



CONSOLIDATING LTi

LT-Innovate Workshop
Brussels, 8-9 October 2012

BY
PHILIPPE WACKER
Secretary General

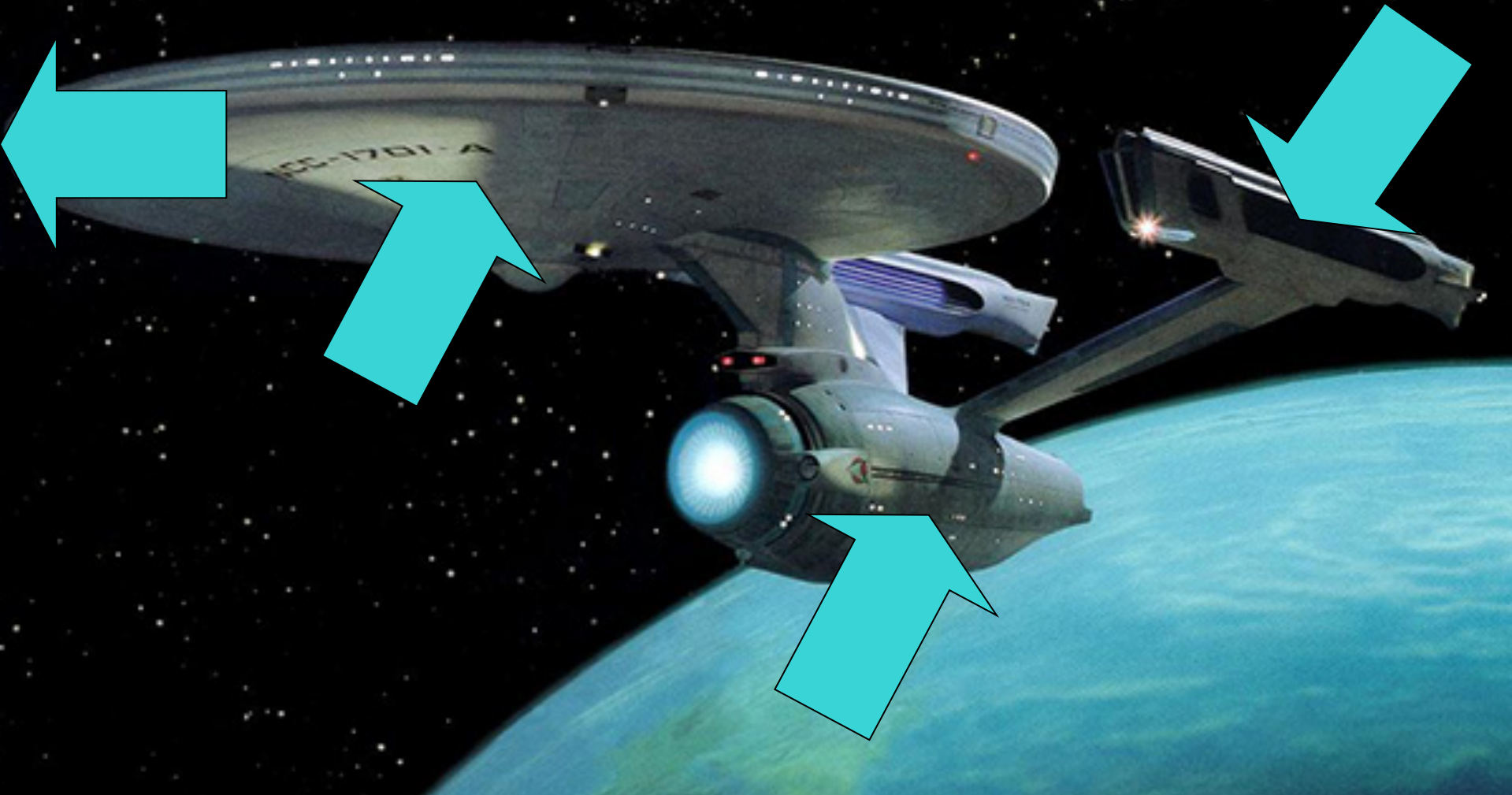
THE FORUM FOR EUROPE'S
LANGUAGE TECHNOLOGY INDUSTRY

[#1]

Funded by
the ICT Programme
of FP7



To explore strange new worlds, to seek out
new data and new knowledge, to boldly go
where LT has not gone before...





LTi is about developing a collective industry agenda!

