



Webinar-2018

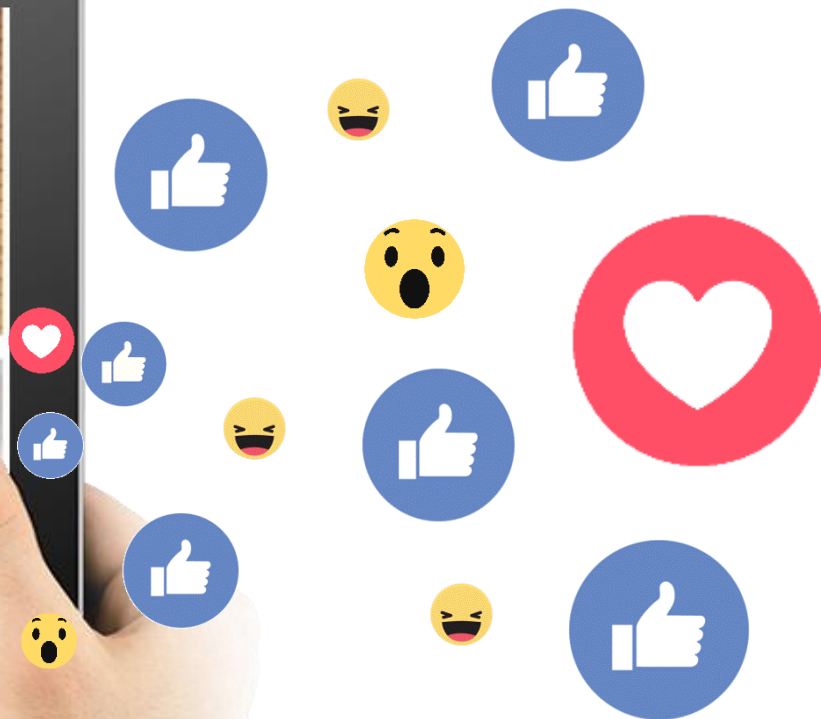
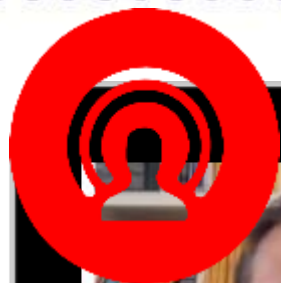
Smartcat: Manage and Pay

Your Whole Translation Team the Easy Way

Artur Davidenko and Max Morkovkin

Thursday, December 13st

Facebook Live



UTICamp-2019: join our event!

The next summer is for **UTICamp**
July 22-28



<https://www.facebook.com/events/175021560057045/>

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July 22–28, 2019

RU

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Learn more about the sponsorship opportunities and make your contribution!

