

ALC 2009 BIGGER ANDBETTER

2009 ALC ANNUAL CONFERENCE MAY 13-16, 2009 HYATT REGENCY AUSTIN • AUSTIN, TEXAS









Disclaimer

- Don Shin is not related to any of the company mentioned here
- All the opinions are personal
- This presentation is not to introduce or recommend certain software.
- This is to think about the present and future of our industry





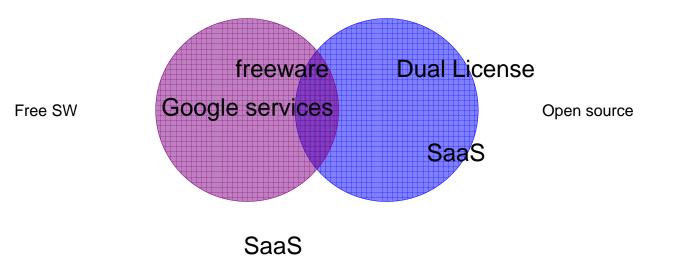
What is OpenSource

- Free redistribution.
- Inclusion of source code.
- Allowing for modifications and derived works.
- Integrity of the author's source code (as a compromise for the likes of <u>TeX</u>).
- No discrimination against persons or groups.
- No discrimination against fields of endeavor, like commercial use.
- The license needs to apply to all to whom the program is redistributed.
- License must not be specific to Debian, basically a reiteration of the last point.
- License must not contaminate other software.
- The <u>GPL</u>, <u>BSD</u>, and <u>Artistic</u> licenses are examples of licenses considered free





OpenSource = Free?







Why Free?







Why Free?

1. Other income-





OpenSource BusinessModel

- A <u>dual-license model</u>,
- Functional encapsulation,
- A <u>software as a service</u> model,.
- Not charging for the software, but only for the support, training, and consulting services





Why Free?

1. Reduce cost-Java, Linux, MySQL





Why Free?

1. Strategic Purpose
 1. Kill the enemy
 2. developing fans

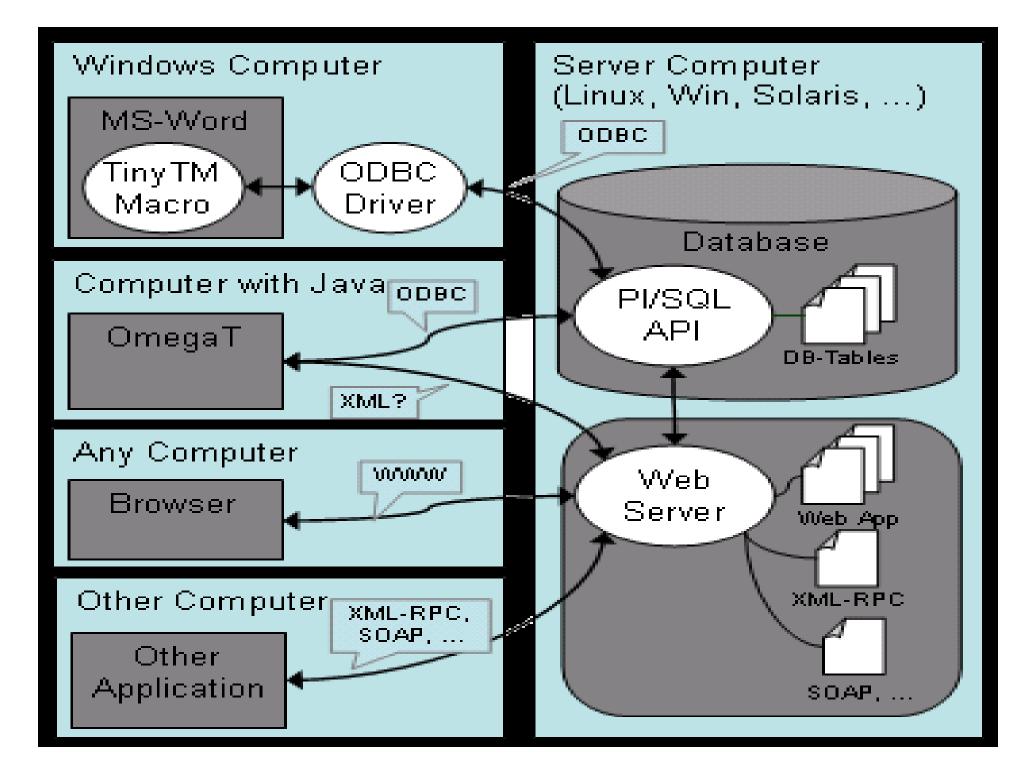




Free SW Myth

- viral,
- lack of formal support and training,
- the velocity of change,
- lack of a long term roadmap.

