


CLOUD-BASED TRANSLATION MANAGEMENT SYSTEMS FOR START-UP LSPS & FREELANCER GROUPS

Why This Topic

One of my own stories: 20,000 words in 5 days!

TMS


$$\text{CAT} + \begin{array}{l} \text{Project Mgmt} \\ \text{Workflow Mgmt} \\ \text{Resource Mgmt} \\ \text{Client Mgmt} \\ \text{[Financial Mgmt]} \\ \dots \end{array} = \text{TMS}$$

CAT

SDL Trados Studio - Adv_Translation_Week_10

File Edit View Translation Format Project Tools Help

Open Document... New Project... Open Package... Open Server Project...

Editor

decline_of_work_and_ipas

- Table Row
- Table Row
- Table Row
- Table Row
- Table Row
- Table Row
- Table Row
- Table Row
- Table Row
- Table Row
- Table Row
- Table Cell

For_Myself - Translation Results

Project Settings...

Legal: iPass and its suppliers exercise no control whatsoever over the content of the information passing through their systems, and access to the Internet is provided solely on an "as is" basis.

Legal: iPass and its suppliers exercise no control whatsoever over the content of the information passing through

100% iPass及其供应商对通过其系统的信息内容不行使任何控制，互联网接入只基于“互联网本身状态”而提供。

For_Myself 4/7/2013 9:40:43 AM Shaobo-PC\Shaobo

Term Recognition

No open tembase.

