

For Agencies

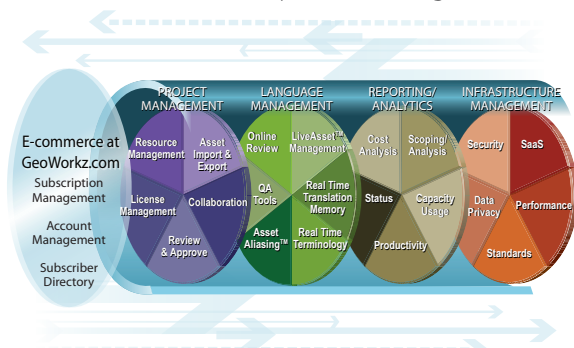
The World's Only Pay-As-You-Go, On-Demand Translation Productivity Platform for Agencies That Increases Productivity, Helps You Find Jobs, Reduces Costs and Keeps You in Control

Translation Workspace improves translation processes and creates new opportunities for agency providers, using a robust platform that has already processed more than three billion words, and is currently supporting 600 million words of translation throughput annually. Translation Workspace is the primary tool for Lionbridge, the largest outsourcer of translation work. Every Translation Workspace subscriber has the potential to participate in the thousands of daily tasks outsourced by Lionbridge and other subscribers through Translation Workspace. Subscribers also get immediate benefit from the powerful infrastructure developed to support this volume of activity, and access to the thousands of translators, agencies and customers around the world who are using Translation Workspace today.

A New Era in Translation Business Solutions

Translation Workspace is offered under a Software as a Service or SaaS model. With virtually no upfront costs, it has an almost immediate return on investment, and the lowest initial and total cost of ownership of any technology in the industry. Agencies gain on-demand access to the industry's most advanced language asset tools – without the costly, time-consuming infrastructure investments of on-premise TM systems. Translation Workspace is available through flexible, pay-for-use subscriptions that deliver immediate value while allowing you to dynamically align your technology spend with your business needs. Scale your plan to meet business needs rather than accepting “one size fits all”. Flexible and adjustable subscription pricing plans allow you to increase or decrease the size of your plan based on changing business workload. All Translation Workspace plans include standard support, free upgrades (so that everyone is on the same version), and training at no additional cost.

Drawing on more than a decade of localization and translation leadership, the Translation Workspace, provides a comprehensive and sophisticated work environment to streamline the translation process for agencies.



GeoWorkz and the Translation Workspace - Right Features, Right Resources, On-Demand

THE ADVANTAGES OF TRANSLATION WORKSPACE

- » Increase reuse with real-time leveraging
- » Gain real-time visibility into the progress and productivity of every project and every translation
- » Eliminate upgrade expenses and software incompatibility issues
- » Fully compatible with your existing TMs and glossary language assets
- » Provides access to community of buyers and suppliers

THE BENEFITS OF TRANSLATION WORKSPACE FOR AGENCIES

- » Access one of the world's largest translation ecosystems, to find new business and engage with qualified freelancers
- » Eliminate up-front costs and maintenance expenses with pay-as-you-go monthly and annual subscriptions that align to your changing business needs
- » Work seamlessly with other agencies and freelancers on a common software platform with no overhead costs
- » No more manual, time consuming processes to synchronize static TMs and glossaries
- » Rely on a safe, secure hosted solution that keeps your assets protected and in your control

The Translation Workspace is an on-demand, software-as-a-service (SaaS) application, with a broad range of productivity features for agencies of all sizes. Translation Workspace delivers advanced Live Asset™ functionality in a high-performance environment that is easy to adopt, administer and use. Our unique and patent pending Asset Aliasing functionality provides complete control and visibility into your translation process, and protects the anonymity of your supply chain.

Buy What You Need, When You Need It With Pay-As-You-Go Subscriptions

Most translation tool providers demand payment - up front - and even more money for additional copies of “professional” versions. Then there are the annual maintenance charges and never ending upgrade costs. This is not a model that works well for the translation business, which is volatile and sporadic, with periods of more or less work tied to customer needs and content lifecycles.