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" <u>Social sciences (808)</u>							
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Debuggers (1233)	(W) (F/E) (T)	Services (7) 👘 J					
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hereinafter referred to as the 'Community', and THE REPUBLIC OF CÔTE D'IVOIRE,	
hereinafter referred to as 'Côte <u>d'Ivoire</u> ',	
CONSIDERING	
the spirit of cooperation for the development of fisheries resulting from the ACP-EEC Convention and the joint wish for closer relations between the Community and Côte d'Ivoire;	
CONSIDERING	
Côte d'Ivoire's desire to promote the rational exploitation of its fishery resources by means of increased cooperation;	
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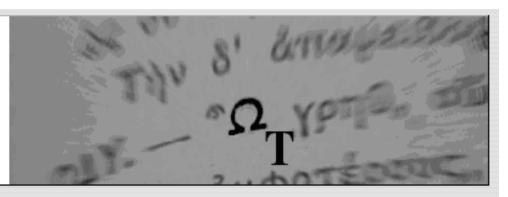




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OmegaT

The free (GPL) translation memory tool



Introducing OmegaT

Requirements Screenshots Download OmegaT Documentation Other OmegaT resources Third-party software Contact and support OmegaT + You Reviews Who we are

Introducing OmegaT

OmegaT is a free translation memory application written in Java. It is a tool intended for professional translators. It does not translate for you! (Software that does this is called "machine translation", and you will have to look elsewhere for it.) OmegaT has the following features:

- Fuzzy matching
- Match propagation
- Simultaneous processing of multiple-file projects
- Simultaneous use of multiple translation memories
- External glossaries
- Document file formats include:
- XHTML and HTML
 - Microsoft Office 2007 XML
 - OpenOffice.org/StarOffice
 - XLIFF (Okapi)
 - MediaWiki (Wikipedia)
 - Plain text
- Unicode (UTF-8) support: can be used with non-Latin alphabets
- Support for right-to-left languages
- Compatible with other translation memory applications (TMX)

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▶ Introduction ▶ Interfaces	Okapi Framework	SOURCEFORGE.NET
Formats Components	Introduction	
Applications Downloads		
Help and Support		Okapi Framework
Screen Shots	1	•

IMPORTANT NOTICE - Apr-30-2009: This .NET implementation of Okapi is no longer actively Instead, a <u>NEW JAVA IMPLEMENTATION IS AVAILABLE</u> The material on this Web site is for archive propose. Some translate.com have a replacement in the Java project. Planetation (e.g. Olifant) will be maintained to some degree until they have a replacement in the Java project.

Overview

The Okapi Framework is a set of interface specifications, format definitions, components and applications that provides an environment to build interoperable tools for the different steps of the translation and localization process.

The goal of the Okapi Framework is to allow tools developers and localizers to build new localization processes or enhance existing ones to best meet their needs, while preserving a level of compatibility and interoperability. It also provides them with a way to share (and re-use) components across different solutions. The project uses and promotes open standards, where they exist. For the aspects where open standards are not defined yet, the framework offers its own. The ultimate goal is to adopt the industry standards when they are defined and useable.

In short, the Okapi Framework aims at being a crucible where we forge common components that can be used in any localization and translation application, providing faster development time and better interoperability, but still allowing for the diversity of solutions.

