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## Who are we?

ETN is a company operating in the European translation market. We are specialized in translation services and the multilingual translation of documents intended for companies, the translation of software and web sites.

We are a team of language professionals based in the outskirts of Brussels.

Our project leaders are all university graduate multilingual managers and accustomed to fulfilling the translation requirements of companies. Young and dynamic, but armed with close to 10 years experience in this very specific branch of industry, they will be your guide throughout your translation project. They will help you to find the most suitable linguistic and technological solution for your needs and those of your market.

ETN places at your disposal the linguistic expertise of a global network of more than 500 translators and language experts to help you address the most diverse demands in the field.

# Our main assets: Quality - Flexibility - Reactivity

Time is money... a high quality translation that is late is no use to you.

At ETN, the availability of our translators, when you need them is a priority. Only a network as wide as that of ETN (more than 500 language experts throughout the world) makes it possible to provide you with the translator you need, when you need them.

Outsourcing a translation to ETN will enable you to free yourself of a task that is certainly essential to your communication, but for which the skills can be lacking within your organisation. Not everyone can have access to the services of a technical German translator in-house or a Chinese doctor who is on call when needed.

ETN is there for that: entrust us with your texts and we will take care of the rest.



# Services offered

ETN proposes the following services:

#### **Translation**

Translation consists of transforming the contents of a text in a foreign language, in conformity with the style and the level of the language of the original text.

#### Localization

In our jargon, localization consists of translating and adapting a web site or software to the local market. This service includes the processing of your digital files in their original format, as well as technical modifications of these files for their use in their new environment (font questions, etc.).

## **Interpreting**

Interpreting (or " simultaneous translation ") consists of translating a speech or audio content (video, recording) verbally and more often directly. An interpreter is not necessarily a translator, and vice versa. Interpreting requires, in addition to knowledge of the source and target languages, very thorough further training.

The interpreting can be "simultaneous" (generally in a cabin, the interpreter directly translates the speech of a speaker for an audience that does not have a command of the language it is in).

The interpreting can be " consecutive " (in this case the speaker pauses to allow the interpreter to translate; this is the case when an interpreter accompanies a delegation or is used as an intermediary with a small group of people). In this case it is also called " liaison interpreting ".

The interpreting can be done in one direction (e.g. from English to French) or in both directions. By only one person or several.

Simultaneous interpreting longer than 45 minutes requires the presence of at least two interpreters.

#### Interpreting equipment

As part of the organisation of your interpreting projects (seminar, conference, company meeting, etc.), we can also place at your disposal the equipment needed for successfully running the event: cabins, microphones, headphones, sound installation and loudspeakers, recording equipment, etc.



## Translation-Copywriting

Certain fields of activity (publicity in particular) require a specific type of work: copywriting. Translation-copywriting is more than just a translation: it is the adaptation in a foreign language of an original publicity type of text. This service implies greater freedom for the translator-copywriter with respect to the original text in order to make the result closer to the sensitivities and customs of the target audience.

## Proofreading

We can undertake to proofread and correct documents for you that were hastily written and whose register is unsuitable for allowing its publication.

#### Revision/Correction of translations

We can also take responsibility for correcting translations carried out in-house by your staff when it is not their trade, in order to correct its imperfections and improve the form, style, and even the force of its message.

## Language consultancy

Our services extend strictly speaking further than translation. We can also advise you in all matters concerning foreign languages: testing the linguistic level (orally or in writing) of a candidate during recruitment, evaluating the quality of written communication and making recommendations for improvement, etc.

# Legal / "sworn" translation.

A legal (sworn) translation) is a translation performed by a translator who is registered and recognized by a legal authority (generally the court of first instance where he lives). The affixing of his seal to a translation makes it admissible to courts for a legal purpose (judgment, lawsuit) or any other instrument (in front of a notary).

For certain specific procedures, a sworn translation must moreover be "legalised". Legalisation is done by the court of first instance to which the sworn translator belongs. A legalised sworn translation is generally accepted by any legal or administrative authority within the European Union.

For use abroad (outside the European Union), a legalised translation must also bear the seal of the Ministry of Justice and that of the Ministry of Foreign Affairs, and in certain cases even that of the embassy of the third country.