That is why Translation Workspace offers monthly and annual payment terms options. As a Software-as-a-Service (SaaS) solution, there are no up-front costs and no IT infrastructure required. You can manage all your language assets centrally, and in real-time, without expensive investments in enterprise-class hardware, operating systems and database licenses.

You control your subscription. If your workload changes, you can change your subscription at any time. Our pay-as-you-go pricing means you’re always ready to accept new opportunities and grow your business - without worrying about the cash-flow impact of large, upfront software commitments.

Find and Reply to Jobs – around the Globe!

At the GeoWorkz.com Marketplace, you can find and reply to jobs for language service providers - from translation to quality reviews to localization engineering. These jobs, sourced from Lionbridge’s global network of over 40 offices, are available in real time, 24 hours a day on GeoWorkz.com.

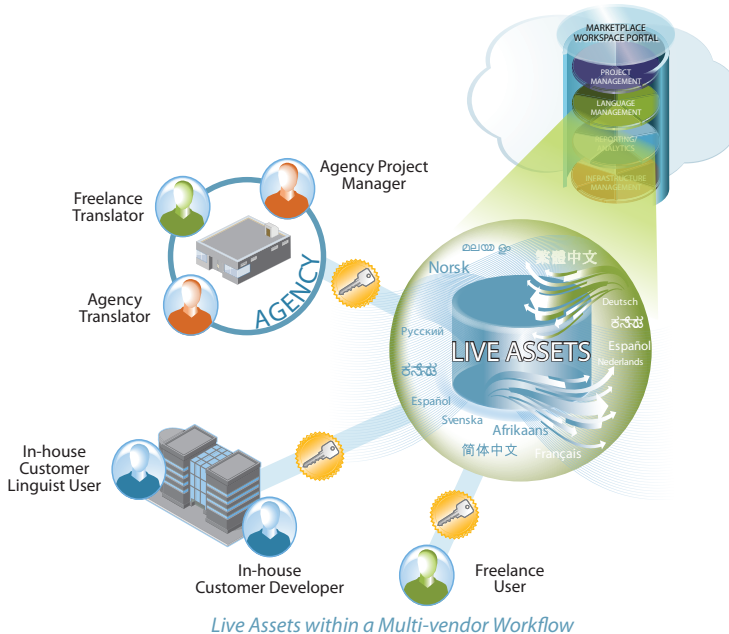
At the GeoWorkz Marketplace you find details on currently available projects and easy-to-use search features to help you focus on the jobs that match your team’s skills and interests. You can search for jobs by job type, size, start date, language pair, and more. You can also set up content feeds to notify you when jobs matching your capabilities are posted -- ensuring quick access to the best opportunities for your Agency.

Adapt Your Technology Needs to the Volume and Process of Each Project

Translation Workspace gives you the flexibility to configure your subscription on-demand, according to the volume and nature of your translation projects. Agencies rely on a wide range of project participants - from in-house staff to freelance translators, to reviewers and other specialists. Sometimes you work with a customer reviewer or subject matter expert. Agencies continually adapt processes to meet a variety of client needs. An administrator can assign “Fixed” licenses to users. These Fixed licenses stay assigned to the user until the administrator manually removes them from the “Licensed users” list. Users that do not have a Fixed license will get a “Floating” license automatically assigned to them when they login, if there are licenses available. This Floating license will be assigned to the user for the duration of their session, after which, it returns to the “Available” system user licenses. You decide how and when to bring various users into your projects. When demand increases, you can add users or word capacity as needed. In short, Translation Workspace gives you control, enabling you to align your technology spend with your current business and project needs - on demand.

Instantly Access and Engage Resources Across One of the World's Largest Localization Ecosystems

With Translation Workspace, you can eliminate the licensing costs and version control issues inherent in other solutions. Translation Workspace's Asset Aliasing™ lets agencies work seamlessly with freelance translator subscribers, without the cost, overhead, or risk of providing licenses for them. You no longer have to worry about which version of the software they have, or whether their old version will work.



with your software. Because Translation Workspace is cloud-based, everyone works within their own secure environment on the same global platform. With one common software platform worldwide, we don't have to worry about version control and neither do you! And, if you have the need for additional resources, you can instantly access qualified translators on demand using the GeoWorkz Directory.