[Okapi is pronounced o-ka-py (hear it)]

Examples of Okapi Tools

Here are some concrete examples of Okapi-made tools:

The following applications are currently available:

- Rainbow A .NET application that provides you with an easy to use interface to use Okapi utilities and filters.
 - Download Rainbow

- Read the Release Notes
- Look at the Online Help
- See screen shots
- Olifant A .NET application that provides a table-based user interface to create and manage translation memories.
 - Download Olifant
 - Read the Release Notes
 - Look at the Online Help
 - See screen shots
- Album A .NET application that provides functionalities through the Clipboard.
 - Download Rainbow (Album is included in Rainbow's installation)
 - Look at the Online Help
- Ratel A Java application that allows you to create and maintain SRX (Segmentation Rule eXchange) files.
 <u>Download Ratel</u>
- Tikal A .NET console application that allows you to execute utilities from a command-line.
 - Download Rainbow (Tikal is included in Rainbow's installation)
 - Look at the Online Help
 - See screen shots
- Abacus A .NET application that provides some word-counting consolidation functions.
 - Download Rainbow (Abacus is included in Rainbow's installation)
 - Look at the Online Help
- And more applications are being developed...



🚡 Tests.rnb - Rainbow	
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Path Relative to the Root	Filter Settings
Sample01.txt	okf_regex@Sample01
LineParagraphs.txt	okf_regex@LineParagraphs
BlockParagraphs.txt	okf_regex@BlockParagraphs
Cover.idml	okf_idml
Novel.odt	okf_openoffice
Resource.properties	okf_properties
StringsReview.ods	okf_openoffice
Index.html	okf_html
Rainbow - The main window of Rainbow, wit	th the Input List 1 tab (on XP)
1/8	

Untitled - Rainbow			
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Source]	
Language: EN-US	Encoding: iso-8859-1		
English (*United States) - EN-US	Western European (DOS) - ibm850		
English (Bahamas) - EN-BS English (Barbados) - EN-BB English (Belize) - EN-BZ	Western European (DOS, OEM-US) - ibm437 Western European (ISO) - iso-8859-1 Western European (Macintosh) - MacRoman Western European (Windows) - windows-1252	Ξ	
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Language: FR-FR	Encoding: ISO-8859-1		
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Append Add the following suffix: By this text:	
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After: C:\Users\linguist\mySubFolder\myFile.out.ext	
- Filters Parameters	
Folder: <auto>: C:\Users\linguist</auto>	
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Rainbow - The Other Settings tab (c	on Vista):
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	C 2009 BIGGER and BETTER May 13-16, 2009 Austin, Texas	
🚡 Character Info	ormation	
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Translation Package Creation	×
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OmegaT	
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Help	Cancel OK

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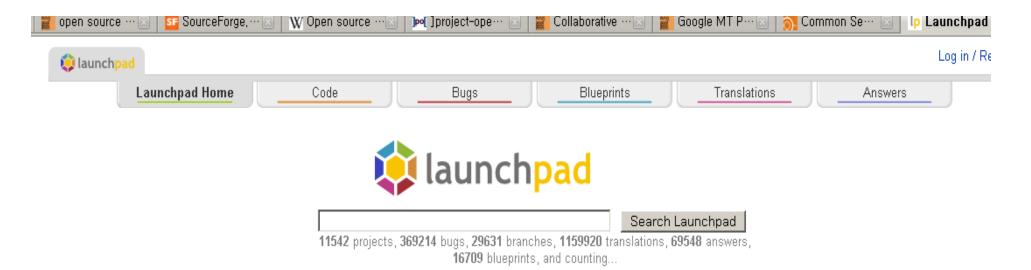
Java isWhitespace():

Help

Is Unicode white space: NO

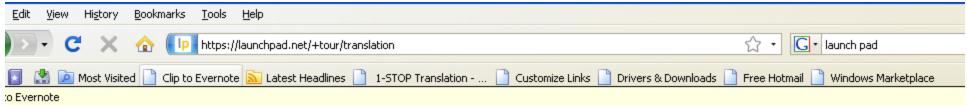
Translation Package Creation - The selection of the type of package to

generate



Launchpad is a unique collaboration and Bazaar code hosting platform for software projects. Read more...