DAY 1:

- Opportunities arising from open EC calls

DAY 2:

- Innovation Agenda – industry vision statement
- LT Market
- Buyer Focus Groups
- Visibility / PR
- SIG collaborative agenda
- Incorporating LT-Innovate



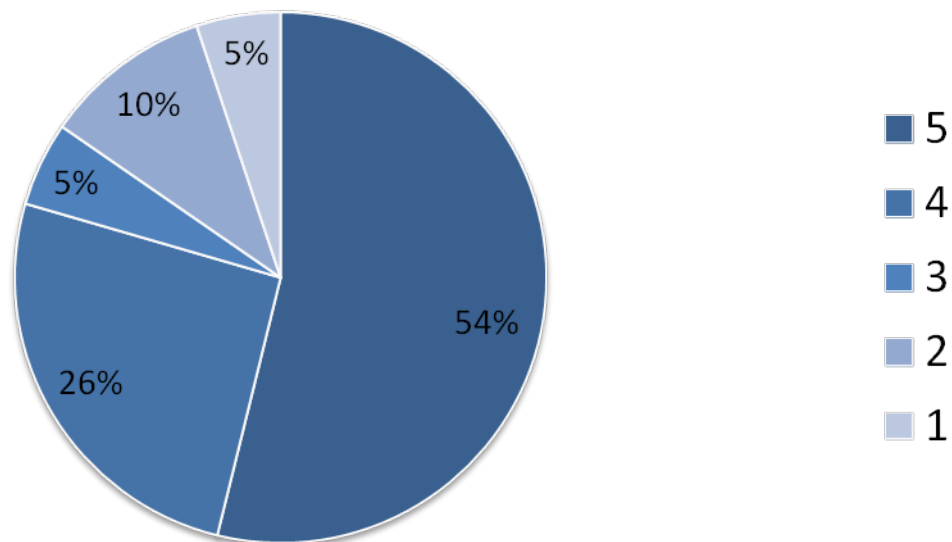
MEMBERSHIP POLL

(Results in decreasing order of preference)

Which of the following services would you consider useful for your company (please rate from 1 to 5 in order of growing interest):

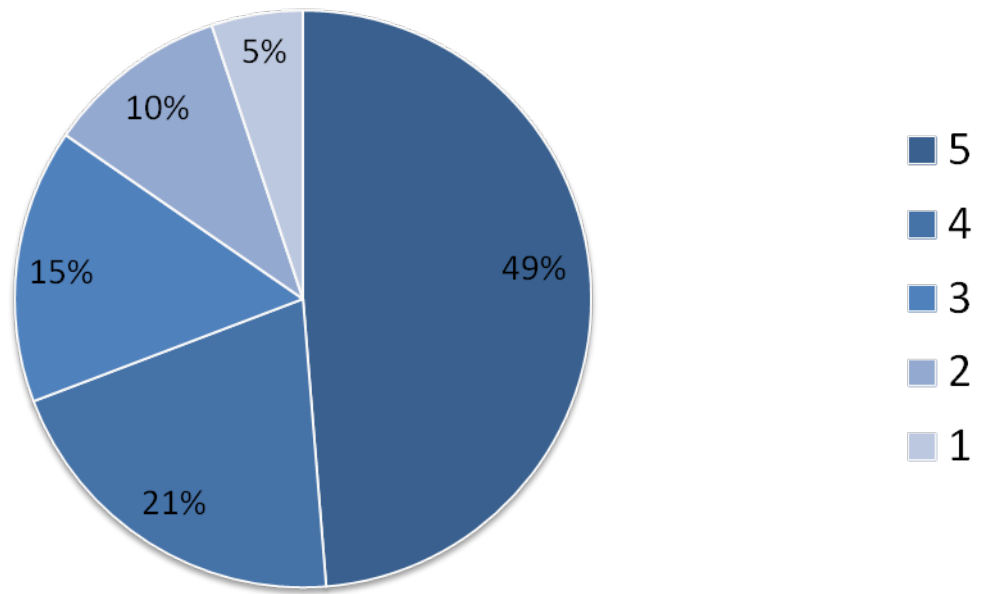
6.

Market figures relating to the LT industry (e.g. consolidated size of the industry; sub-segments: translation, voice, analytics; buyer markets, etc.)



