

A close-up of a microchip with the text "T10PAL10K4-10MJD" visible on its surface.

translation into 42 languages

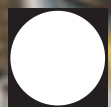
desktop publishing/typesetting

multi-media presentations

multi-lingual web sites

software localization

digital pre-press

A background collage of technical drawings, including a yellow mechanical part on the left and a blue and yellow mechanical assembly on the right.

technical translation services, Ltd.

PUBLICATION PROCESS/TRANSLATION

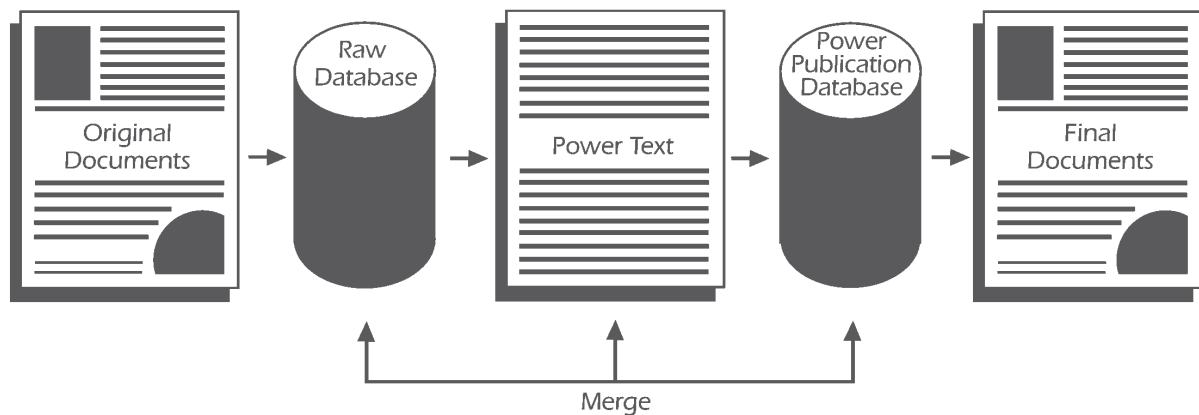
Your original documents or files are most likely generated in an electronic format such as:

- QuarkXPress
- Indesign
- HTML/SGML
- Microsoft Word
- Interleaf
- FrameMaker

We can read or create a reference database in any of the above formats:

- in 42 languages
- on time
- within budget
- in multi-media presentations

The image map below shows our information path from your original documents to pre-press operations.



Original Documents - We can capture the original formatting with graphics and custom colors using any of the above software programs for:

- a faster turnaround
- substantial savings
- greater accuracy and compatibility with your printer

Raw Database - If a previous database exists, the new document will be compared with the existing database to identify:

- common copy
- new copy

The goal is to translate only the new copy and maintain consistency and continuity within the translation.

This is particularly important for publications that are revised periodically, such as service manuals, operator's manuals and specification sheets. The database and its **attendant glossary** will allow remote translators to access the data to:

- maintain consistency throughout similar or recurring projects
- allow several translators to work simultaneously on projects with tight deadlines

If not already in our database, previous translations done by the client should be provided to extract specific terminology. We offer a total mass storage capacity of 1.5 terabytes to accommodate documents with high-resolution graphics and special effects.

Power Text - This is the most crucial phase in the quality-control process since the target language will be composed.

The original file or document will be converted into an RTF or MS Word file. We will then select the appropriate members of our worldwide team of **280+ professional technical translators and engineers** to match their level of competence/training with the scope of the work and target language.

The same document can be accessed by multiple translators. The maintenance of a growing database of freely accessible translations ensures continuity.

In the Power Text phase, the translator is never burdened with the need to use a software program he or she is unfamiliar with. The translator is allowed to concentrate completely on the technical terminology involved.

In most cases, the translator is experienced in your field and will deal with your engineers on an equal level. If necessary, there will be considerable interaction to clarify fine technical points.

Power Publication Database - The original documents will then be merged with the Power Text to generate the Power Publication Database.

