UKRAINIAN TRANSLATION INDUSTRY CAMP

UTIC

Webinar-2018

Smartcat: Manage and Pay

Your Whole Translation Team the Easy Way

Artur Davidenko and Max Morkovkin

Thursday, December 13st

Facebook Live

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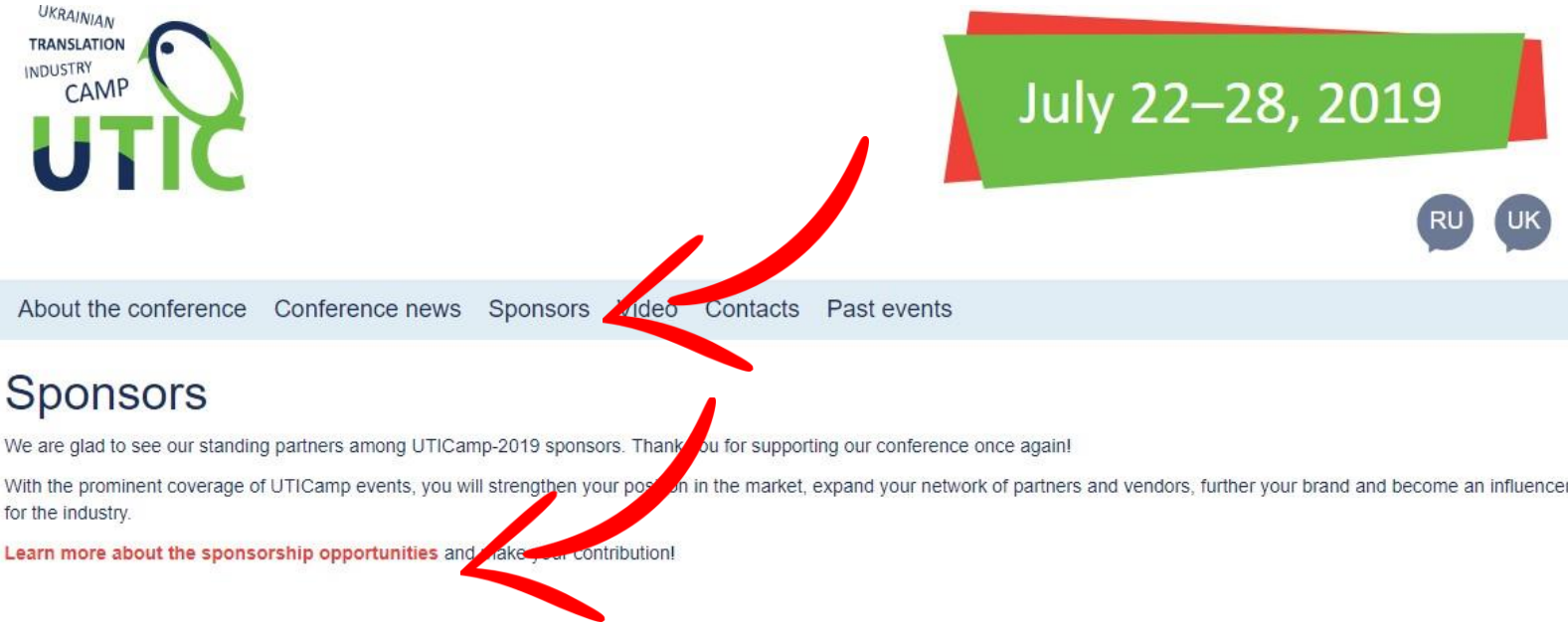

Host

Iryna Vizir

UTIC PR Manager

About the speakers

Max Morkovkin is an experienced translator, blogger and public speaker. He has been involved with Chinese-Russian and Chinese-English translation since 2010 and has lived and worked in China for seven years. Maxim has a BS degree in Chinese language and an MS degree in business administration from Central China Normal University. He is also active in the field of translation automation tools and is focused on building relationships between Smartcat and customers in Asia.

Artur Davidenko is a product marketing manager with broad experience in eCommerce and video game projects. In Smartcat, Artur leads the positioning of the company's various products and services.