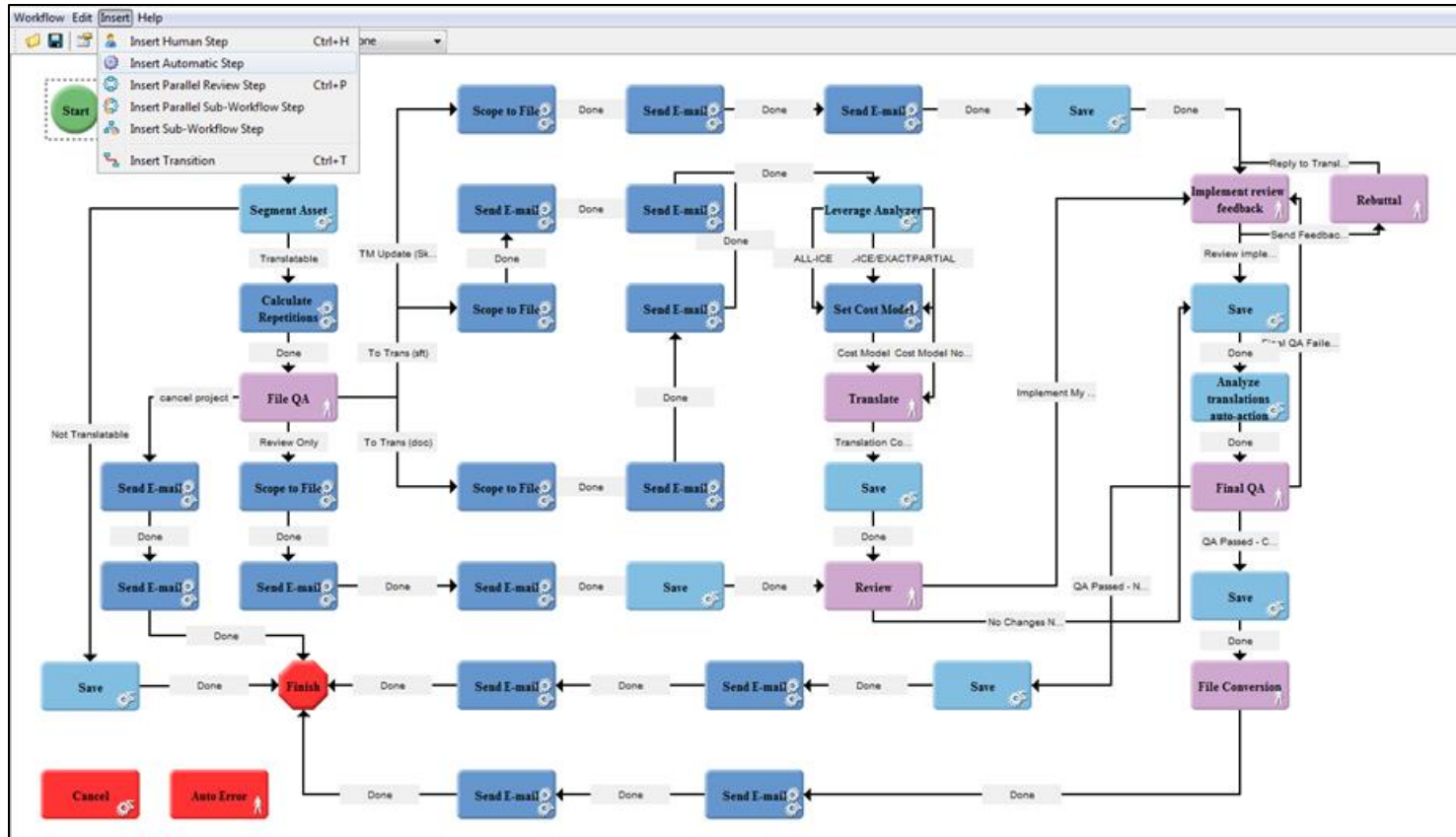
Term Recognition Termbase Search

decline_of_work_and_ipass.docx.sdlxliff [Translation]

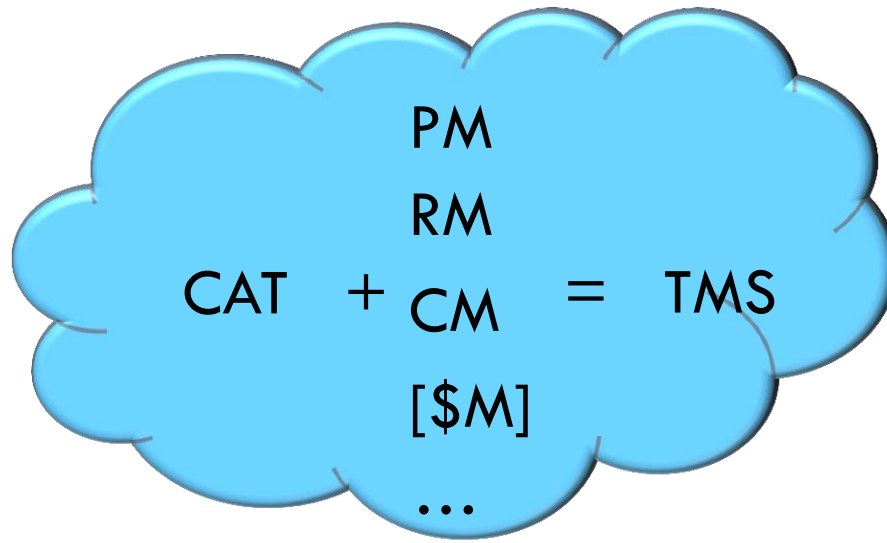
31	In November 1997, ZTE listed on the Shenzhen Stock Exchange, and in December 2004, ZTE listed on the Hong Kong Stock Exchange.			
32	ZTE made its initial investment in the United States when it opened its U.S. headquarters in Richardson, Texas.			
33	The company has since established regional offices in California, Colorado, Georgia, Illinois, Kansas, New Jersey, North Carolina, Virginia, and Washington.			
34	3.	96%	3	TC+
35	Legal: iPass and its suppliers exercise no control whatsoever over the content of the information passing through their systems, and access to the Internet is provided solely on an "as is" basis.		iPass及其供应商对通过其系统的信息内容不行使任何控制，互联网接入只基于“互联网本身状态”而提供。	
36	You agree to be bound by the usage policies of iPass's suppliers.		你同意遵守iPass供应商的使用政策。	
37	Neither Carrier nor its suppliers warrant, nor do they assume responsibility for, any consequences suffered by any person as a result of Internet access including, without limitation, those suffered as a result of accessing Internet information and content, such as the possibility of contracting computer viruses, accessing information with offensive, inaccurate or inappropriate content, etc.		承运商和提供商都不对任何人因接入互联网而导致的后果提供质保，也不认为对这些后果应该承担责任，这些后果包括，不限于，由于接入互联网信息和内容导致的结果，例如可能感染计算机病毒、接入有侵犯性、不准确或不合适内容的信息等。	
38	Neither Carrier nor its suppliers shall be responsible for any damages suffered by any person as a result of obtaining Internet access.		承运商或提供商都将不对由任何人因获得互联网接入而导致的损害负责。	TC+

