



Lingotek Partner Sheet

The Translation Network

Lingotek’s Translation Network is the only cloud-based solution to connect all your global content in one place, giving you the power to manage your brand worldwide. Our industry leading technology pairs with the best enterprise applications to continuously push dynamic multilingual content to all of your global markets. Finally. Networked translation.

More Information Please Visit
www.lingotek.com/partners



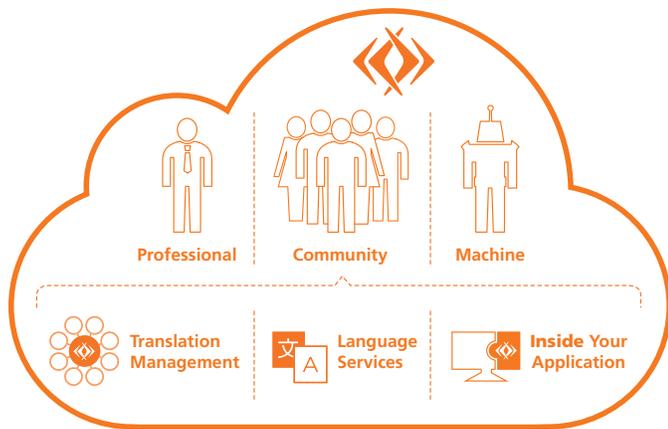
When to Call / Partner with Lingotek

- Your customer is looking to expand their brand into new international markets for the first time
- Your customer is looking to modernize/upgrade their existing translation operations
- Your customers has translation quality challenges
- Your customer is looking to integrate & automate translation into a particular application, such as a content management system, marketing automation system, knowledge base, source code repository, etc.
- Your customer is still translating content offline

Lingotek Value Proposition



- Massive translation cost reduction and avoidance - routinely greater than 30%
- Boost content publishing throughput by greater than 50%
- Agile, automated operations can reduce up to 90% of the translation process
- Real-time, continuous publishing
- Centralized governance and control; unified messaging and brand protection



How is Lingotek Different?

- **Supreme Agility:** Cloud-based, real-time, high performance, elastic enterprise scale, automated translation platform
- **Widespread Connectivity:** Lingotek leads the market in deep interoperability into a multitude of business applications through a powerful, easy-to-use REST API, resulting in extensive systems integration into any popular application.
- **World's first content intelligence application:** The Translation Network is powered by innovative applications that streamline the translation process. Content intelligence allows stakeholders to dive into projects to monitor processes, view inefficiencies, and obtain actionable data that leads to reduced translation costs and faster turnaround times. 
- **Real-view In-Context Review (ICR) & Editing:** Lingotek's powerful ICR application changes the way companies create and distribute content to a global audience. By immersing translators in a dynamic, visual experience, we've brought translation, formatting, and review together in real time, in real view, and in one place.
- **Beyond middleware:** Lingotek leads the market in deep interoperability into a multitude of business applications through a powerful, easy-to-use Multilingual API set resulting in the most downloaded modules in the industry.
- **Better Than Proxy:** By going with Lingotek, you maintain control of the translation process and multilingual content, enhance the investment in your CMS, and optimize SEO. The Translation Network gives you the control by automating translation with content intelligence, automatic notifications, industry-leading in-context translation and review, and customizable workflows—all inside your enterprise applications.

- **Non-Punitive Licensing Model:** For a flat annual fee, customers can publish as much content as needed and enable as many internal users as needed with no additional costs.
- **Security:** Lingotek ends the unsecured practice of sending confidential content offline to a freelance linguist's desktop where data theft and security vulnerability risks are high. Lingotek secures translation authoring in the cloud to reduce cybersecurity risk.

Benefits of Working with Lingotek

- Partners receive software referral fee on the first year's SaaS license
- Co-selling approach where everyone wins
- Agency is able to fulfill client's needs for translation
- Deal registration
- Training and support provided by Lingotek for both partner and the customer

Powering the Translation Network (Applications):

Content Intelligence

The world's only Translation Network brings you the world's first content intelligence platform. Content intelligence provides you with deep, actionable data at the heart of your translation process. Driven by powerful technology, you can now see inside your multilingual projects to create the most dynamic, impactful content for new and existing markets.

Lingotek Inside Connectors

Lingotek Inside Connectors bring the power of the Translation Network to your content's native environment. Our powerful technology streamlines and automates the translation process, allowing you to trash FTPs, spreadsheets and translator emails forever and bring your translation process into the 21st century.

- Adobe Experience Manager, Alfresco, Atlassian Confluence, Documentum, Drupal, Ektron, Git, GlotPress, Liferay, Lingoport, Lithium, Marketo, Oracle, Salesforce, Sitecore, Subversion, WordPress and more.
- <http://www.lingotek.com/inside>
- Explore our open Multilingual API: <http://devzone.lingotek.com/>





Robust Translation Tools In The Translation Network

The Translation Network provides your business with industry-leading translation tools, including an innovative in-context translation and review function, CAT tool, translation memory, glossaries, style guides, around-the-clock translation, and more.

For project managers, the Translation Network takes everything to a new, automated level with automatic notifications sent to translators, real-time collaboration and project monitoring, and continuous cloud updates.

http://www.lingotek.com/translation_management_system

Language and Professional Services

The Translation Network includes more than 5,000 in-country, rigorously verified linguists and professional localization project managers. We offer a number of services including translation and localization for websites, software and desktop files, dubbing and subtitling, desktop publishing, localization engineering and more.

http://www.lingotek.com/language_services

Qualification Questions

1. How does translation factor into your role today?
2. Is your organization still sending content offline to be translated?
3. Does the company have an active translation project underway, or are you considering one in the near future?
4. Has the company looked into some of the leading cloud-based agile translation solutions like Lingotek to analyze fit or improvement opportunities?
5. Would it make sense to broker a short, low-key discovery session between you and Lingotek to explore whether or not they could be a good fit?
6. Who would need to be a part of that first discussion?

About Lingotek

Headquarters: Lehi, Utah, USA

U.S. Offices: West and East coasts and Midwest of the United States

International Offices: London and Amsterdam



Contact Us: **Kent Bridges**, VP of Business Development
kbridges@lingotek.com
Mobile: +1 (408) 313-4323
Work: +1 (385) 336-7467

Suzie Guerrero, Channel Manager
sguerrero@lingotek.com
Mobile: +1 (408) 499-9727
Work: +1 (408) 352-5398