Translation team management in 2018

Arthur Davydenko
Product marketing manager

Maxim Morkovkin
Customer Success manager

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Contents

- Translation industry today
- LSP cost structure
- What is Vendor Management
- Old way to do Vendor Management
- Smartcat Vendor Management
- Hidden ways to increase LSP revenue
- Q&A session

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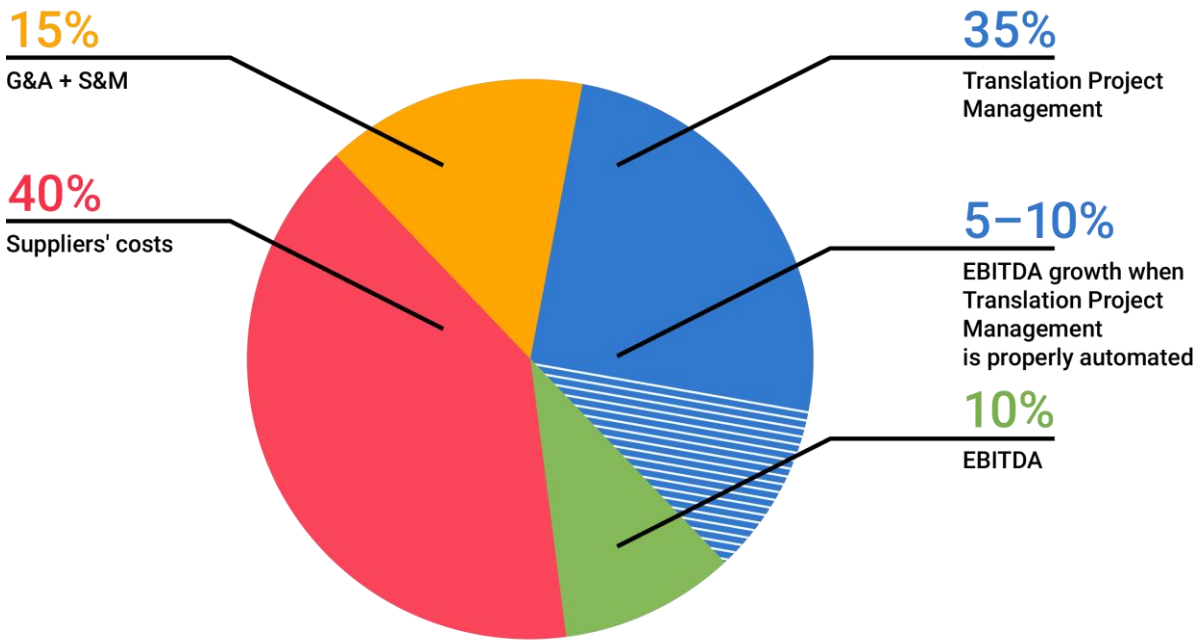
Why should you care?

LSP cost structure



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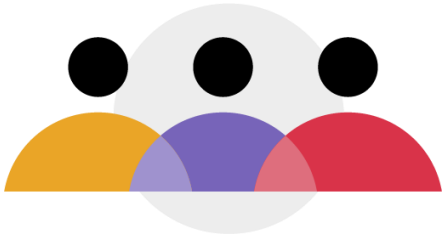
Translation Project Management: vendor management