INS 29.86% 0.18% 69.96% Chars: 50 ZH

TMS



Cloud Based TMS (CBTMS)



CBTMS

- Subscription based
- No installation or maintenance
 - ▣ Minimum software and hardware configuration
- OS independent
- Access everywhere
- Easy to collaborate
- All in one place

CBTMS: All in one place



CBTMSs Evaluated



Since 2010



Since 2002



Since 2008

What does a CBTMS look like?

MemSource Web Editor (beta) Edit Tools Format Document Help

Filter source text Filter target text Filter

Segment	Source Text	Target Text	Status	Quality
6	In May I was in St Petersburg for SportAccord, an annual meeting of sports stakeholders from around the world.	5月我在圣彼得堡为 SportAccord, 体育利益攸关者来自世界各地的年度会议。	✓	MT
7	Even in my short time there it was clear that Russia and its National Federation, to whom I presented an Olympic memorial picture in recognition of its 90th anniversary, retain a deep passion for our sport.	甚至在那里我短时间内很清楚俄罗斯和它的国家联盟, 向其介绍了其 90 周年, 表彰奥运纪念图片保留深为我们的运动激情。	✓	MT
8	We look forward to the Moscow Beach Volleyball Grand Slam reflecting this passion in August.	我们期待到莫斯科沙滩排球大满贯 8 月反映这种激情。	✓	MT
9	I was fortunate to meet Russia's President Mr Vladimir Putin, a fellow sports enthusiast.	我很幸运地满足俄罗斯的总统先生弗拉基米尔·普京, 一个同胞体育爱好者。	✓	MT
10	He and the Russia Olympic Committee President, Alexander Zhukov welcomed my plans for Russia to become the base to help spread our sport around Eastern Europe.	他和俄罗斯奥林匹克委员会主席, 亚历山大 Zhukov 欢迎我的计划, 俄罗斯成为基地帮助传播我们周围东欧的运动。	✓	MT
11	Beach Volleyball 2013 Calendar:	沙滩排球 2013年日历:	✓	MT
12	Shanghai Grand Slam	上海大满贯	✓	MT
13	April 30 - May 5	4月30日-5月5日	✓	MT
14	China	中国	✓	MT
15	Shanghai	上海	✓	MT
16	Corrientes Grand Slam	科连特斯大满贯	✓	MT
17	May 22-26	5月22-26	✓	MT
18	Argentina	阿根廷	✓	MT
19	Corrientes	科连特斯	✓	MT

Segments: 24/24 Words: 193/193 Chars: 984/984 File: Test Word.docx

CAT Search QA Changes

CAT @ Memsorce

What does a CBTMS look like?