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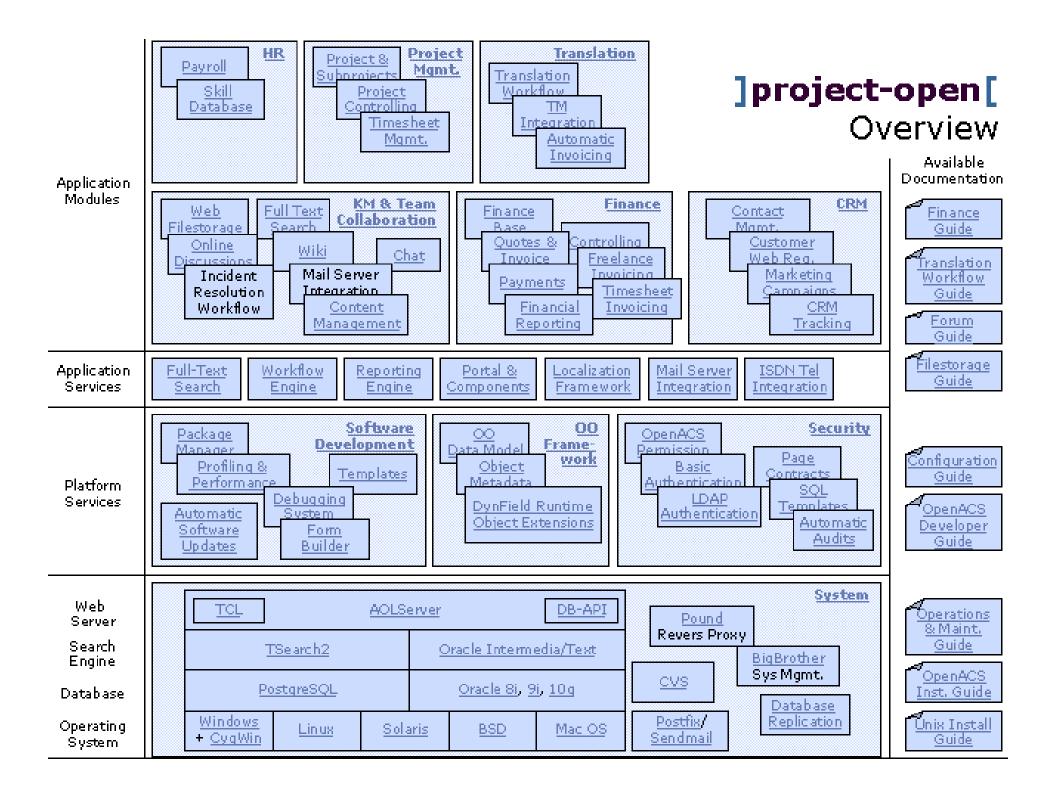


translation and review, GNU GetText support and automatic suggestions from a library of sixteen million translated strings.

Visit Launchpad Translations > Add your project to Launchpad >

Next 👘

cript:(function(){EN_CLIP_HOST="http://www.evernote.com")try{var%20x=document.createElement("SCRIPT");x.type="text/javascript";x.src=EN_CLIP_HOST+"/public/bookmarkCli... launchpad.ne







Numbers regarding]PO[

- Started: 2003 by
 3 developers Frank Bergmann
- Paid Customers: 200
- Installed: More than 1000 copies

- 80% of incomes from consulting
- 20% from commercial modules
- Linux Server based