Vendor management

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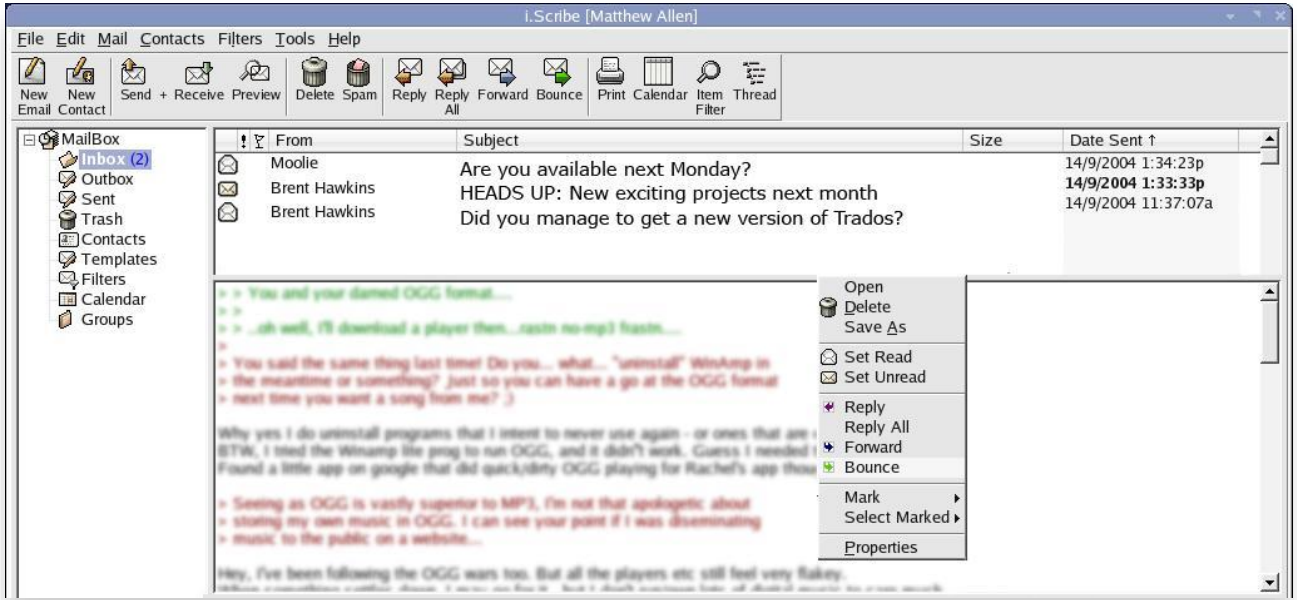
Vendor management: the old school way



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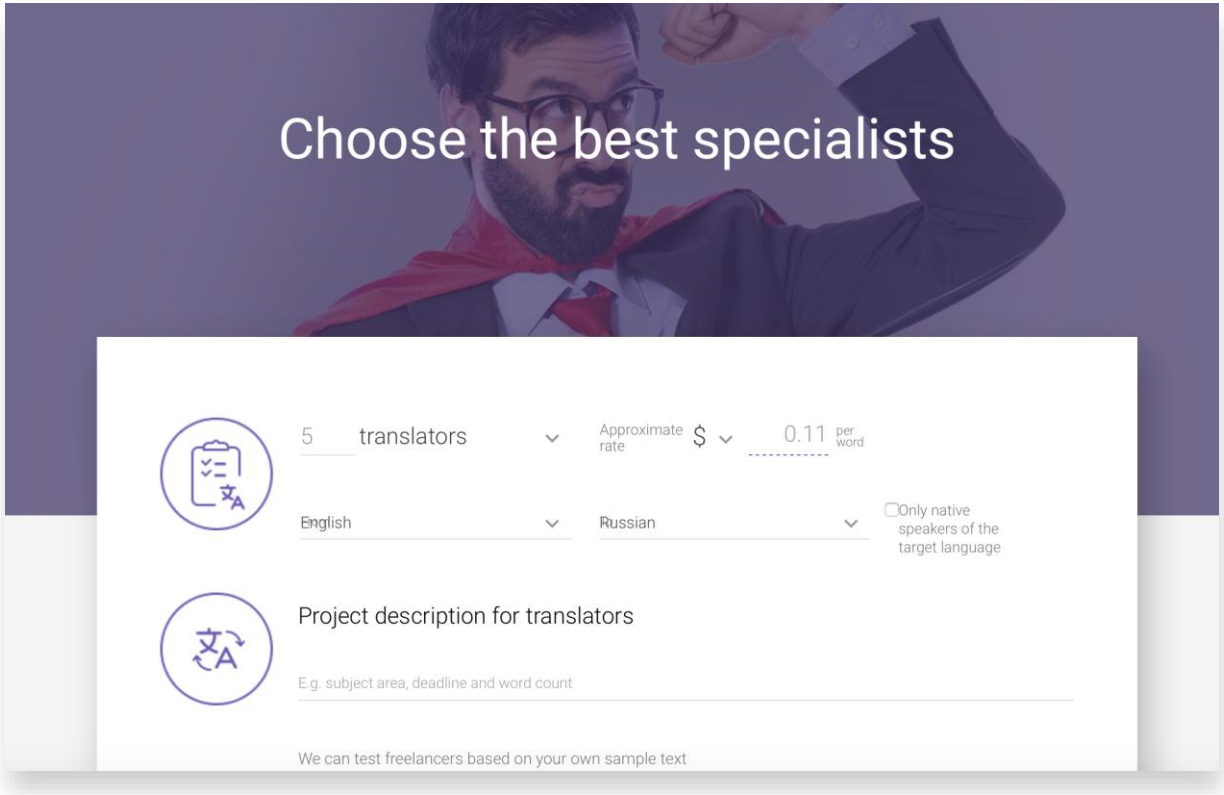
Vendor management: Smartcat



