

This Free E-Book is brought to you by [Natural-Aging.com](http://Natural-Aging.com).

**100% Effective Natural Hormone Treatment**  
**Menopause, Andropause And Other Hormone Imbalances**  
**Impair Healthy Healing In People Over The Age Of 30!**

**eProcurement and Translation**

**By Gavin Wheeldon**

**eProcurement and Translation by Gavin Wheeldon**

eProcurement and Translation  
Gavin Wheeldon of Applied Language Solutions

**Background of eProcurement**

The world of purchasing took a significant change with the introduction of eProcurement systems. Unbelievable ROI was promised and the whole purchasing world was about to revolutionise, all for a mere few million investment.

This would be done by rationalising the supply base to an absolute minimum and then ensuring no off contract buying was done by enforcing purchases through the system. There were additional savings in the reduction of administration from purchase orders through to invoice payment.

A small problem

Then along came the rather significant problem of supplier adoption onto these systems. Without a critical mass of spend there would be no real ROI. The problem came in that there were so many different proprietary systems including Oracle's iProcurement, Ariba, Commerce One, SAP and a multitude of others that the cost of supporting multiple catalogue formats was prohibitive for suppliers. Even worse was when services or configurable products were attempted to be catalogued.

Punch Out

Then along came Punch out or Round Trip depending on which you prefer (This article will use punch out), however the principle is the same. This allows end users to browse a supplier's website and bring back into the system the details of the purchase, therefore allowing all the same business rules and processes to be applied. This solved problems for configurable products, volatile pricing and some other key supply chain issues.

Translation

The level of translation spend in a company is often underestimated and in most large organisations runs into many millions. It is estimated that through the correct use of technology and the consolidation of this spend savings of up to 60% can be achieved. Therefore the benefits of adding this spend to eProcurement can far outweigh even the larger spend categories.

There is however, still a problem when trying to add your translation supplier to eProcurement systems. This comes down to two reasons:

- Translation purchases still need to go through a quotation stage in most instances. This is due to the fact there are so many variables that can change the price including such things as graphics with files.
- Most agencies will use translation memory tools, which mean that the same document can be differently priced dependent upon when you get the quote. This works by storing translated units in a database and when this same unit is encountered again it is priced lower.

These problems make it almost impossible to purchase translation in a single punch out session.

### How to eProcure Translation

Translation can be procured through the system with a slight adaptation of the normal punch out process. This is done by providing a standard link to the agencies secure server where a quotation can be requested and documents submitted. The quote is then emailed to the requisitioner with a link to return to the secure site via the eProcurement system. This will then start a punch out session and the quote can be added to a shopping basket in the normal way.

This article may be reproduced as long as information remains intact

### About the company

Applied Language Solutions provide translation solutions for business of all size and have a range of solutions to meet all needs.

Having worked in the technology industry including eProcurement and CMS systems, Gavin has in the past three t=years been working in the translation industry to bring technology and language together.

### **How to Read Job Ads**

#### **By Dagmar Rakos**

#### **How to Read Job Ads by Dagmar Rakos**

How to Read Job Ads for Beginners and Newcomers:

Here is the translation what you can REALLY expect whenever you

see one of these in a Classifieds Careers/Jobs section:

"exceptional positive attitude" -> translation: \*Boss is an asshole and a dictator who blows off his top thirteen times a day!\*

"willing to work long hours" -> translation: \*Forget about your family, or any personal life at all!\*

"stamina to work long hours" -> translation: \*In other words you are expected to be a cross between a jackass, a camel and an ox!\*

"you are a self-starter" -> translation: \*We have no idea what we are doing, but we sincerely hope, you will!\*

"can work independently" -> translation: \*Don't expect any support from us!\*

"provide assurance and consulting services to our clients" -> translation: \*You are an extremely skillful liar!\*

"exceptional organizational skills" -> translation: \*We hope we finally get someone who can clean up that big mess we have here!\*

"winning positive attitude" -> translation: \*Never get bogged down no matter how stupid the management decisions are!\*

"ability to work in fast-paced environment" -> translation: \*Break? What break...?\*

"you feel like an essential member of a corporate family" -> translation: \*You are not going to tell our secrets to the tax office, right?\*

"you are responsible and dependable" -> translation: \*We expect you to keep your mouth shut no matter what you see, what we do/don't do!\*

"willing to work hard" -> translation: \*Slavery, the legal way.\*

"extremely busy environment" -> translation: \*We are understaffed!\*

"friendly customer service" -> translation: \*You are mentally

challenged and smiling to it!\*

"outstanding customer support service" -> translation: \*You have an experience as a lion tamer or at least as a high school teacher!\*

"ability to work in a challenging environment" -> translation: \*You can always B.S. your way out!\*

"positive outlook" -> translation: \*What? You expect us to actually pay you for your work...?!\*

Copyright © Dagmar Rakos

-----Want more fun? Download FREE

3Q's booklet  
Original Quips, Quacks and Questions  
<http://www.makeyourhobbysell.com/mybooks/3qs-vol1.zip>

-----Want more

fun? Download FREE 3Q's  
bookletOriginal Quips, Quacks and  
Questions<http://www.makeyourhobbysell.com/mybooks/3qs-vol1.zip>



This Free E-Book has been brought to you by [Natural-Aging.com](http://Natural-Aging.com).

**100% Effective Natural Hormone Treatment**  
**Menopause, Andropause And Other Hormone Imbalances**  
**Impair Healthy Healing In People Over The Age Of 30!**