



YOUR WAY INTO LATIN AMERICA



# Our vision

To be our clients' strategic partner of choice and inspire our people to be the best.



# Our mission

We provide a wide range of quality language-related services to clients around the world by delivering customized solutions that enable their business goals. Our **consultative approach** along with our agility, scalability, and adaptability makes us a valued strategic partner that you can rely on for your entire project.



# Our values

- Trust
- Accountability
- Flexibility
- Team Spirit



# The company

Latamways = Regional Language Vendor serving MLV's and end clients around the world

- 70+ million words translated
  - 100+ clients around the world
  - 20+ translation software tools
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- |                                  |                         |
|----------------------------------|-------------------------|
| • 6 in-house translators         | • 2 Vendor Managers     |
| • 4 full-lancers                 | • 2 Production Managers |
| • 150 freelance tested linguists | • 2 Sales Managers      |
| • 9 Full-time Project Managers   | • 2 Administration      |



# Why do clients choose Latamways?

- Regional knowledge
- Expert resources
- Favorable time zone
- 20+ years of experience in service excellence
- Strategic investment in language technology
- Proud of our client loyalty
- Talent development program with Universidad Nacional de Córdoba
- Innovation



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*“Latamways functions as an extension of our office, a real partner, and not just another translation vendor.”*

*Diane Haines – Translation Manager*



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# Our services

If you're looking to solve issues related to **productivity**, **efficiency**, **scalability** and **reliability**, **Latamways** is the responsive partner you need.

- Translation & Localization
- Machine Translation Post-Editing
- Editing & Proofreading
- Transcription
- Transcreation
- Document Formatting & DTP
- Translation for Subtitles
- Voice Over





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# Our sectors

We focus on Spanish and Brazilian Portuguese translation for the industries listed below and serve an average of fifteen different customers daily.

- Healthcare
- Scientific & Medical
- Education
- Travel & Hospitality
- Technical
- Marketing Communications
- Energy



*“We have come to rely on Latamways as valued strategic partners, as their consistently on-time, high-quality work helps us to scale our services upward to our end clients without limitations.*

*Latamways excels at not only service delivery, but at customer service as well, which my people greatly appreciate. Their timely and accurate communication style aligns perfectly with how we operate, and it's always nice to collaborate with professionals that execute their work in a similar manner.”*

*Rick Antezana – Partner at Dynamic Language*



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# flex

We believe in delivering **customized solutions that enable your business goals** and answer your specific needs, whatever they are.

We also know that **not all content is created equal**, and we understand the different value drivers that matter to you in today's market context.

We continue to **invest in technology and talent development** innovation so that we can make life easier for you.



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# flex

A simple way to submit and customize your project requests to receive translations and transcriptions **according to the quality, timeline and budget you want.**

In a nutshell this service:

- enables automated service engagement, processing and delivery for your projects through our client portal, as well as real-time project dashboards
- facilitates custom quality and cost savings based on content type requirements
- is particularly suitable for content with engagement, education, support or instructional purposes



# We are here to help you.

Contact us to find out how we have helped similar clients in the US and Europe. We can provide a confidential consultation over the phone or a quote via email at your earliest convenience.

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