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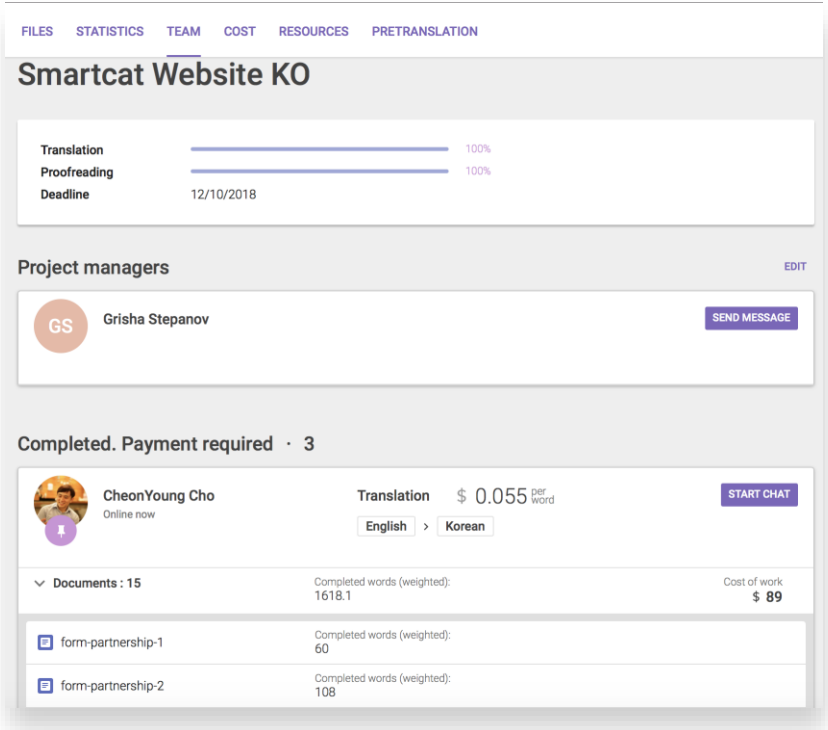
Build a proper database of suppliers



Your whole team:

- Translators
- Editors
- Post-editors
- Interpreters
- DTP specialists
- Project managers

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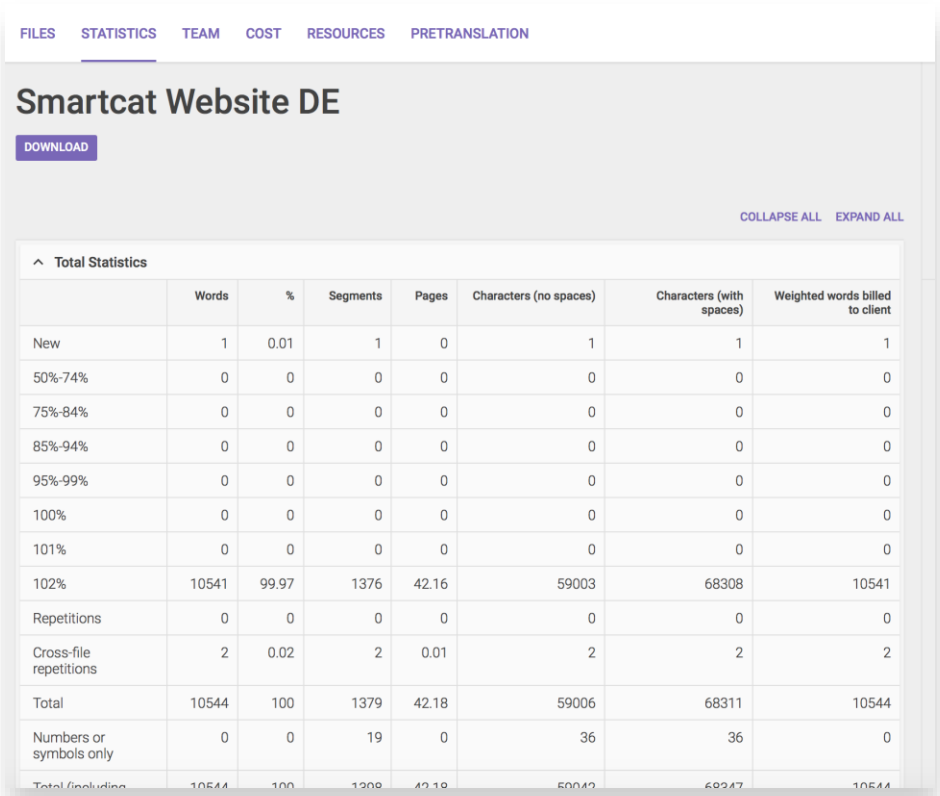
Real track-record data!