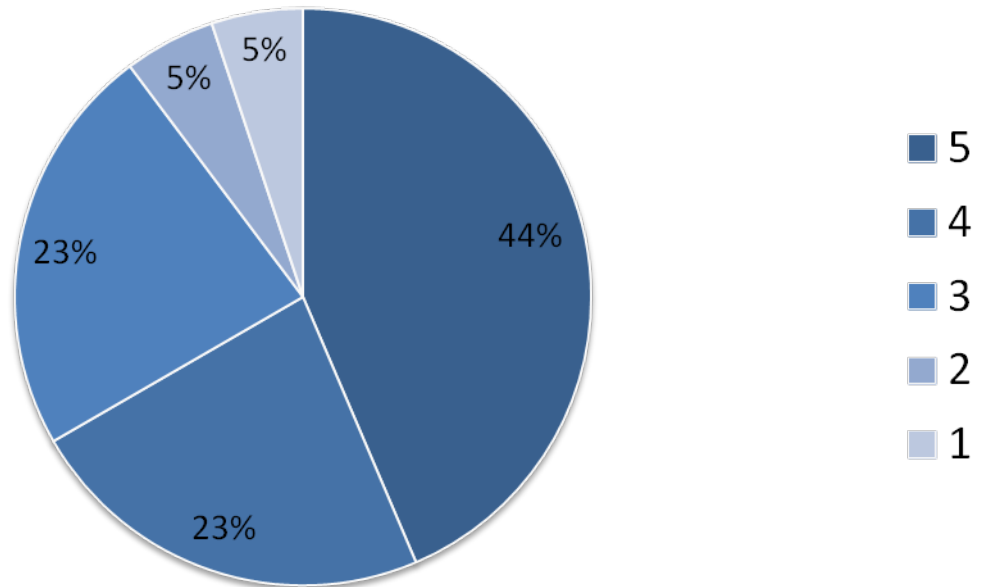
11.

Improved access to EU funding sources (participation in EU-funded projects)



19.

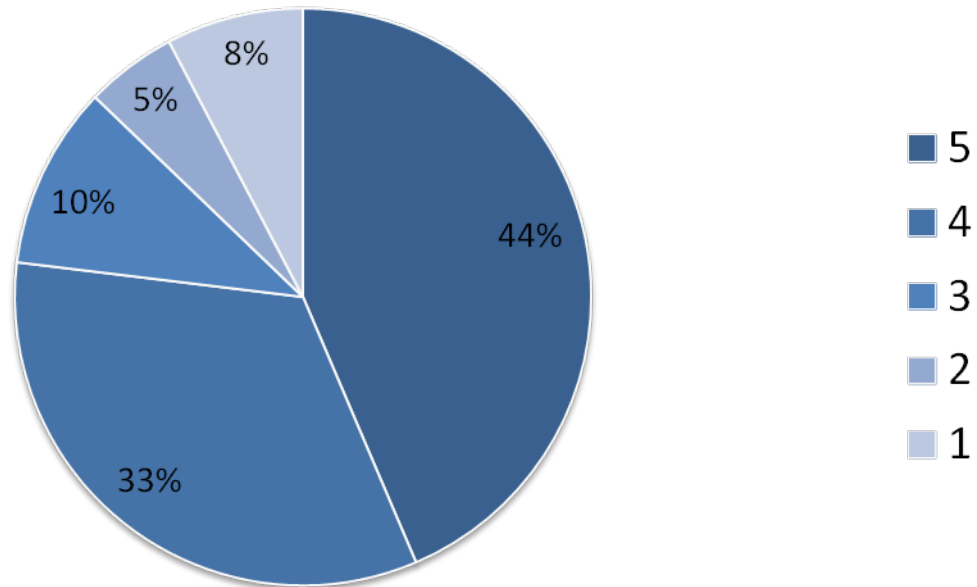
Targeted meetings with buyers / users of LT products and services