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



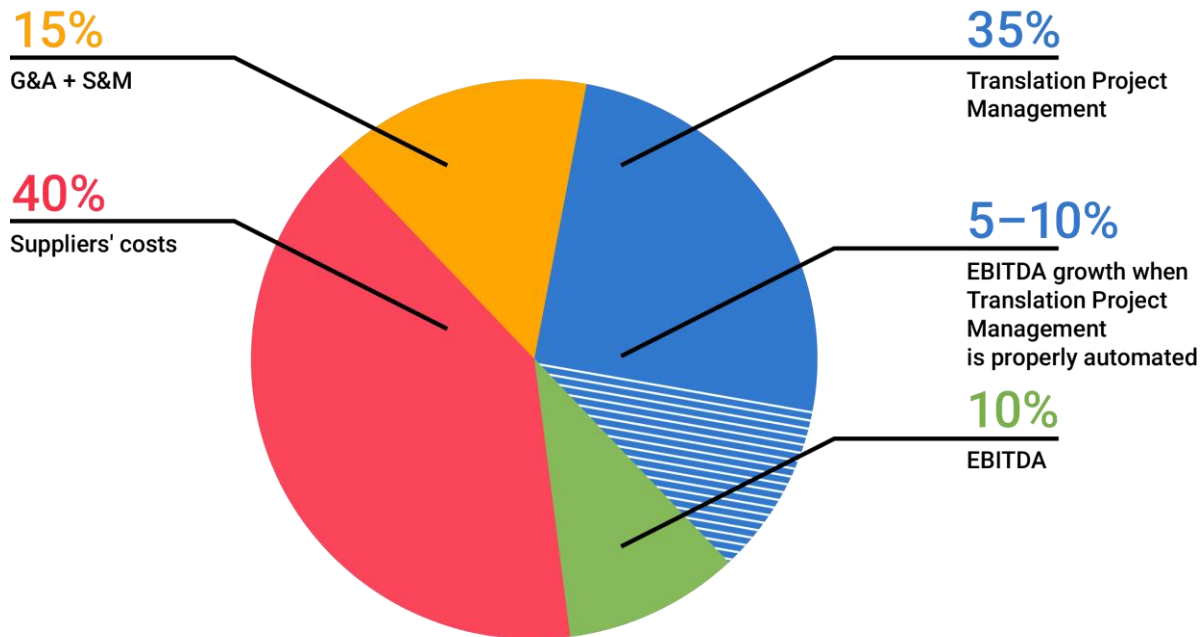
Maxim Morkovkin
Customer Success manager

Contents

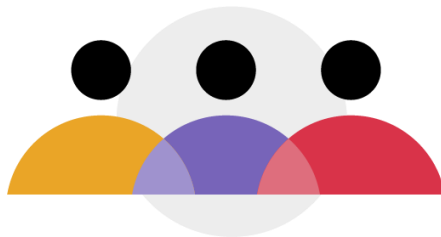
- Translation industry today
- LSP cost structure
- What is Vendor Management
- Old way to do Vendor Management
- Smartcat Vendor Management
- Hidden ways to increase LSP revenue
- Q&A session

Why should you care?