The screenshot displays the XTM Project Manager interface. The browser address bar shows the URL <https://www.xtm-cloud.com/project-manager-gui/projects-pages.action>. The user is logged in as 'wordbee'. The main navigation bar includes 'Projects', 'Customers', 'Users', 'Configuration', and 'Xchange'. Below this, there are buttons for 'Create Project', 'Projects', and 'Templates'. The 'Project Editor - Test Word File' window is open, showing a sidebar with 'General info', 'Metrics', 'Statistics', 'Workflow', 'Files', and 'Estimates'. The main content area has tabs for 'Workflow / Due dates', 'Publish in XTM Xchange', and 'Show due dates' (checked). Under 'Workflow details', the target language is set to 'Chinese (Simplified)'. A 'Workflow Management' window is open, showing a table with columns for 'File', 'Translate 1', and 'Review 1'. The file 'Test_Word.docx' is listed with a duration of 24 minutes. The 'Translate 1' step is assigned to 'Doe John' with a due date of '22-Oct-2013 00:00'. The 'Review 1' step is assigned to 'Doe Jane' with a due date of '26-Oct-2013 00:00'. 'Save' and 'Cancel' buttons are at the bottom.

File	Translate 1	Review 1
Test_Word.docx		
1 - 24	Doe John	Doe Jane
Due dates	22-Oct-2013 00:00	26-Oct-2013 00:00

Project Mgmt @ XTM

What does a CBTMS look like?

The screenshot displays the Wordbee CBTMS interface. The browser address bar shows a URL with a long alphanumeric string. The page header includes the Wordbee logo and navigation links: Home, Orders, Projects, Jobs, Clients, Suppliers (highlighted with a purple box), Resources, My company, and Settings. Below the header, a sub-menu is visible with tabs for Supplier, Prices (highlighted with a purple box), Domains, People & Logins, Documents, and Statistics. The main content area is titled "John Doe - Standard pricelist" and contains the following information:

- Currency: US Dollar (USD)
- Round totals (in invoices): 2 decimals (0.00)
- Discounts on fuzzy matches:
 - 110% (perfect) match = 100% discount
 - 110% = perfect matches
 - 99% match = 75% discount
 - 90% match = 50% discount
- Discount on pre-translations: Same as for fuzzy matches
- Minimum charge: 50.00 USD

Below the pricing information, there are buttons for "Export Excel" and "Change amounts", and a search bar labeled "My searches Search". At the bottom, a table lists the pricing details:

Source language	Target language	Task	Price	Capacity	Code	Comments
English (United States)	Chinese (Simplified)	Translation	USD 0.15 per Word	2,000/d + 12h		★★★★★

Resource Mgmt @ Wordbee

Start-Up LSPs & Freelancer Groups

What about the remaining 25,432 LSPs in our directory? Most of them contribute much smaller amounts, but their revenue accounts for the majority of the market. On average, each of these companies earns less than US\$1 million annually.

- The Language Services Market: 2012, Common Sense Advisory

Start-Up LSPs & Freelancer Groups

Revenue < 1M/yr

= up to 5M words/yr

= up to 20K words/day

= up to 10 users/day



LSP



Freelancer Group

Evaluation

CAT

Project management

Resource and client management

User friendliness and support

Pricing

Evaluation

Project Management	How to Test	Maximum Score	Score for This System	Normalization
File analysis	Check if a TM breakdown can be obtained	1		
Creating client-specific TM and TB	Create client-specific TM and TB	1		
Creating workflow	Create a T->R workflow	1		
Managing timeline	Create timelines	1		
Showing project progress	Check if there is a progress percentage or bar	1		
Assigning projects	Assign a translator and a reviewer	1		
Automatic reminders to resources	Check if a linguist is informed automatically when a job is ready	1		
Automatic project flow	Check if a project can be pushed to next step automatically	1		
Accounting	Can you create POs, quotes and invoices?	0.5		
Total		8.5		

