



Go to Market:

Find the Right Partner to Make Scaling Up Your
Translations a Success

Milengo at a glance

- ✓ Your one-stop shop for all your translation needs
- ✓ 30 years experience
- ✓ ISO-certified translation quality
- ✓ Faster time to market thanks to AI technology
- ✓ Customized localization solutions to suit any budget

Internationalization is the key to exponential corporate growth – not to mention a complex change project. Adapting products, services, and marketing content to the culture of the target market is often more difficult than it initially seems. This solution brief will show you how Milengo can help you penetrate international markets with less lead time and drive sales.

Language Desk

You can order translations and track the progress of your projects in real time using our customer portal.

LanguageDesk provides a central overview of your project files, live costs, communication history, and the current status of your project – all in one online location that is 100% secure. Manage translation projects using our intuitive API in just a few clicks!

Your translation planning in professional hands.

Milengo provides you with **all the translation services you need from a single source**. As a result, you benefit from **proven workflows** that not only ensure your corporate language is consistent across every language but **speed up your market entry** as well. This means you can focus the actual content of your internationalization campaigns instead of getting lost in the minutiae of admin tasks.

As a Milengo customer, you benefit from the experience we have gained through our **many years of providing consultancy services to high-growth companies**, ranging from unicorns to award-winning startups. We are also happy to provide you with support in the long term – we have been working together with our customers for an average of eight years.

10.000

projects
per year

440

global clients

220

language
combinations

1.200

translators
worldwide

40 mil.

translated words/
year

Language experts who are rooted in the culture of your target market

Milengo is certified according to **quality standard ISO 17100**. No matter whether you're looking for a catchy marketing translation or ultra-precise software localization, we work exclusively with expert translators who are native speakers of the target language. Their years of professional experience mean that not only do they specialize in your industry, but also the type of texts that are particular to it as well. We make sure that your branding remains consistent thanks to tailored **style guides** and certified **terminology management**, while a multi-step **quality assurance process** guarantees that the translated texts appropriately reflect the culture of the target market.

Customer profile Celonis

Industry	Enterprise software
Markets	DE ES FR IT JP NL PT RU
Goals	Scalability Automation Technical flexibility

8 target markets for localized software

Software specialist Celonis is one of the most highly valued startups in Europe. Milengo has been supporting the company with marketing translations since 2019. Plus, Milengo also coordinates the localization of Celonis' software into eight languages. The translation is done using Celonis' cloud-based translation tool, with special emphasis given to punctual deliveries. Milengo's smooth and scalable service has proven to be a key component in Celonis' path to growth, with the company recently joining the illustrious group of "decacorns" – startups valued at more than €10 billion.

Translation technology that speeds up your market entry.

In the past, translation management has often proven to be a stumbling block for companies when they've attempted to enter international markets, with things such as having to deal with everything from error-prone copy and paste tasks, cumbersome back-and-forth e-mail communication, and handling project documentation in Excel spreadsheets all draining valuable time. But **thanks to technological advances, these processes can now keep up with your growth plans**

Customer profile Megaport

Industry **Cloud Connectivity**

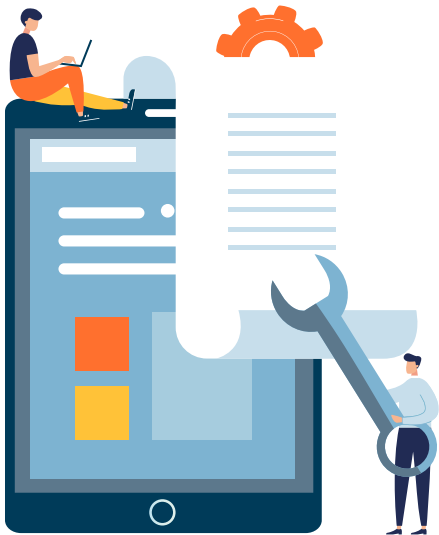
Markets **DE | FR | JP | ES**

Goals **Time to market
User experience
Automation**

700,000 translated words

Megaport asked Milengo to make its network-as-a-service platform available in four additional languages. The launch was to take place in two months' time. To meet the tight schedule, Milengo developed automated translation processes that also dealt with the complex Mkdocs file format perfectly. At the same time, flexible service levels ensured Megaport received the quality it needed while maximizing cost efficiency. Megaport has grown by 26 percent since it started collaborating with Milengo – and this successful partnership will continue into the future.

Smart integration options



Translation technology that speeds up your market entry.

- ✓ **Integration into your systems** | We connect your content systems to our localization platform through a translation interface. This way, we eliminate the error-prone need to share information manually and bring translators, reviewers, developers, and project managers together in one environment.
- ✓ **Automated workflows** | Our in-house engineering team has been fine-tuning the best translation processes for decades. The high degree of automation means you get your internationalization campaigns off the ground quicker and can stay focused on strategically important tasks.
- ✓ **Professional translation management** | All the translations we produce are stored in a translation memory so that your product names, slogans, and titles are translated consistently every time.

Perfect for companies with an agile philosophy.

We have been making responsible use of **machine translation** for over a decade. By marrying **artificial intelligence** and **human translation expertise**, we can reduce your costs between **25 and 40 percent**. Most importantly, if time to market means the difference between success and failure for your project, we can always accelerate and **scale your translation projects**.

Customer profile Snowflake

Industry	Enterprise Software
Markets	DE FR JP
Goals	On-time delivery Customer satisfaction Cost savings

36% cost savings

2018 saw the number of customers that data specialists Snowflake had to serve triple. To continue this growth trajectory, the company had its products localized for the European and Asian markets. Machine translation from Milengo proved to be the perfect match for Snowflake's tightly scheduled release cycles and the key to greater cost efficiency in software documentation. The translation workflow that was developed boasts shorter delivery times, while the automated translation management provided by Milengo's customer portal is perfectly suited to Snowflake's agile approach.

Proven strategies for international growth.



Are you looking to add new languages or increase your translation volume?

We are equipped to handle more translation projects and target languages that require more complex project management, larger language teams, and more complex technical processes. What's more, our well-established workflows mean you can get started right away.



Do you need help with your internal translation setup?

Whether you're unsure about which is the right translation system for you or you're still looking for the perfect workflow, our in-house engineering team can advise you on how to optimize and automate your internal processes to make handling even the most complex translation projects with the shortest of deadlines simple and easy.



Do you have any questions?

We're not just some faceless online provider. We assign you an experienced project manager who is always available whenever you need to contact them – they are your link between you, our translators, and your customers around the world.





Get in touch with us to discuss how strategic translation planning can drive your international growth. Arrange your personal consultation today at sales@milengo.com

Milengo is an ISO 17100 certified language service provider with over 30 years of industry experience. With a strong emphasis on consultation, we design tailor-made translation and localization strategies for customers in the IT, software, hardware, manufacturing, and e-learning sectors. In doing so, we focus on the central requirements of these markets: industry-specific linguistic expertise, speed and cost efficiency.