Accelerate Productivity, Increase Reuse and Gain Real-Time Project Visibility

Translation Workspace gives you real-time visibility into the progress of every translation from every translator on your team. No more hoping a translator or reviewer hits a deadline - and scrambling when they don't. With Translation Workspace, you can see the status of every project and the progress of every translator in real-time, on-demand.

Most translation productivity tools run a routine analysis of source files against a static TM. But what about the new TM entries that occur during the translation process? Translation Workspace captures every segment in real time so the analysis predicts what will be in your TM during the live translation process. The result? Lower translation costs, greater consistency, and better project resource planning. Only Translation Workspace gives you instant visibility and insight into every project.

Proven Performance, Security and Data Integrity

Lionbridge relies on Translation Workspace to deliver its services to more than 700 of the world's largest localization buyers. Its secure, standards-based, high-performance infrastructure is architected as a multi-tenant solution, so each subscription provides complete customer-data segregation from every other subscription. A rigorous permissions structure within each tenancy also provides defined, secure control over user access.



Updates are pushed seamlessly and automatically to all users simultaneously over the internet, so there are no costly, time-consuming upgrades and maintenance issues. Translation Workspace supports major industry standards, both XLIFF and TMX, utilizes a PCI-compliant payment processing provider, and resides in a SAS 70 Type II-compliant data center.

In addition, Translation Workspace provides high availability and response time for each subscription. Our best-in-class service level agreement (SLA) features 99.5 percent uptime. Processing more than 60 million words each month by thousands of concurrent users across 160 different language pairs, the Translation Workspace is the largest, most reliable translation platform in the industry. With response times measured in milliseconds, Translation Workspace enables globally distributed teams of linguists to dramatically increase throughput compared to other productivity systems.

	Translation Workspace	Leading on premise translation memory license tools
Get access to new work from Lionbridge and other subscribers	Yes	No
Adapt technology to your range of customer types	Yes, scalable and flexible	"One size fits all" solutions
Real-time leveraging factored into analysis logs	Included	Not Available
Collaborate with others in real time	Included	Not Available
Maintain your translator's privacy	Included	Not Available
Secure linguistic asset	Included	Not Available
Pay as you go pricing	Yes, with all plans	No-must pay full license cost up front
Total Cost of Ownership for global language asset management	Monthly or yearly license fees, optional Extended Support	Upfront license fees, yearly maintenance and support fees, enterprise-class hardware, enterprise operating systems and software, IT support
Free upgrades	Yes	No, maintenance costs 20 to 25% extra per year

GeoWorkz.com: The Marketplace for multilingual jobs & E-Commerce Gateway to Translation Workspace

GeoWorkz is a new business unit within Lionbridge dedicated to bringing the best technology solutions to the translation industry. In addition, at the GeoWorkz Marketplace, there are hundreds of jobs available for multilingual experts to review and bid on.

At GeoWorkz.com, we provide comprehensive resources to help you get the most from your Translation Workspace subscription including training materials, product tours, free trials, support and more. In addition, you can manage your account and track usage. All subscribers can access the GeoWorkz Directory, making it easy to promote yourself to Lionbridge, find service providers and collaborate with other subscribers.

From purchasing a plan, to networking with others, to finding new jobs—GeoWorkz.com is a comprehensive resource for multilingual experts around the Globe.

Get started now at www.GeoWorkz.com.

About Lionbridge

Lionbridge Technologies, Inc. (NASDAQ: LIOX) is a provider of translation, development and testing services. Lionbridge combines global resources with proven program management methodologies to serve as an outsource partner throughout a client's product and content lifecycle - from development to translation, testing and maintenance. Global organizations rely on Lionbridge services to increase international market share, speed adoption of global products and content, and enhance their return on enterprise applications and IT system investments.

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