Evaluation

Project Management	How to Test	Maximum Score	Score for This System	Normalization
File analysis	Check if a TM breakdown can be obtained	1	1	100%
Creating client-specific TM and TB	Create client-specific TM and TB	1	1	100%
Creating workflow	Create a T->R workflow	1	1	100%
Managing timeline	Create timelines	1	0.75	75%
Showing project progress	Check if there is a progress percentage or bar	1	1	100%
Assigning projects	Assign a translator and a reviewer	1	1	100%
Automatic reminders to resources	Check if a linguist is informed automatically when a job is ready	1	0	0%
Automatic project flow	Check if a project can be pushed to next step automatically	1	1	100%
Accounting	Can you create POs, quotes and invoices?	0.5	0	0%
Total		8.5	6.75	79%

Evaluation



Project Management	How to Test	Maximum Score	Score for This System	Normalization
File analysis	Check if a TM breakdown can be obtained	1	1	100%
Creating client-specific TM and TB	Create client-specific TM and TB	1	1	100%
Creating workflow	Create a T->R workflow	1	1	100%
Managing timeline	Create timelines	1	0.75	75%
Showing project progress	Check if there is a progress percentage or bar	1	1	100%
Assigning projects	Assign a translator and a reviewer	1	1	100%
Automatic reminders to resources	Check if a linguist is informed automatically when a job is ready	1	0	0%
Automatic project flow	Check if a project can be pushed to next step automatically	1	1	100%
Accounting	Can you create POs, quotes and invoices?	0.5	0	0%
Total		8.5	6.75	79%

Evaluation

0%

>20%

>40%

>60%

>80%

Project Management	How to Test	Maximum Score	Score for This System	Normalization
File analysis	Check if a TM breakdown can be obtained	1	1	
Creating client-specific TM and TB	Create client-specific TM and TB	1	1	
Creating workflow	Create a T->R workflow	1	1	
Managing timeline	Create timelines	1	0.75	
Showing project progress	Check if there is a progress percentage or bar	1	1	
Assigning projects	Assign a translator and a reviewer	1	1	
Automatic reminders to resources	Check if a linguist is informed automatically when a job is ready	1	0	
Automatic project flow	Check if a project can be pushed to next step automatically	1	1	
Accounting	Can you create POs, quotes and invoices?	0.5	0	
Total		8.5	6.75	

Heat Map



GRAND SLAM SINGLES RESULTS				
Year	Australian Open	Roland Garros	Wimbledon	US Open
2005	1ST	2ND	3RD	3RD
2006	1ST	QF	4TH	3RD
2007	4TH	SF	SF	RUP
2008	WON	SF	2ND	SF
2009	QF	3RD	QF	SF
2010	QF	QF	SF	RUP
2011	WON	SF	WON	WON
2012	WON	RUP	SF	RUP
2013	WON	SF	RUP	RUP

Heat Map

GRAND SLAM SINGLES RESULTS				
Year	Australian Open	Roland Garros	Wimbledon	US Open
2005	3RD	2ND	4TH	3RD
2006	3RD	QF	4TH	3RD
2007	4TH	SF	SF	SF
2008	WON	SF	2ND	SF
2009	QF	3RD	QF	SF
2010	QF	QF	SF	SF
2011	WON	SF	WON	WON
2012	WON	SF	SF	SF
2013	WON	SF	SF	SF

WON = Champion

RUP = Runner-up

SF = Semi-finalist

QF = Quarter-finalist

4TH = Lost in fourth round

3RD = Lost in third round

2ND = Lost in second round

1ST = Lost in first round

Heat Map

GRAND SLAM SINGLES RESULTS				
Year	Australian Open	Roland Garros	Wimbledon	US Open
2005	Dark Red	Red	Orange	Orange
2006	Dark Red	Light Green	Orange	Orange
2007	Orange	Bright Green	Bright Green	Bright Green
2008	Dark Green	Bright Green	Red	Bright Green
2009	Light Green	Red	Light Green	Bright Green
2010	Light Green	Light Green	Bright Green	Bright Green
2011	Dark Green	Bright Green	Dark Green	Dark Green
2012	Dark Green	Bright Green	Bright Green	Bright Green
2013	Dark Green	Bright Green	Bright Green	Bright Green