PROJECT 1 user online **consulting** SiteAdmin: System Administrator My Account | Log Out | Change Password Forum Projects Companies Wiki Help Admin Home Users Finance Reporting Door Lock Distribution System (big)]project-open[: Projects : One project Summary Files Finance Tasks Admin Project Main Data Create a Subproject Project Base Data Project Door Lock Distribution System 21.12 (big) Scheduling name JI 15 Project# 2005_0106 d- 00 marzo 2006 abril 2006 mano 2006 nio 2006 ulia 2006 Grup Gabinec Associats S.L. Client 94 14 11 12 0 ы project-open(installation Project Ben Bigboss Linux Installation Legacy Data Import Caller Collings Manager Project/lickoff Process Analysis Project Strategic Consulting Production Server Installation Туре Linux Installation Install Project/Open Collingian Juntan Ad Project/Open Configuration Project Open [pol] Configuration (no tasks) Status. Jpol Training Project Managers Traini Astrey Lines Accountant's Training Start Date 2005-07-01 Autra Locar User Training Cuptom Software Developm Delivery Autors Local Catho Coddonator Project Scoping 2005-09-30 00:00 Anthron Gamer, Carlins Could have Date **Gao Analysis** Analysis of Business Require we taxed Caffed Codfigade ny Local Earlie Codificador Sympt Database Design On Track HTML MICKUP Status Implementatio Percent 95.0% 🔹 <u>Download GanttProject</u>.gan File Completed Project OK I Browse... 12 Upload .gan Budget 1330 Hours OK. Browse... Distributionconcept for door-locks 🗳 Upload .png Description for a medium company Warning: Don't modify the project structure while the project is being executed. Edit Changes may lead to deleted timesheet hours, cost items and others. Please read the manual and/or request more information. You need to install GanttProject on your computer.

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<u>B2006 04 0001</u>	Freelance	Thomas Avellino	2005-10-29	3375.00 EUR			
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Grand Total 8340).0 EUR	Grand Total	7050.0 El	JR			
Comments? Contact: <u>fran</u>	k.bergmar	n@project-open.(<u>com</u>				





Project Planning & Tracking

- Schedule your project tasks via GanttProject
- Assign resources to project tasks.
- Determine resource utilization and over utilization
- Track resource consumption based on reported timesheet hours and financial information
- Automatic project advance calculation from feedback on project tasks
- Executive status reporting using "traffic lights"
- Read more...





Project Controlling

- Calculate P&L (profit & loss) per project and customer
- P&L is based on a "compound cost model" to incorporate fixed costs
- Set budgets for absolute project costs and timesheet
- Permissions determine whether controlling is based on timesheet (normal project managers) or full financial information (privileged project managers only)

Project Invoicing

- Supports fixed price projects and effort based projects (based on timesheet information)
- Supports partial invoices (multiple invoices per project) and cumulative invoices (several projects per invoice)
- Supports Multi-Currency (allows to sum-up financial items in multiple currencies)
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Comments? Contact: frank.	bergmann@pro	ject-open.com								

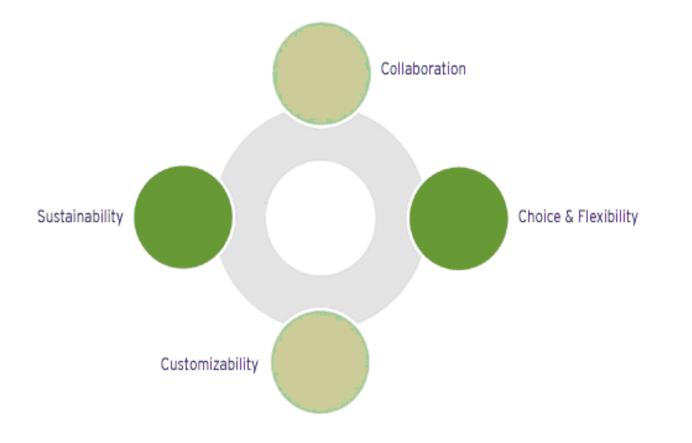


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GlobalSight Overview

GlobalSight is a collaborative, open source initiative to develop a flexible and sustainable Translation Management System (TMS) that leverages the best ideas and addresses the true needs of the industry. GlobalSight embraces an ecosystem of enterprise clients, translators, language service providers, technology suppliers, universities, research institutions and individuals alike to build out a next generation, industrial-strength TMS.







GlobalSight History

In 1997 GlobalSight, a Seattle-based international web development company, introduced a new software tool called Ambassador Suite. This suite allowed webmasters to generate multilingual sites while managing in only one language.

For the next several years, Ambassador grew from a platform to develop and maintain multilingual websites, to a complete Globalization Management System (GMS) that automated the localization process, leveraged previously translated material and managed the translation process in a collaborative environment.

GlobalSight continued to invest in the technology to increase operational efficiency, improve Translation Memory (TM) capabilities and streamline multilingual content management.