ETN can carry out your sworn translations and if necessary arrange their legalisation by the various authorities concerned.



# Why ETN?

For our broad network of translators, which enables us to offer virtually every language that counts in the various world markets:

In Europe: The 23 languages of the European Union:

English French Dutch German Spanish Portuguese Polish Italian Greek Danish Swedish Finnish Estonian Latvian Lithuanian Romanian Bulgarian Maltese Slovenian Hungarian Czech Slovak Gaelic (Irish)

As well as: Icelandic Norwegian Luxemburgish Serbian (Latin and Cyrillic alphabet) Croatian Albanian Macedonian Russian Ukrainian Turkish

In Asia, the Near East and the Middle East: Arabic Hebrew Chinese Japanese Thai Vietnamese Farsi (Iranian) Hindi, Urdu and the majority of languages spoken in India.

## For our capacity to handle your texts in virtually any format, in any language :

In addition to traditional text processing and all the programs of the Microsoft Office® suite, we can offer you the advantages of economies of scale realised thanks to CAT (" computer-assisted translation ") software and translation memories (which allow the re-use of content translated before).

We are also able to handle all the professional desktop publishing formats (InDesign, Photoshop, Quark Xpress, FrameMaker, etc.), as well as handling HTML/XML markup files, resulting in particular from web sites, databases and CRM systems.

## For the quality of our translations:

A high quality translation is an original text correctly rendered in a foreign language, in conformity with the contents, style and the level of the language of the original text, all in correct language as regards syntax, spelling and semantics. The accuracy of the terminology is an appreciable additional element.

It goes without saying that producing a high quality translation is not something everyone can do. Being a professional translator is not a spur of the moment thing. You become one through extensive education and long-term experience.



## How to obtain a high quality translation?

The quality of our service, is: the skill of the translator, the proofreading, and the reliability of the service:

1/ The right choice: that of a skilled translator: The quality of a translation is above all the choice of the expert who will translate your documents. At ETN, our translators are all professionals translating exclusively into their native language. Each one of our experts is a university or language college graduate. All our translators are experienced people who several years of experience in translation to their credit and who are specialized in a very specific field (editorial, industrial technology, medical, legal, etc.).

2/ The quality, this is then the performance of a meticulous proofreading of the completed translation. In two words, the proofreading consists in re-reading and reworking the translated texts to correct their last imperfections: correcting the spelling, syntax, terminology agreement and improving the style. All our translations are submitted for proofreading. No exceptions.

3/ The quality of a translation service is also the reliability of the service provided: The availability of the translator you need, when you need them. Only a global network combining multiple talents, in all languages and all fields, allows such a level of availability. Then, once a deadline has been agreed, even a very tight one, keeping to this deadline once the project has started is essential.

For availability and keeping to deadlines, you can rely on ETN.

## So, why ETN?

Because of our experience, the quality of our service, our reactivity and our flexibility.

Our light, flexible and centralized organisation is also an asset: throughout the project, you deal with only one multilingual point of contact who centralizes your project efficiently and manages it from the proposal to the invoicing, in perfect coordination with our network of 500 language professionals, our graphics designers and our IT technicians.

Whatever your project, we have the skills needed to tackle it: a technical manual to be translated urgently for the Latvian market? A letter to be sent to a manufacturer in Turkey? A contract to be written in Swedish? Medical documentation to be translated from German? Flexibility is of the essence. At ETN, you are at the right place.



## Our rates

ETN is a light and flexible organisation: by directly coordinating the work of our expert translators for you and by entrusting the peripheral aspects of the project (like page layout) to reliable partners, we limit in-house costs and can consequently offer prices that simply cannot be beaten.

All our rates are calculated on the basis of the number of words in the original language (the "source language").

This calculation method has the advantage of transparency: a word is a value about which there can be no discussion, as opposed to a line, which can be calculated with spaces, without spaces, with 60 characters, with 55 characters...

Moreover, the number of words in the source language makes it immediately possible to set a price, before even starting the translation.

Our prices per word vary according to the source and target languages. Contact us for an exact, no obligation quote.

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