LSP cost structure

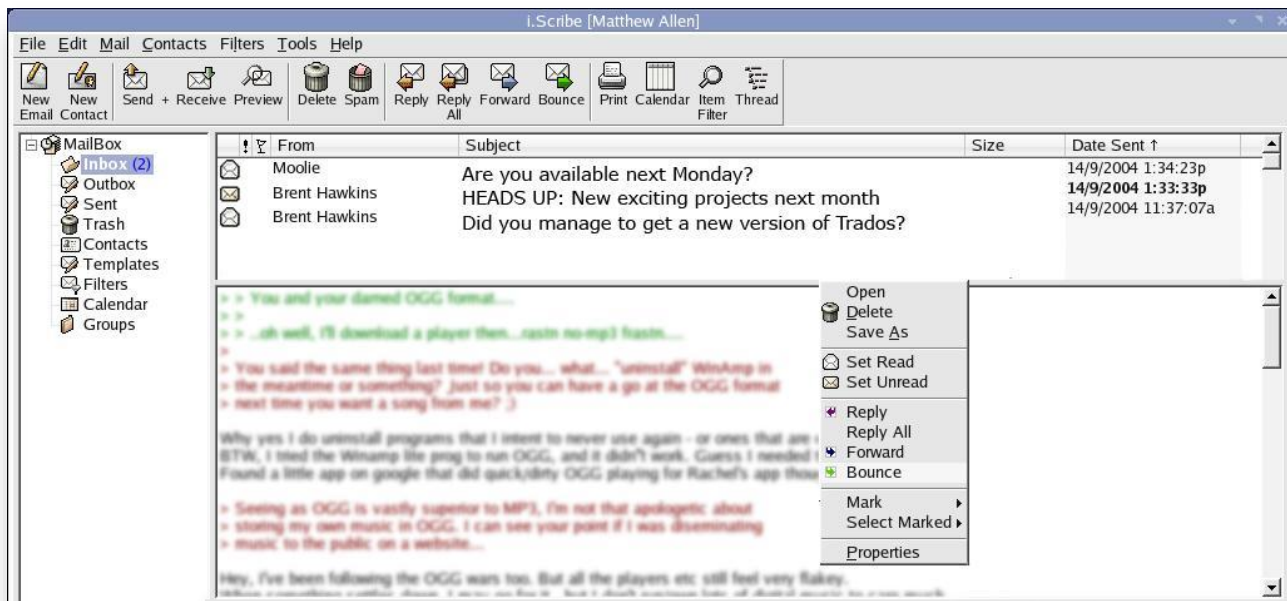


Translation Project Management: vendor management



**Vendor
management**

Vendor management: the old school way



Vendor management: Smartcat

Choose the best specialists



5 translators



Approximate \$ 0.11 per word

English



Russian



☐ Only native speakers of the target language



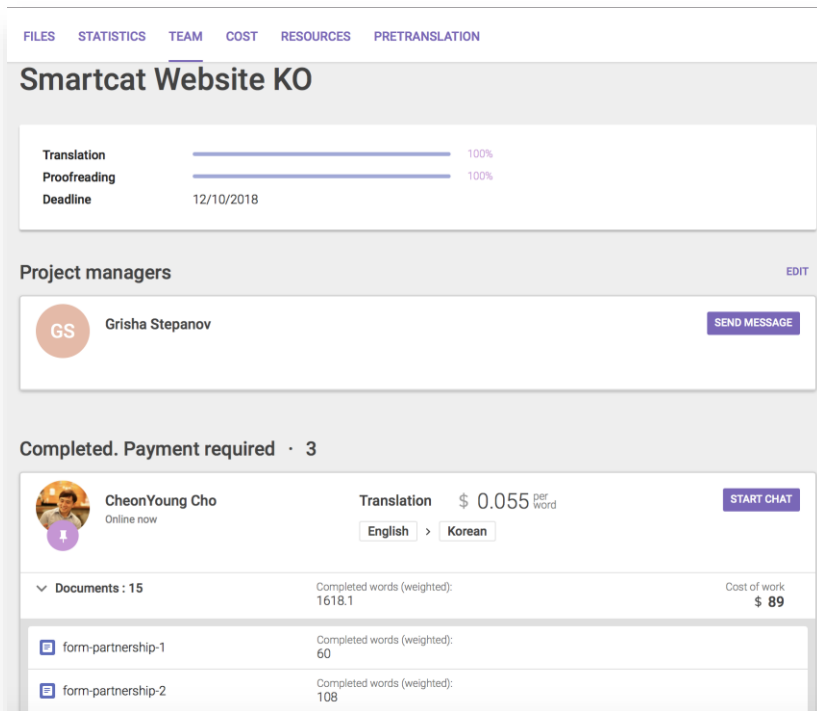
Project description for translators

E.g. subject area, deadline and word count

We can test freelancers based on your own sample text

Smartcat

Build a proper database of suppliers



Your whole team:

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

Smartcat

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

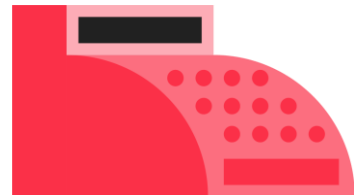
TM matches & repetitions	Assigned words	Completed words	% of the full per-word rate
New	2218	2927	100%
50% - 74%	0	0	100%
75% - 84%	86	103	70% of the rate
85% - 94%	139	215	40% of the rate
95% - 99%	112	126	10% of the rate
100%	0	0	unpaid
101%	0	0	unpaid
102%	8210	0	unpaid
Repetitions & cross-file repetitions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



