT VIDEO

