



# **‘The Language Industry 4.0 - Embracing the future?’**

**March 9th and 10th, 2018**

[tenvcongres.nl](http://tenvcongres.nl) / [tenvcongres.be](http://tenvcongres.be)

## Gain a Competitive Advantage with your TMS

### AGENDA

1. The topic (5 min)
2. Scenario 1 (5 min)
3. Scenario 2 (5 min)
4. Scenario 3 (5 min)
5. Wrap-up
6. Q&A (5 min)



## Literally few words about me



```
msgid "The train is coming late, oh no"  
msgstr "Vlak jede pozdě, ach jo"
```

```
msgid "This city loves trains "  
msgstr "Tohle město zbožňuje vlaky"
```

## What you will find out in this presentation

- It's about presenting yourself to the client:



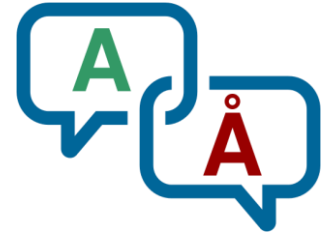
**Solution provider**

**X**

**Translation services provider**

-> **Three different scenarios** how you can achieve that

## The Three Scenarios



Translation buyer:

1. *'I'm using Sharepoint and my website is in WordPress'*
2. *'I need to fix a lot of errors and I'm tired of exchanging emails with you – Can I review the files?'*
3. *'There is no clear way for me to know why I'm charged this much'*

## Integrations (scenario 1)



## Integrations (scenario 1)

- [Automated Project Creation](#) (in the tool)
- [How it looks in WordPress](#)
- [How it looks in GoogleDrive](#)


## Client Review (scenario 2)

- Let clients come into the tool and easily fix the translations there  
(without having to pay for their own account)





## Client Review (scenario 2)

Translation is ready. It is time for your review now.  Inbox x



**Ondrej Urbanek** <system@memsource.com>

to me 

Dear Client,

We have finished the translation step of your files. Please, proceed to the review:

File: EU White Paper Edited - kopie.doc

Language: en -> cs

Due: 13 Mar 23:00

This job contains 540 words

Sign in to Memsource Cloud to get started:

<https://cloud.memsource.com/web/project/show/1U6NqmjBR2adbptx1X4Gf3>

Let me know, if you have any questions.

Best regards,

Ondrej Urbanek

[urbanekondrej@gmail.com](mailto:urbanekondrej@gmail.com)

Client review (in the tool)

## Transparency (scenario 3)

- Make a transparent relationship with your buyer
- Include them into the process

EN → DE

TMs: Client Portal TM

File: EU White Paper Edited - kopie.doc

	Segments	Pages	Words	Characters	%
<b>Net Rate</b>	<b>44</b>	<b>1.8</b>	<b>536</b>	<b>2743</b>	
All	46	1.81	540	2763	100
Repetitions	1	0.01	4	22	0.7
101%	0	0	0	0	0
+ 100%	0	0	0	0	0
+ 95%–99%	1	0	0	0	0
85%–94%	0	0	0	0	0
75%–84%	0	0	0	0	0
50%–74%	2	0.18	51	284	9.4
0%–49%	42	1.61	485	2457	89.8

## Transparency (scenario 3)

- Analysis and Quotes (in the tool)

## Wrap-up

- Get the full potential out of your TMS/CAT
- Cover the scenarios and assume the role of the Solution provider



## Questions/Comments?



**THANK YOU FOR YOUR  
ATTENTION**