Smartcat

Automated payouts

JOBS IMPORT INVOICES 17 PAYMENT STATUSES PAYMENT SETTINGS PAYMENT DETAILS					
▼ IVC-18-10484EU	DOWNLOAD PAID INVOICE	05 Dec 18	Paid		P33 000
▼ IVC-18-10433EU	DOWNLOAD PAID INVOICE	05 Dec 18	Paid		\$686. 9
▲ IVC-18-10432EU	DOWNLOAD PAID INVOICE	05 Dec 18	Paid		\$1 100
Assignee	Project	Confirmed	Payable units	Rate	Total
Elena Minaeva	RFL-18-51904E	03 Dec 18	1	\$1 100	\$1 100
▼ IVC-18-10431EU	DOWNLOAD PAID INVOICE	05 Dec 18	Paid		\$1 100
▼ IVC-18-10430EU	DOWNLOAD PAID INVOICE	05 Dec 18	Paid		\$1 100
▼ IVC-18-10407EU	DOWNLOAD PAID INVOICE	04 Dec 18	Paid		€32. 63
▼ IVC-18-10394EU	DOWNLOAD PAID INVOICE	04 Dec 18	Paid		\$11. 35
▼ IVC-18-10385EU	DOWNLOAD PAID INVOICE	03 Dec 18	Paid		\$33. 38
▼ IVC-18-10342EU	DOWNLOAD PAID INVOICE	30 Nov 18	Paid		P1 241. 9
▼ IVC-18-10314EU	Pay by Card Pay via Invoice	30 Nov 18	Created		\$22 🗑
▼ IVC-18-10276EU	DOWNLOAD PAID INVOICE	30 Nov 18	Paid		P1 953. 91



Smartcat

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

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!

Which adds up to 30–50% of profit

It is not only about transaction costs



Smartcat

Without Smartcat

**Project
management**

**Vendor
management**

**Cost
calculation**



Payouts

Smartcat

With Smartcat



**Project
management**



**Vendor
management**



**Cost
calculation**



Payouts

Smartcat

And now some magic in action

Thank you!

Write us

a.davydenko@smartcat.ai

m.morkovkin@smartcat.ai

Thank you for attention!



Winter Holidays



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Trainings



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](#)

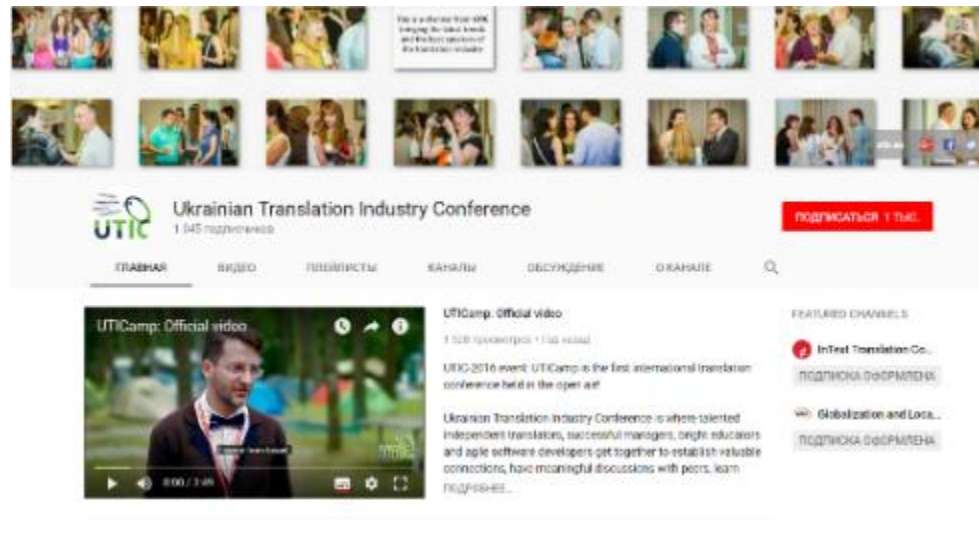
UTICamp: Official video

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UTIC Webinar-2017, Grammarly Under the Hood

45 views



Ukrainian Translation Industry Conference

Published 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 magical spells does it use to detect all text errors and free mankind from grammar libraries? 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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