-10

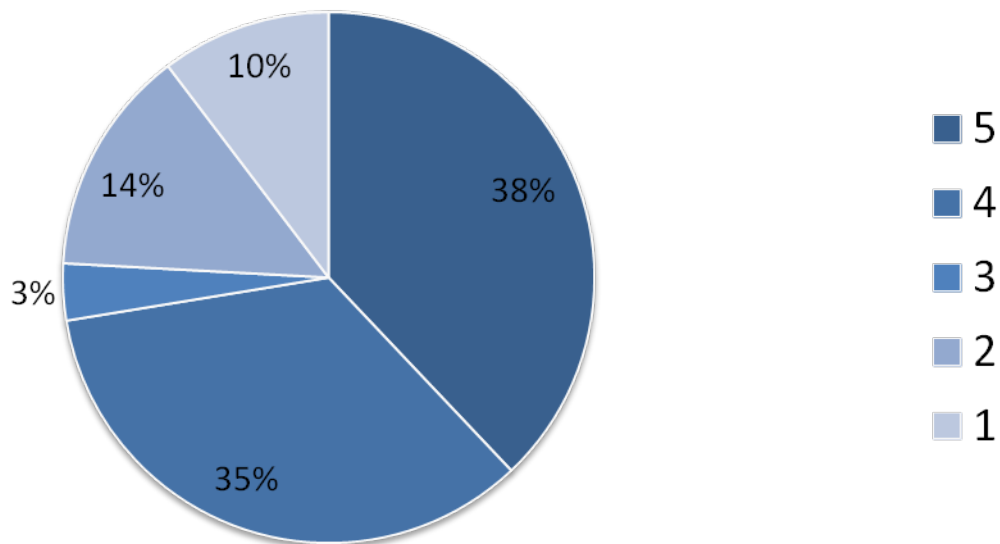
20.

Specific information about potential customers (e.g. buyer profiles)



18.

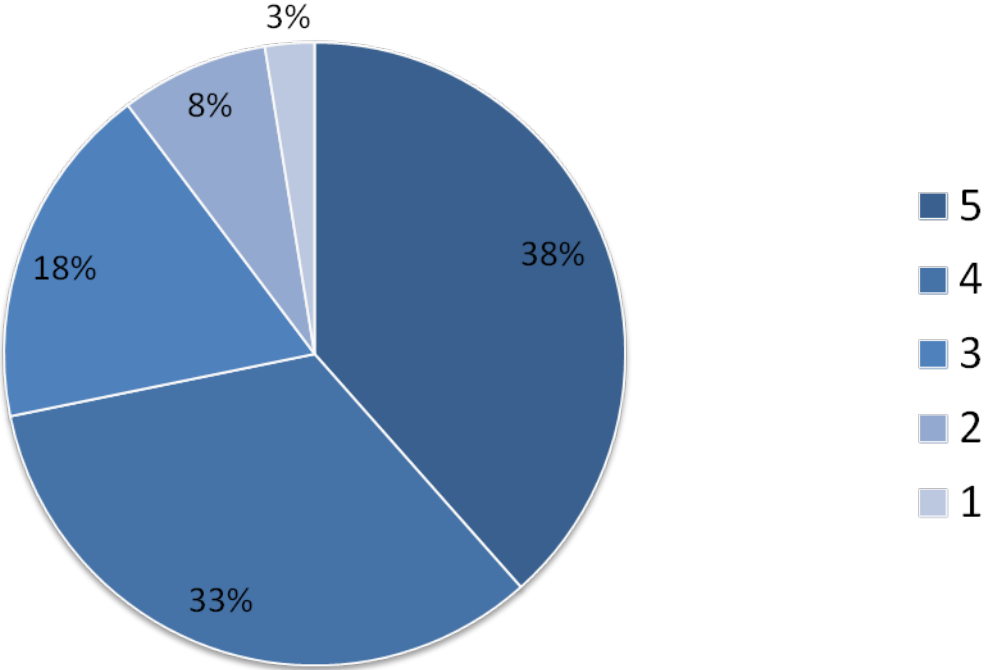
**Facilitation of access to non-European markets
(collective participation in trade fairs, trade missions,
etc.)**



DEMOTE?

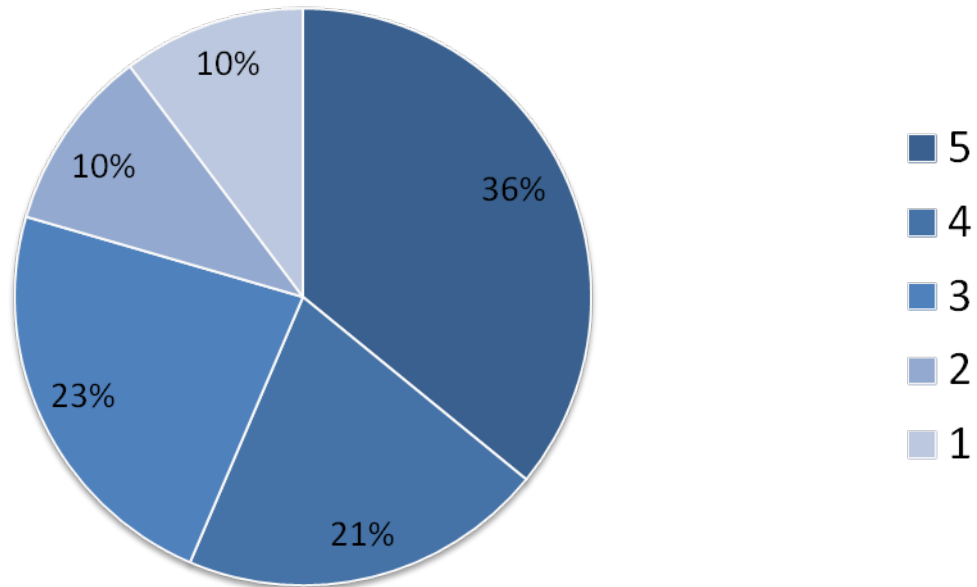
16.