In 2005, Transware acquired the GlobalSight Ambassador product and subsequently developed it into a scalable internet-based (ASP) product. In the latest release, Ambassador 6.8 improved upon earlier editions by offering customers an advanced customizable workflow engine that can connect to internal content or document management system software, customizable word count analysis, side-by-side review functionality at file and segment level with full comment threading and management, and a new reporting engine for flexible reporting on volume, costing and efficiency. Transware offered Ambassador as part of their Transware services, with no enterprise licenses or software maintenance.

Over \$50 million dollars has been invested in the GlobalSight product since its start as the first translation management system in 1997. In May 2008 Welocalize inherited this solid technology with the acquisition of Transware. Welocalize is committed to investing in GlobalSight in the most efficient, innovative, and most important – open manner. This site is dedicated to understanding the needs of customers, LSPs and technology providers alike to develop and improve upon a Global Management System that can be shared by all.





Collaboration

Collaboration is the cornerstone of this initiative. By bringing together all of the best minds, from translators and LSPs, to independent software vendors and enterprise buyers, the GlobalSight community leverages the collective experience, talent for innovation and history of best practices to build a next-generation, industrial-strength Translation Management System (TMS).

A single vendor cannot address and accommodate the growing demand for translated content. An open source community of seekers and solvers offers a solution for managing, translating and delivering the increasing volume of global content.

Choice & Flexibility

In this non-captive community participants are free to discuss, discover and develop an open source technology that is flexible and offers protection from mergers and acquisitions that present a risk to their ongoing operations. With no licensing fees and a minimal learning curve, users can download, install and build upon the GlobalSight platform while securing a return on their investment.

Customizability

The industry demands a tool that recognizes the diversity of organizations, from roles and processes to development technologies and business models. No single player can anticipate and support the desired variations and evolving requirements. Through an open modular design, organizations can depend on the customizability of a powerful, on-demand TMS tool backed by key industry players.

Sustainability

Organizations need translation management technology that will endure and prosper: a tool that aligns with strategic needs and integrates with critical business processes, from Business Process Management (BPM) tools and Content Management Systems (CMS), to translation automation and open translation collaboration. GlobalSight engages the right players to take the technology to the next level and transform a vital business function into a value-producing platform that will drive results.



Mission Statement

GlobalSight is a collaborative, open source initiative to develop a flexible and sustainable Translation Management System (TMS) that leverages the best ideas and addresses the true needs of the industry. GlobalSight embraces in ecosystem of enterprise clients, translators, language service providers, technology suppliers, universities, research institutions and individuals alike!

We are pleased to introduce you to the GlobalSight Steering Committee!

- # Article Title
- 1 AOL Stephen Roantree
- 2 Autodesk Mirko Plitt
- 3 EMC Jessica Roland
- 4 IBM Frank Rojas
- 5 Novell Daniel McGowan
- 6 Salesforce.com Martin Wunderlich
- 7 Sun Microsystems Melissa Biggs
- 8 XenCraft Tex Texin

ALC 2009 BIGGER AND BETTER May 13-16, 2009 Austin, Texas



GlobalSight User Meeting: Localization World Berlin Monday, 08 June 2009 13:30 When: Monday, June 8, 2009, pre-conference workshop (13:30 - 17:00) Where: Localization World – Berlin, Germany Who can come: GlobalSight community members and interested parties - free of charge! How to register: Register for the free workshop through Localization World

Since January of this year, a new player has emerged in the Enterprise TMS market – GlobalSight, the open-source Translation Management System (TMS). Over 730 users have downloaded the software and are currently engaged in installation, testing or deployment phases. Through the forums these users have posted over 425 requests on process improvements and product enhancements in their quest for a next-generation, open-source TMS.

Current GlobalSight users range from software developers, localization specialists and IT managers, to technical writers, project managers and translators. The GlobalSight User Meeting provides a forum for everyone to leverage the collective experience and best-practices of the community.

The workshop will begin by outlining latest program developments and product enhancements, such as offline translation productivity tools and extensibility through new web service APIs. The team will then address maintenance and support plans for various types of users and profiles. A clear process will be defined for users interested in contributing source code and enhancements for the profit of the entire GlobalSight community.