GRAND SLAM SINGLES RESULTS				
Year	Australian Open	Roland Garros	Wimbledon	US Open
2005	Light Blue	Red	Dark Red	Orange
2006	Red	Dark Red	Orange	Orange
2007	Orange	Red	Dark Red	Orange
2008	Red	Orange	Orange	Orange
2009	Orange	Orange	Orange	Dark Red
2010	Orange	Orange	Dark Red	Light Green
2011	Light Green	Orange	Red	Red
2012	Orange	Orange	Dark Red	Orange
2013	Orange	Light Green	Dark Red	Bright Green



Evaluation

CAT	How to Test	Memsource	XTM	Wordbee
1. Parsing Word files	Use a Word file with a table and an image	█	█	█
2. Parsing HTML files	Use a static HTML file	█	█	█
3. Importing and exporting TM	Import and export a TMX file	█	█	█
4. TM leverage	Use a updated Word file	█	█	█
5. Machine translation	Try machine translation	█	█	█
6. Concordance search	Try concordance search	█	█	█
7. Terminology management	Import an Excel glossary; add a term from CAT editor	█	█	█
8. User friendliness of the editor	Translate in the editor	█	█	█
9. Quality assurance	Check if uncompleted segments and wrong terms can be caught	█	█	█
10. Handling RTL languages	Use an Arabic Word file	█	█	█
11. Cross platform compatibility	Run on both PC and Mac	█	█	█
Total		█	█	█



Evaluation

Project Management	How to Test	Memsource	XTM	Wordbee
1. File analysis	Check if a TM breakdown can be obtained	Green	Green	Green
2. Creating client-specific TM and TB	Create client-specific TM and TB	Green	Green	Green
3. Creating workflow	Create a T->R workflow	Green	Green	Green
4. Managing timeline	Create timelines	Green	Green	Green
5. Showing project progress	Check if there is a progress percentage or bar	Green	Green	Green
6. Assigning projects	Assign translator and reviewer	Green	Green	Green
7. Automatic reminders to resources	Check if a linguist is informed automatically when a job is ready	Green	Green	Green
8. Automatic project flow	Check if a project can be pushed to next step automatically	Green	Green	Green
9. Accounting	Can you create POs, quotes and invoices?	Red	Red	Green
10. Integration with other systems	Do they have APIs?	Green	Green	Green
Total				



APIs

MemSource Server/Cloud offers a set of API calls that allow to:

- Integrate MemSource and any third party software (translation management tool, CMS, etc.)
- Implement a translation editor. Actually, all MemSource editors are built on top of public APIs.
- Create a brand new tool or service which uses MemSource in its backend.

XTM International XTM Open APIs

XTM Open APIs

XTM was designed from the outset with a modular open architecture. The fully documented APIs and WebServices allow the XTM modules to be integrated within both Java and .Net based systems.



Integrate

Any third-party application can be integrated via our open API!

Evaluation

Resource And Client Management	How to Test	Memsource	XTM	Wordbee
1. Creating resource	Can you add basic information, such as name, language pair, email, role, specialty domain?	Green	Green	Green
2. Creating clients	Can you add basic information, such as client name, contact person?	Green	Green	Green
3. Adding additional resource information	Can you add rates, qualification, etc?	Grey	Green	Green
4. Adding additional client information	Can you add rates? Can you generate estimates?	Grey	Green	Green
5. Integration with other systems	Do they have APIs?	Green	Green	Green
Total		Grey	Green	Green


N/A
0%
>20%
>40%
>60%
>80%

Evaluation

User Friendliness And Support	How to Test	Memsource	XTM	Wordbee
1. Learning curve of using the system	Is it intuitive enough to learn by playing with it?			
2. Support reply with 1 day	Find a question and send a support email			
3. Online help documents	Can you find answers when you are stuck?			
4. Video tutorials	Are there any video demos?			
5. 1-to-1 onboarding/webinars	Is it available?			
6. Downtime	How often is the maintenance?			
Total				



