

## Press Information

### Across Systems Establishes Business Unit for Language Service Providers

#### *Leading provider of language technologies increases focus on language service providers*

Karlsbad – November 24, 2011. Across Systems GmbH has established a business unit exclusively for language service providers, which offers special solutions, products, and services for national and international translation agencies and language service providers.

In this way, the provider of software platforms for all corporate language resources and translation processes intends to fortify its philosophy of a seamless, efficient, language supply chain.

"The establishment of the new business unit furnishes clear evidence of our focus on offering products and services that help our customers to streamline and standardize translation processes", says Niko Henschen, CEO of Across Systems GmbH. "This clearly distinguishes us from others who also offer translation services and thus compete with their own customers." About 50% of the top 100 language service providers already use Across.

The new business unit gives translation agencies and language service providers additional opportunities for expanding their services and their business with the Across Language Server as strategic production tool. Within the scope of a limited campaign, Across offers an integrated out-of-the-box Portal solution for language service providers and translation agencies who do not yet use the Across Language Server. This standard product integrates all functions that are necessary for the holistic fulfillment of customer requirements, including the project management, translation memory, terminology management, and quality management. With this "Across Language Server Portal Package", language service providers can seamlessly integrate their customers via the customized Internet portal and their subcontractors and translators via the Language Server in the translation process. The solution facilitates the placement of orders for customers, enables automated pre-processing and processing on the Across Language Server, and provides feedback functions to inform the customer that the finished translation is available for download from the Portal.

Language service providers who already work with the Language Server are offered an upgrade to the Across Language Portal at attractive prices. Additionally, they can benefit

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from further offers like special training and workshops or quantity prices for the purchase of additional clients. Dedicated contacts who are familiar with the needs of language service providers are available for individual product consulting and inquiries. Niko Henschen: "To us, close dialog with language service providers is extremely important. Their feedback on our product and service strategy enables us to continually elaborate and present innovations and target group-oriented offers."

The product offer is supplemented with events like round tables, conferences, webinars, and courses that center on the needs of translation agencies. Dates and information about the product offers and bundling options for a Portal and Across Server are available at <http://www.across.net/en/across-for-lsp.aspx>.

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### **About Across Systems**

Across, based in Karlsbad, Germany, and in Glendale, CA, is the manufacturer of the Across Language Server, the world's leading software platform for all corporate language resources and translation processes. Within a very short time, the use of Across can increase the translation quality and transparency, while reducing the workload and process costs.

The Across Language Server can be used for EN 15038:2006-compliant translation services. As Across Systems GmbH is a certified Microsoft partner, the successful and certified introduction of Microsoft technologies is guaranteed. Thanks to the Software Development Kit (SDK), Across can easily be integrated in IT environments. Integration support is available from the Professional Services team and renowned system integrators and technology partners.

Within the scope of its product development, Across closely collaborates with international universities and academies and is coached by a scientific advisory board consisting of leading representatives of relevant subject areas.

Customers of Across (extract): HypoVereinsbank, Miele, SMA Solar Technology AG, 1&1 Internet AG, Allianz Deutschland AG, Hornbach-Baumarkt-AG, Haufe Lexware, ThyssenKrupp, etc. Language service providers working with the Across Language Server are (extract): transline Deutschland GmbH, euroscript, mt-g medical translation, etc.

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Further information about Across Systems GmbH is available at <http://www.across.net>

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