New commercial partnering opportunities within Europe



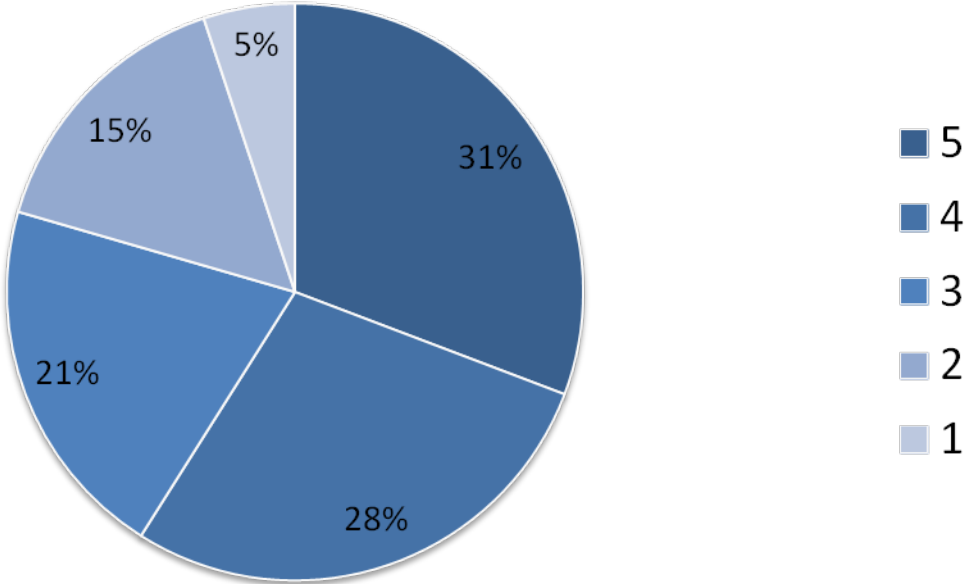
1.

Yearly Summit for LT vendors and their guests (investors, buyers, researchers, policy makers, etc.)



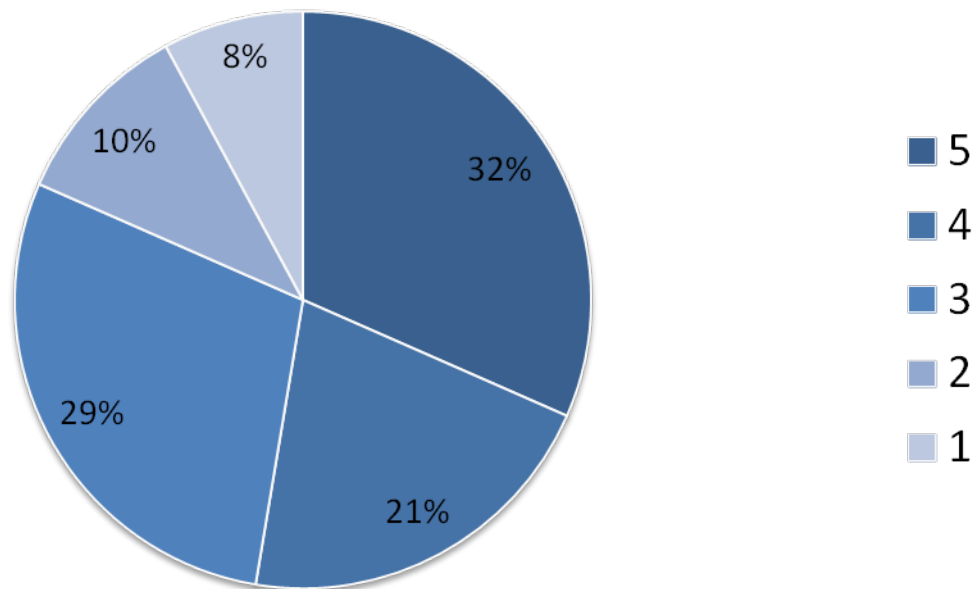
12.