Pricing




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GET A DEMONSTRATION	Freelance		Freelance Entrepreneur		Premium Pack	LSP Enterprise
Price	€250 (\$323) <small>1 year</small>	€138 (\$178) <small>6 months</small>	€350 (\$452) <small>1 year</small>	€192 (\$248) <small>6 months</small>	€2800 (\$3610) <small>1 year</small>	Contact us
	Buy now!		Buy now!		Buy now!	Show me!
	ONE LICENSE		ONE LICENSE		CONCURRENT* LICENSE	CONCURRENT* LICENSE
Licensing	1		1+		5	UNLIMITED
Cloud translation memory and terminology management	●		●		●	●
Automatic/Machine translation <small>- Machine translation including Google **, Reverso** and Bing** - Works with all supported document formats</small>	●		●		●	●
Customer Management	●		●		●	●
Schedule, Work, and Calendar Management	●		●		●	●


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VistaTEC

Evaluation

Pricing	How to Test	Memsource	XTM	Wordbee
1. Cost over revenue	Divide annual tool cost by estimated revenue, e.g., $\$7,220/\$1M = 0.7\%$			
2. Cost per license	Divide monthly premium by number of licenses, e.g., $\$7,220/10 \text{ licenses} = \$60/\text{license}/\text{month}$			
3. Cost per word translated	$\$7,220 / 5 \text{ million words} = 0.14 \text{ cent} / \text{word}$			
Total				

0%
>20%
>40%
>60%
>80%

Summary

	Memsource	XTM	Wordbee
CAT			
PM			
RM & CM			
UX & support			
Price			



Caveats of This Evaluation

- Features tested and scores given were subjective
 - ▣ Please make your own test-feature list and see which system suits your needs best
- Evaluation was done from *May – Aug, 2013*
 - ▣ These systems have updates weekly/monthly
 - ▣ Please join their webinars for latest features

Thank you!



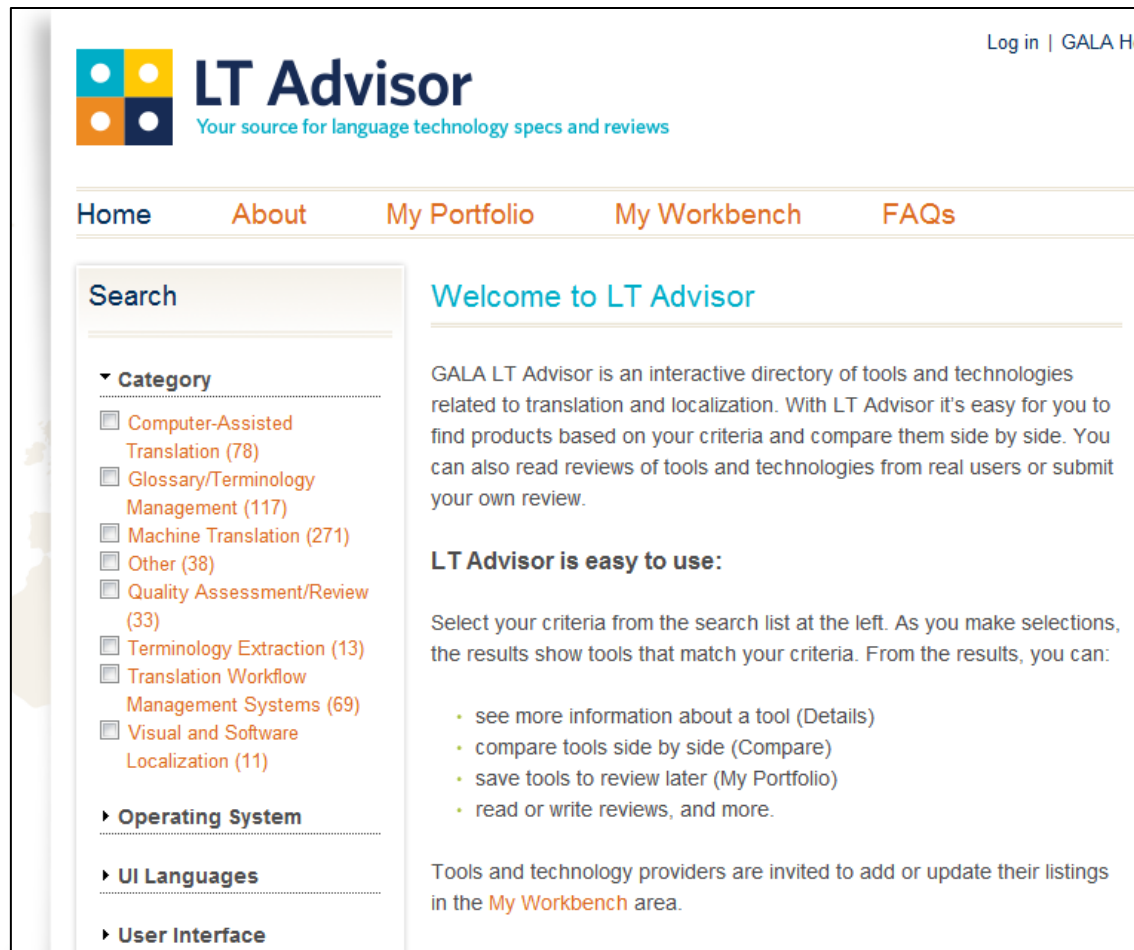
Thank you!



