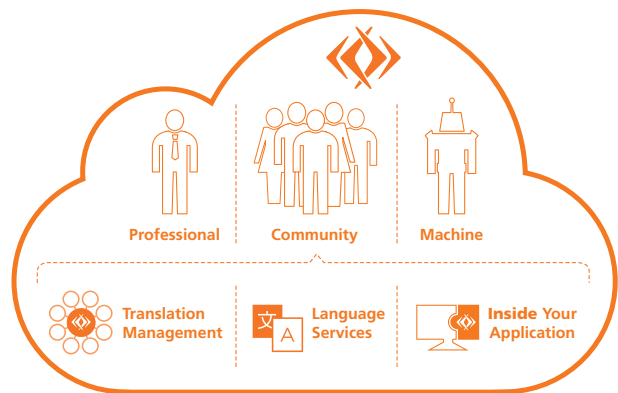




# Lingotek Partner Sheet

## 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.



### When to Call / Partner with Lingotek

- Do you have existing customers that have translation needs?
- Do you service clients with global presence?
- Do you want to expand your service offerings?
- Do your clients have a multilingual content management system?

### Lingotek Value Proposition

- Time and Cost Savings
- **Save up to 55%** in project turnaround time by automating your multilingual content management.
- Lingotek customers **reduce translation spend by more than 30%** in the first year of deployment



### Competitive Advantage

- **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 ICR:** 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 service:** 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.

## Benefits of Working with Lingotek

- Partners receive software referral fee on the first year's SaaS license
- Lingotek does most of the selling
- Agency is able to fulfill client's needs for translation
- We have account registration
- Training and support provided by Lingotek for both partner and the customer



More Information Please Visit  
[www.lingotek.com/partners](http://www.lingotek.com/partners)

## 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](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](http://www.lingotek.com/language_services)

## Qualification Questions

1. How does translation factor into your role today?
2. Does the company have an active translation project underway, or are you considering one in the near future?
3. Has the company looked into some of the leading cloud-based agile translation solutions like Lingotek to analyze fit or improvement opportunities?
4. 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?
5. 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



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