FILES STATISTICS TEAM COST RESOURCES PRETRANSLATION

Smartcat Website DE

DOWNLOAD

COLLAPSE ALL EXPAND ALL

Total Statistics

	Words	%	Segments	Pages	Characters (no spaces)	Characters (with spaces)	Weighted words billed to client
New	1	0.01	1	0	1	1	1
50%-74%	0	0	0	0	0	0	0
75%-84%	0	0	0	0	0	0	0
85%-94%	0	0	0	0	0	0	0
95%-99%	0	0	0	0	0	0	0
100%	0	0	0	0	0	0	0
101%	0	0	0	0	0	0	0
102%	10541	99.97	1376	42.16	59003	68308	10541
Repetitions	0	0	0	0	0	0	0
Cross-file repetitions	2	0.02	2	0.01	2	2	2
Total	10544	100	1379	42.18	59006	68311	10544
Numbers or symbols only	0	0	19	0	36	36	0
Total (including	10544	100	1398	42.18	59042	68347	10544

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Automated price calculation

Smartcat Website KO

Project payment

Project cost

$ 200.77

Statistics

Translation English › Korean Documents : 18

TM matches & repetitions	Assigned words	Completed words	% of the full per-word rate
New	2218	2927	100%
50% - 74%	0	0	100%
75% - 84%	86	103	70% of the rate
85% - 94%	139	215	40% of the rate
95% - 99%	112	126	10% of the rate
100%	0	0	unpaid
101%	0	0	unpaid
102%	8210	0	unpaid
Repetitions & cross-file repetitions	243	611	unpaid
Total words	11008	3982	

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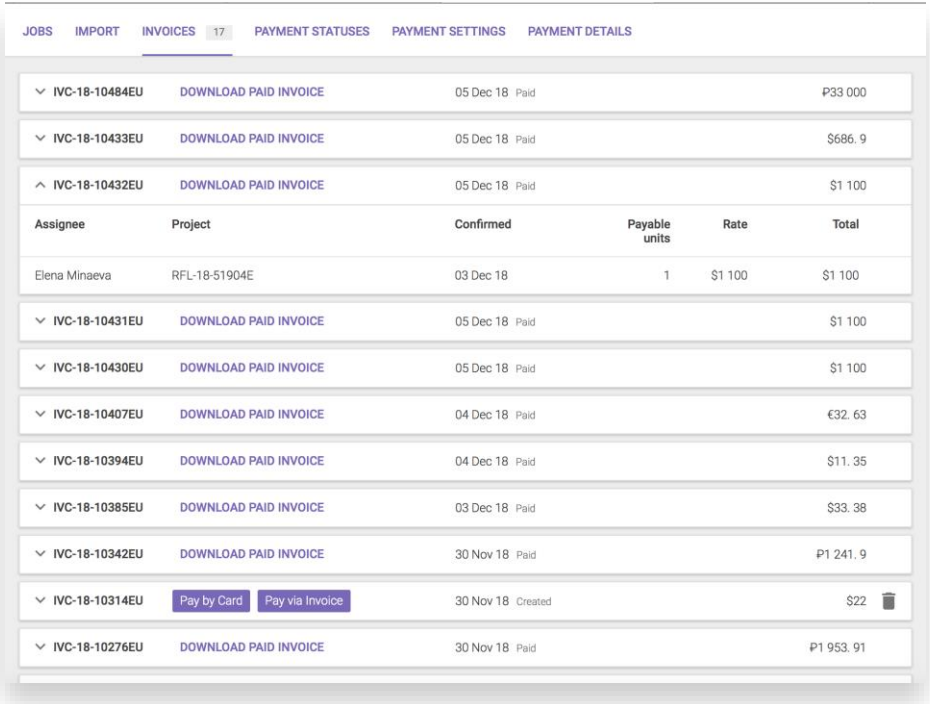
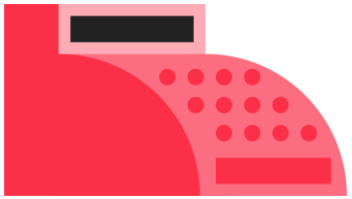
Automated payouts





