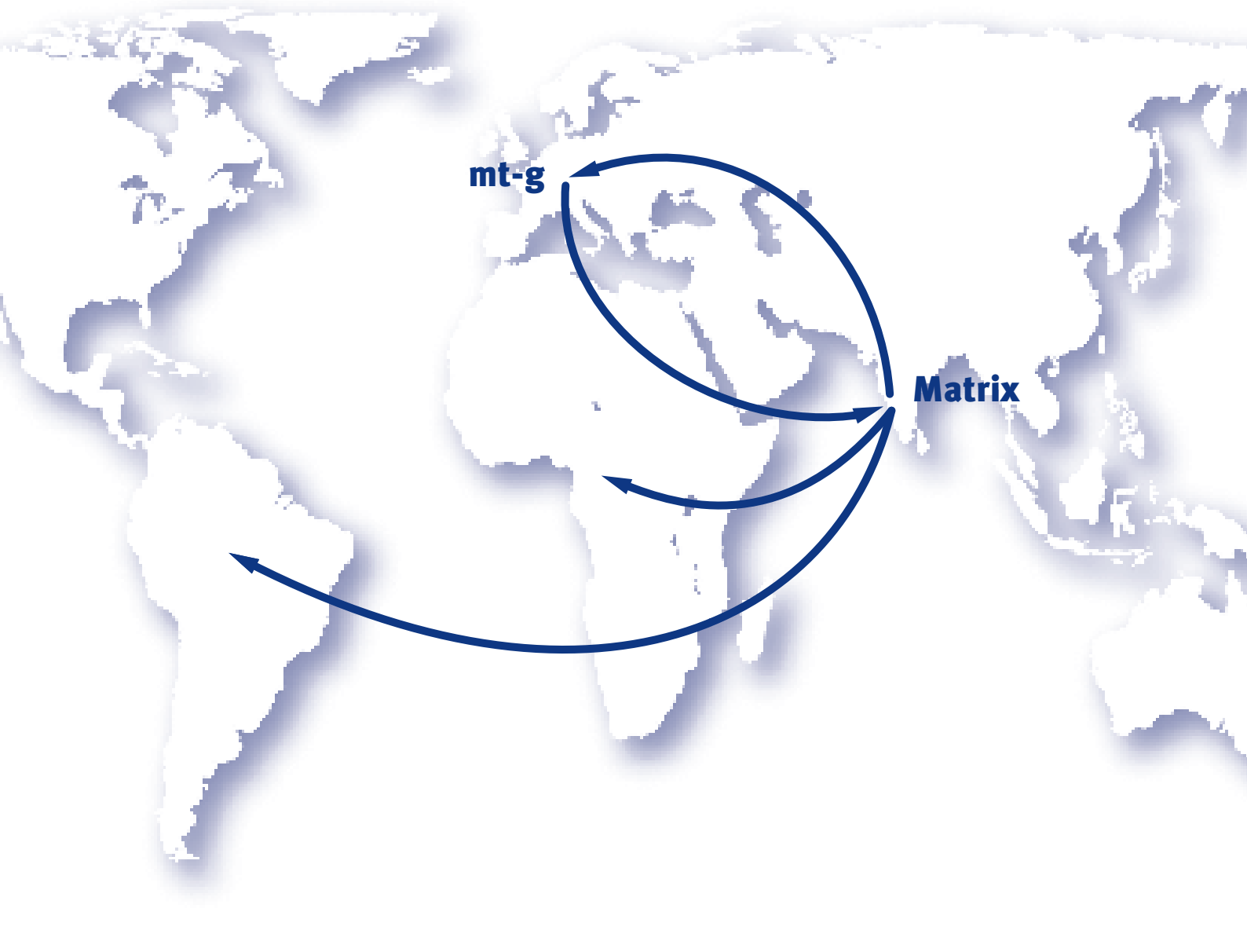


Package Insert

www.mt-g.com

Translation services and global information management for medical science



Across Language Server:
Consistency is Imperative

Page 3

Complex Matrix:
Quality at the Local Level is Critical

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Our Team is Complete:
The Perfect Mix

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the medical information company

mt-g is the leading provider of translation services and global information management dedicated exclusively to medical science.

Our main areas of expertise

- ▶ Medical Technology and Diagnostics
- ▶ Regulatory Affairs and Pharmaceuticals
- ▶ Clinical Studies
- ▶ Dental Medicine

Service portfolio

- ▶ Translation services
- ▶ Information production
- ▶ Global information management
- ▶ XML documentation applications



Reg. Nr. 280091 QM



Reg. Nr. 280091 QM

mt-g was the first European medical translation services company to achieve DIN ISO 9001:2008 accreditation.

Decisions



Andreas and Gerlinde Bendig

We have reached two important decisions regarding corporate development: we are implementing new language technology and investing in new office space. The Across Language Server is already available and offers our clients an additional technological service for even higher levels of quality and efficiency. Ask your project manager how this new technology can work for you.