References

- Memsorce: <http://www.memsorce.com/>
- XTM International: <http://www.xtm-intl.com/>
- Wordbee: <http://www.wordbee.com/>
- [Cloud computing, SaaS and translation tools, Andrzej Zydron, MultiLingual, Jan/Feb 2012](#)
- [The silent revolution: Cloud-based translation management systems, Uwe Muegge, tcworld, Jul 2012](#)
- [Is Private Cloud the Answer for Large LSPs, David Canek, Expert Presentation, GALA, March 2013](#)

References



The screenshot shows the LT Advisor website. At the top right, there is a "Log in | GALA Ho" link. The main header features the "LT Advisor" logo, which consists of four colored squares (blue, yellow, orange, dark blue) arranged in a 2x2 grid, followed by the text "LT Advisor" and the tagline "Your source for language technology specs and reviews". Below the header is a navigation menu with links for "Home", "About", "My Portfolio", "My Workbench", and "FAQs".

On the left side, there is a "Search" section with a search bar and a list of categories. The "Category" section is expanded, showing a list of categories with checkboxes and counts:

- Computer-Assisted Translation (78)
- Glossary/Terminology Management (117)
- Machine Translation (271)
- Other (38)
- Quality Assessment/Review (33)
- Terminology Extraction (13)
- Translation Workflow Management Systems (69)
- Visual and Software Localization (11)

Below the categories, there are sections for "Operating System", "UI Languages", and "User Interface", each with a right-pointing arrow.

The main content area is titled "Welcome to LT Advisor". It contains the following text:

GALA LT Advisor is an interactive directory of tools and technologies related to translation and localization. With LT Advisor it's easy for you to find products based on your criteria and compare them side by side. You can also read reviews of tools and technologies from real users or submit your own review.

LT Advisor is easy to use:

Select your criteria from the search list at the left. As you make selections, the results show tools that match your criteria. From the results, you can:

- see more information about a tool (Details)
- compare tools side by side (Compare)
- save tools to review later (My Portfolio)
- read or write reviews, and more.

Tools and technology providers are invited to add or update their listings in the [My Workbench](#) area.