Your final document will be generated using the format provided with the original documents. This is a relatively straightforward process with languages that are based on the same alphabet as English. It is more challenging to deal with languages that are based on other alphabets, such as Japanese, Chinese, Vietnamese or Russian, as incompatibilities exist. Each project will be assessed on a language-by-language basis. In any case, TIFF, EPS or Path files can generate graphic files readily downloadable with your electronic documentation. We support all popular graphic formats in order to allow you maximum output flexibility.

Our typesetters are knowledgeable in the peculiarities of typesetting into foreign languages.

Unlike the services provided by a lone translator, **an independent editor will add an important layer of proofreading and quality control.**

Final Documentation/PDF Format - Our familiarity with all facets of digital prepress and foreign-language typesetting allows us to support most formats preferred by printers. This helps minimize or eliminate the differences in printing between languages. Should you wish to bypass printing, we also support Adobe's portable document format (PDF) in most languages. PDF is becoming the cross-platform standard for electronic distribution; it allows you or your distributor in any part of the world to print your documents immediately, in any language, with freely downloadable software. PDF allows you to distribute your document on-line anywhere worldwide without dedicated hardware or software. The time and money saved through the elimination of printing, copying, faxing and shipping overseas can be enormous.

RESOURCES

Finding a general foreign-language translator is quite easy. Finding a **technical translator** who has **professional training** in both the source and target languages and who is up to date with the latest technological advances is a daunting task.

Through our network of **280+ professional technical translators and engineers**, we will fulfill your needs with proper expertise. Our translators are native in their target language. Through a rigid and selective screening of potential translators with testing and peer review, we maintain a worldwide network of outside resources. Only professional technical translators with complete reference libraries, augmented by unlimited access to trade publications, work on your projects. Their activities are coordinated from our headquarters, where all design and pre-press facilities are concentrated. Our centralized network eliminates the need for time-consuming, back-and-forth review processes.

Our high translation volume results in greater technical expertise and specialization. In most cases, we have had direct experience with the specific product you are marketing; frequently, we provide translation for several competitors within an industry. With obvious regard for confidentiality, we will apply our acquired knowledge to provide you with a superior translation that is both time- and industry-sensitive.

CASE STUDY: EUCLID-HITACHI

Since its inception in 1978, **technical translation services** has been privileged to be the translation company of choice for Euclid, a manufacturer of rigid and articulated haulers. This company has been controlled throughout the past thirty years by various parent corporations, including General Motors, White, Daimler, Volvo-Michigan and Hitachi. We have provided translation and desktop publishing of their operator's and service manuals and advertising brochures into many languages, including French, German, Spanish, Serbian, Croatian, Russian, Arabic, Swedish and Portuguese.

Through our strong relationship with this company and relevant experience with similar clients, we have developed valuable knowledge and expertise not only in the technical aspects of major construction equipment, but also in the components used in motorized wheel drive systems and hydraulic, air and electrical systems.

We are proud of the hard work and strong quality-control measures that have been required for us to repeatedly achieve high marks for our translation services. These high marks have been quantified over the years through Euclid-Hitachi's Client Evaluation Survey, which is sent to distributors worldwide. They have direct relevant experience with the translated documentation we provide.

Additionally, as **technical translation services** utilizes many of the advances in cutting-edge technology, we have been able to develop solutions for Euclid-Hitachi which have resulted in substantial long-term savings for their technical documentation department. Please visit our web site at www.techtranslation.com, where you can find a thorough description of these options and how they are implemented.

LANGUAGE CAPABILITIES

Arabic	French	Malay
Armenian	German	Norwegian
Bulgarian	Greek	Polish
Cambodian	Hebrew	Portuguese
Croatian	Hindi	Romanian
Chinese	Hungarian	Russian
Creole	Icelandic	Serbian
Czech	Indonesian	Spanish
Danish	Italian	Swedish
Dutch	Japanese	Tagalog
English	Korean	Thai
Estonian	Lao	Turkish
Farsi	Latvian	Ukrainian
Finnish	Lithuanian	Vietnamese

Additional languages are available. Please let us know of your needs.

