



Directorate-General for Translation

The European Commission as a client

—

***How to become selected as a translation
service provider for the EC***

Sofia, 16 October 2009

Klaus Ahrend

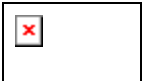
Head of Unit S.2 – External translation

EUROPEAN
COMMISSION



Summary

- ▶ **Introduction**
- ▶ **What are we looking for?**
- ▶ **What do you have to deliver and how?**
- ▶ **Possible future needs and opportunities**



Translation outsourcing at the EU Commission

- ▶ **Annual budget: some € 14 M (plus individual projects managed by other Commission departments)**
- ▶ **Trend: upwards (2007: 23% - 2008: 27% - 2009 projections: almost 30%)**
- ▶ **Type of contracts: general framework contracts after tender procedures**
- ▶ **Neither guarantees, nor firm commitments (yet)**



Main selection criteria

- ▶ **Proven experience in the specific domain (LEG, TECH, ECON, etc.) and language combination**
- ▶ **Qualification of staff: university degree plus individual experience**
- ▶ **Economic/financial and technical capacity**
- ▶ **Use of common CAT tools (not provided by the Commission)**



Main award criteria (1)

- ▶ **Working methods – in line with standard EN 15038 (but no certification required)**
 - **Job assignment**
 - **Deadline compliance**
 - **Quality assurance**
 - **Consistency – terminology/TM**
- ▶ **Team – composition**
 - **Ideally mixing translation and “technical” expertise**

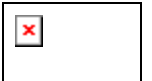
⇒ **Quality (60% weighting) ...**



Main award criteria (2)

...

⇒ **Price (40% weighting)**



Basic requirements

- **Revision and review - a must**

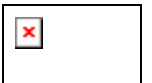
- Whenever the word “translation” is used [...], it always means a revised and reviewed translation of a source text ...

- **Our definition of quality**

- The translations delivered must be of such a quality that they can be used as they stand upon delivery, without any further revision, review and/or correction by the Commission.

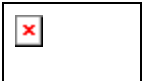
- **Deadline compliance**

- Translations have to be delivered by the deadline!



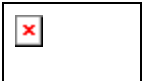
Possible future needs and opportunities

- ▶ **General availability of contractors**
 - ▶ **Guarantees as to volumes**
- ▶ **Value-added services**
 - ▶ **Diversified offer**
- ▶ **Broader language coverage (source and/or target)**
 - ▶ **Networking/cooperation**



Famous last words ...

Even though working for us might become more “difficult” in the future, don’t be afraid and shy away from these new obligations but rather see them as a source for **more interesting tasks and better business opportunities!!!**



Many thanks for your attention!!!

<http://ec.europa.eu/dgs/translation/>



NE
XT