Work has begun on **mt-g's** new office building located in the immediate vicinity of the University Hospital in Ulm. We want to create an ideal place for our employees to work in and meet with our clients; a high-performance space that also provides a healthy, sustainable work environment and an atmosphere that encourages self-organization and creativity. These undertakings were necessary for the continued strengthening of our position as Europe's market leader and expansion into new markets. We look forward to welcoming you to the opening of our new offices in Ulm. In the summer edition of Package Insert we wrote about a number of personnel changes at **mt-g**. In this issue, we are delighted to introduce eight new employees to you. They are all wonderful, interesting, highly-qualified individuals who we know you will be pleased to work with.

Gerlinde and Andreas Bendig
mt-g | Values bring people together
 – quality makes the difference

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The Right Candidate for the Job

mt-g continues to expand its technological expertise and services. After being awarded the Trados Studio 2009 certificate, we are now proud to introduce the latest version of the Across Language Server at our offices in Ulm. As Europe's leading service provider of medical translations, we will be utilizing this language technology to support the processing and handling of translation projects. The team is delighted with the decision and the executive board offered this statement:



“Increasing market demands and customer requests for faster turnaround times while maintaining the same level of quality were critical factors in our decision-making process. This technology investment ensures the shortest time-to-market phase for our clients. To have several translators simultaneously processing translation projects while employing consistent terminology is a major advantage for a company like ours, whose commitment to quality stands at the forefront of our services.”

Andreas Bendig,
Managing Director at **mt-g**

“With the Across Language Server, we are able to meet all of our clients' needs – whether the project is a simple translation or a highly complex localization project. Moreover, the server-based translation platform enables us to process and handle a wide variety of file formats – from classic Office formats and XML, to PIM files. The absolute format fidelity and terminological accuracy convinced me.”

Bernd Mayer,
Member of Management at **mt-g**

“Using CAT tools is an integral component of our philosophy, which is why for many years we have focused on employing technologies from a number of different companies. It was important to us to choose an additional solution that alleviates the daily work of our project managers and improves quality at the same time. Furthermore, implementing the Across Language Server doesn't require any investment on the part of our almost 1,000 translators. A very important point here is that Across is not a must for any of mt-g's clients – it is an addition to our range of services.”

Gerlinde Bendig,
Managing Director at **mt-g**

As part of our customer-oriented introduction of Across, we will be offering individual workshops for our clients. If interested, please send an e-mail directly to Bernd Mayer [berndmayer@mt-g.com].

Consistency = Quality + Efficiency

Why Across? What are the advantages? Is it worth it for my business? These are questions that come up automatically when implementing language technology. Dr. Frank Reininghaus, an expert in the Pharmaceuticals and Life Sciences division at Across, offered answers. The entire interview, including additional information and answers, is available on our website (www.mt-g.com)

Dr. Reininghaus, why is Across the best language technology for translations in the pharmaceuticals and life sciences sectors?

The globalization of business and science is particularly apparent in the pharmaceutical and medical technology sectors. Almost all companies these days have research, distribution and production facilities all over the world.

This fact, along with strict regulatory requirements, forces companies to generate consistent, high-quality documentation in all of the major languages. A system such as the Across Language Server is therefore an essential central platform for all of the language needs of a company in order to remain competitive in the global market. The most important challenges for regulated





Dr. Reininghaus

industries are the employment of standardized terminology and the use of consistent documentation. Particularly in the pharmaceutical sphere, the use of approved text passages increases the chances that new documents will also be approved quickly.

Medical and pharmaceutical products are international products – many of them are used all over the world. What do you consider to be the advantages, particularly with regard to a fast time-to-market phase?

Automating routine processes while simultaneously maintaining process controls offers an enormous potential for efficiency. We ascertained that it takes just an estimated five days to translate product information for drugs requiring central regulatory approval. And this was a text that contained ap-

proximately 40,000 words per language. A good translator translates about 2,000 words a day. Without the support of a controlled system such as the Across Language Server, and without a sophisticated process chain, this situation could represent a large risk for a company. Processes can be sped up significantly, not only at the end of the approval process, but also at the beginning, i.e. during the clinical trial phase.

Dr. Reininghaus, how high do you rank the advantages in efficiency and quality for companies working with Across compared to companies who still tackle their daily translation operations without this type of language technology?

In general, we have determined a significant reduction in indirect transla-

tion costs, such as the costs associated with the project management segment. This can amount to a reduction of up to 70%. One reason for this is that the communication overhead that occurs when assigning projects becomes obsolete. This was quantified at a large DAX company where, after implementing the Across Language Server, the time for project management per assignment was reduced from 25 minutes to 6 minutes. Furthermore, more consistent documentation makes the time saved more apparent when, for example, translations are completed more quickly because varying terms in the source text do not have to be continually relocalized.

Internship at mt-g

Worldwide, 75% of the top 100 companies in the medical and pharmaceutical industry use mt-g's translation expertise – from the initial consultation to the final layout.

Our employees are our most valuable asset in achieving and maintaining this lead.

Intern

Your responsibilities

- ▶ Support the coordination of complex projects in the areas of translation and documentation, and assist in processing orders and ensuring deadlines are met.

What we offer

- ▶ A broad spectrum of very challenging and demanding tasks
- ▶ Creative opportunities for both professional and personal advancement
- ▶ The chance to work on projects in direct cooperation with the most innovative, successful companies in the medical and pharmaceutical industries
- ▶ The opportunity to learn how to work independently
- ▶ The opportunity for long-term, full-time employment
- ▶ Internship salary