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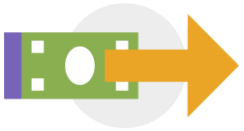
Payouts to freelancers



Payouts

What you have to do to pay a freelancer:

1. Calculate the cost of work
2. Negotiate with the translator
3. Send money through a bank or payment system
4. Solve all legal and tax issues

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Top hidden costs in Billing & Payouts

1. **Freelancer onboarding**
2. **Paperwork and tax compliance**
3. **Rates negotiations, payout methods, and currencies**
4. **Billing and accruals**
5. **Executing payouts**
6. **Foreign exchange costs!**

It is not only about transaction costs

Which adds up to 30–50% of profit

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Without Smartcat

Project management

Vendor management

Cost calculation

Payouts

Smartcat

With Smartcat

Project management

Vendor management

Cost calculation

Payouts

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And now some magic in action

Thank you!

Write us

a.davydenko@smartcat.ai
m.morkovkin@smartcat.ai

Q & A session

Thank you for attention!

Winter Holidays

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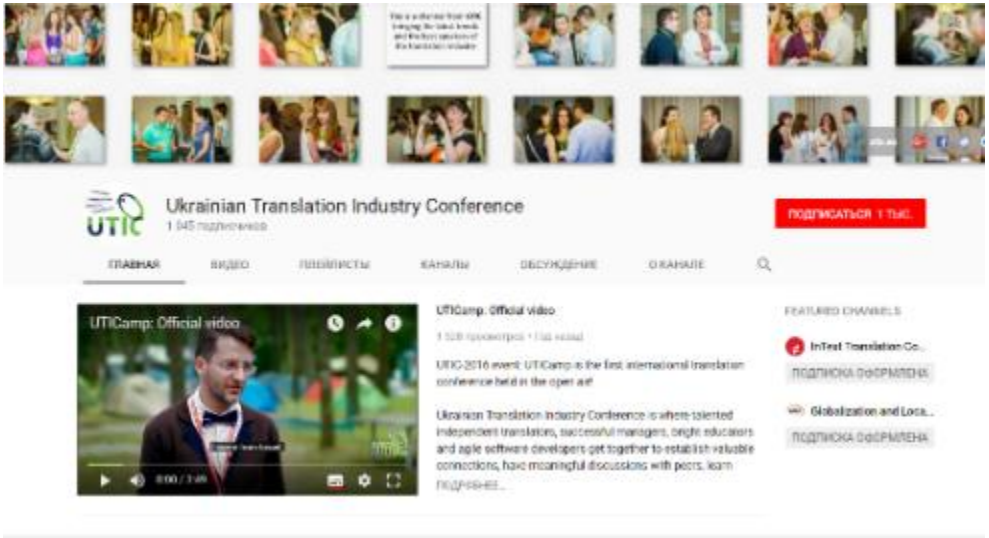

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UTIC Webinar-2017. Grammarly Under the Hood

45 views

Ukrainian Translation Industry Conference

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 magical spells does it use to detect all text errors and free mankind from grammar illiteracy? Who teaches it to find more and more lawbreaker mistakes?
All the secrets and magic will be revealed! We will talk about what NLP is, why and where we need 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 Grammarly 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 workshops that aim to teach women to code in Python.

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