Workstations

- 22 Workstations -
Powermac G5, 850 Mhz
Pentium 4, 3.2 Ghz

Scanners

- 3 Microtek 6400XL large format
- Mirror Technologies 1200 Plus scanner
- Epson ActionScanner

Storage/Backup

- Mitsubishi CD-R 4012 Supporting all
Yellow and Orange book CD
standards.
- DVD+R
- Central backup server

Proof Printers

- 6 laser proofers- GCC Elite up to
1200dpi
- 3 double-byte laser printers- NewGen
TurboPS 660B
- 2 Epson Stylus 3000 large format 4
color inkjet @ 1420dpi

Network/Connectivity

- Direct T1 Line
- Dedicated Linux server
- E-Mail at all workstations
- FTP Site
- Gigabit internal ethernet network
- Appletalk/Apple Remote Access

Main Multi-Lingual Desktop Publishing Software

- InDesign 2, CS, CS2
- QuarkXPress through v. 6.5
- Illustrator through CS2
- Photoshop through CS2
- Pagemaker through v. 7
- AutoCAD 2005
- Interleaf through v. 6
- Framemaker 6, 7
- MS Office through 2005
- FreeHand 10
- Corel Draw 10
- Hurricane AutoCAD
- Adobe Acrobat Professional v. 7

Japanese Localized Software

- QuarkXPress 6J
- Pagemaker 7.0J
- EG Word
- Illustrator 10.0J
- Freehand 9.0A

Chinese Localized Software

- QuarkXPress 6.0C
- Pagemaker 7C
- JET
- Illustrator 10.0C
- Freehand 9.1A

Fonts/Font Editing

- Wide selection of standard Adobe
Postscript fonts
- Selection of Chinese fonts by Adobe,
Monotype and Apple
- Selection of Japanese Fonts by Adobe,
Fontworks, Morisawa and Apple
- Korean fonts by HanMac and Apple
- Cyrillic fonts by Adobe and Apple
- Custom Fonts in 22 Languages
and 10 styles
- Macromedia Fontographer

SOFTWARE LOCALIZATION

In our global community, software that is generated in the English language is increasingly being adapted to operate in a foreign language environment.

This requires not only the services of a translator, but also of a translation-savvy programmer, who can work hand in hand with your team of programmers.

Due to our specialized training in both foreign language translation and programming, **technical translation services** offers a team of experts to assist in software localization. Whether German or French, Chinese or Arabic, all help files, messages and source codes will be properly implemented, tested and edited.

PARTNERSHIP

We have been in the business of providing high quality translation and typesetting services in long-term business relationships for twenty years. Our goal is to develop long-term partnerships with all of our clients and continue to help them succeed in the global community.

You, as the customer, will benefit significantly from this arrangement due to:

- **Faster project turnaround**
- **Greater translation accuracy**, since we dedicate a translation development team **exclusively** to your projects.
- **Complete compatibility** between your publication department and our production facilities.
- **A single-source supplier** who eliminates several steps in the translation and desktop publishing/typesetting publication process. The **technical translation services** staff is responsible for all phases of the publication process and quality control, and we will deliver **on time** a camera-ready project with all pre-press electronic formatting that is completely compatible with your printer's requirements. This frees your personnel to spend time on more important activities directly related to the success of your business.
- **Preferential customer pricing**

We welcome the opportunity to meet with your IT (Information Technology) experts and your decision-makers to discuss how to streamline your documentation to accommodate foreign languages. In many cases, **we are able to suggest alternatives to lower your costs.**

Your long-term commitment will result in preferential pricing and increased quality and consistency in translation.

These are the components of a true business partnership.



technical translation services, ltd.

cleveland (headquarters)

box 68
willoughby, oh 44096
37841 euclid avenue
cleveland, oh 44094
phone: 440.942.3130
fax: 440.951.6197
tts@techtranslation.com

atlanta

793 virginia circle NE
atlanta, ga 30306
phone: 404.876.0665
fax: 404.876.0412
atlanta@techtranslation.com

dallas

box 1063
addison, tx 75001
2705 belmeade dr.
carrollton, tx 75006
phone: 972.418.7912
fax: 972.416.4352
dallas@techtranslation.com

www.techtranslation.com