The meeting will also serve as an open forum to hear from current GlobalSight users and highlight community-wide achievements. All are invited to share their experiences, from successful launches/pilots and quick installation tips, to custom-built applications and best-practices for implementing and integrating an open-source TMS into your multilingual content supply chain.

Attendance is free and open to all community members and interested parties, regardless of technical or localization background.





open-source software really free?

 For complex business process management software like TMS, no. License cost is a relatively minor factor compared to the planning, business process re-engineering, infrastructure, implementation, training, support, maintenance, headcount, and eventual scaling up and out of both the platform and the process. Looked at from this perspective of the total cost of ownership (TCO), <u>license fees account for</u> only 10 or 20 percent of the total cost.





What we want?

- 100% web-based: No download, installation, upgrades
- Free or Pay by use
- Real time online collaborations between PM, translator, Editor and Client
- Integrate MT

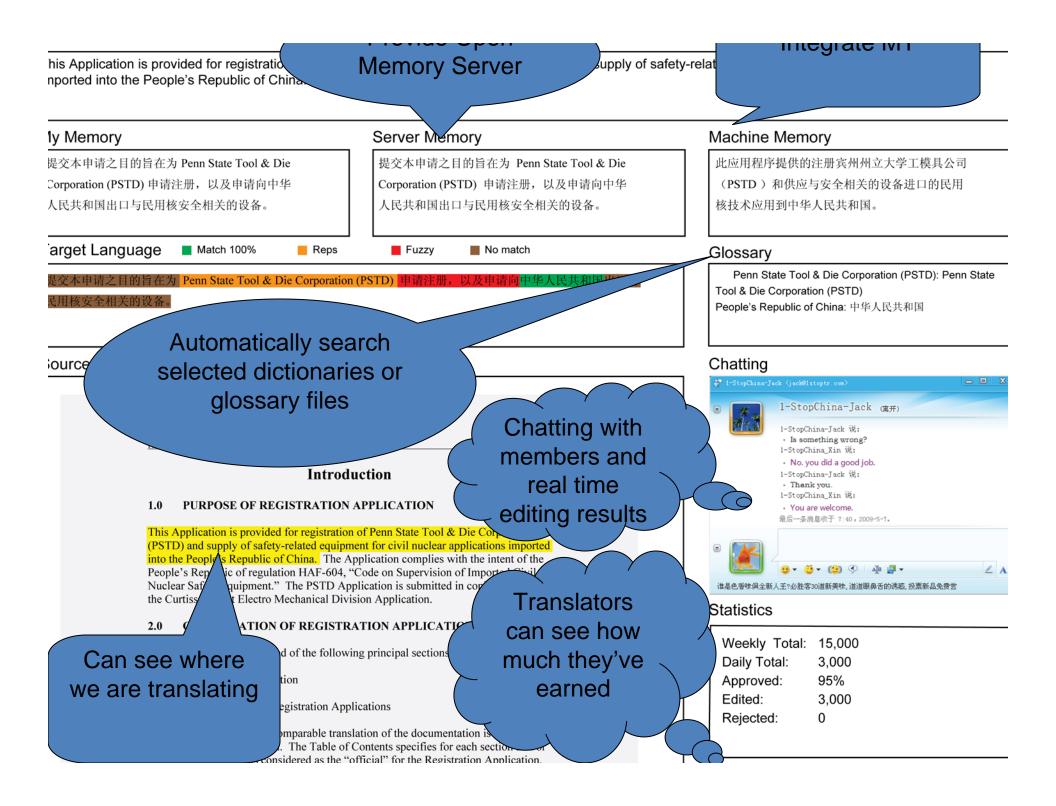
- WISIWYG
- Support open platform-XML
- Automatically Search all related dictionary and glossaries





Change the rules

- Small market: expand the market
 - -\$10,000* 1,000 copies vs \$100 *100K
- Small clients: change the way to charge
 - -Free for TM donation, Charge by Matches, Charge per word or month







Who's Next?

- LionBridge?: Logoport
- Google?
- Proz.com?
- Facebook?
- Globalsight+Launchpad?