Better information on R&D results available for commercial exploitation



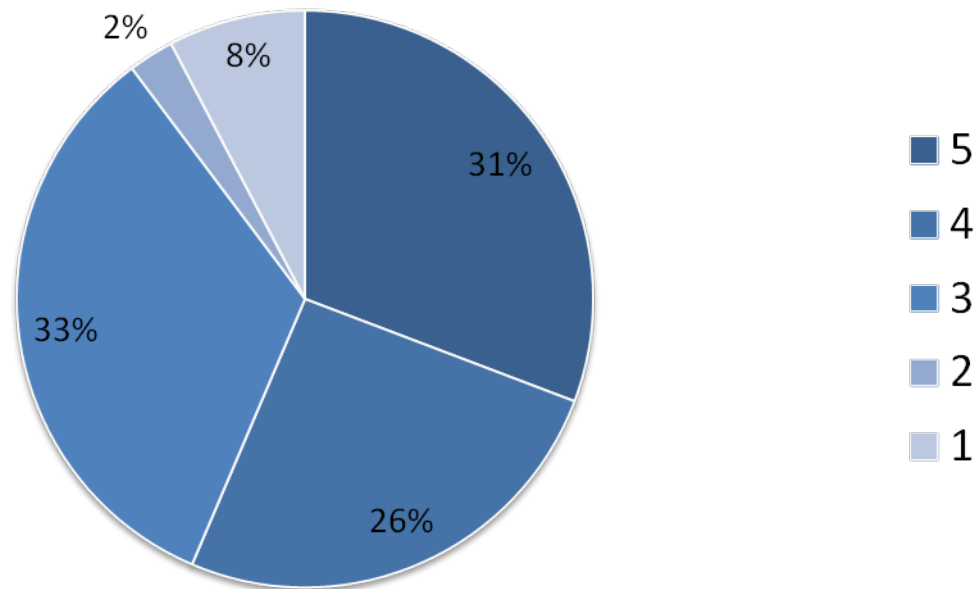
9.

**Better information on EU policies and programmes
(affecting the LT sector)**



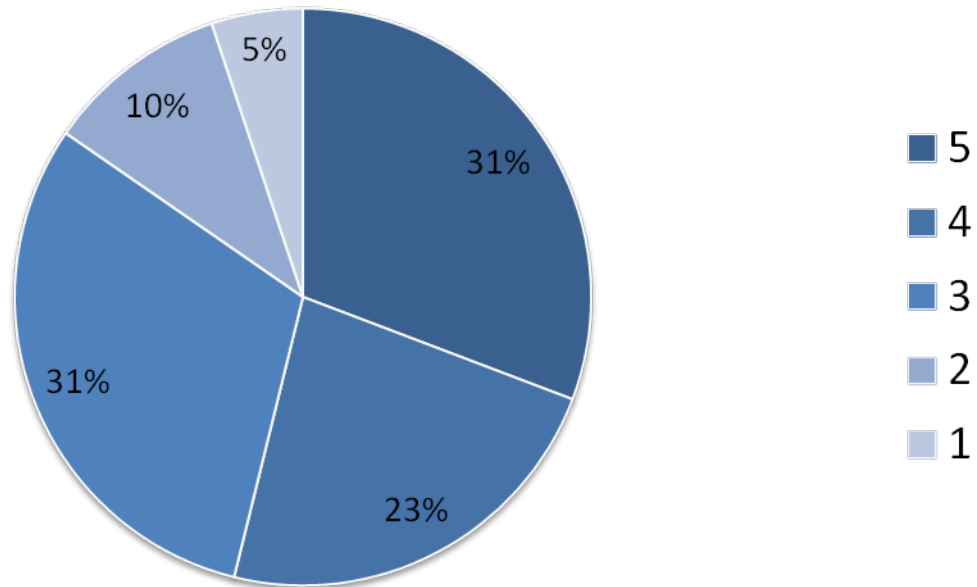
7.

Communication / PR campaigns aiming at raising the profile of the LT industry as a whole



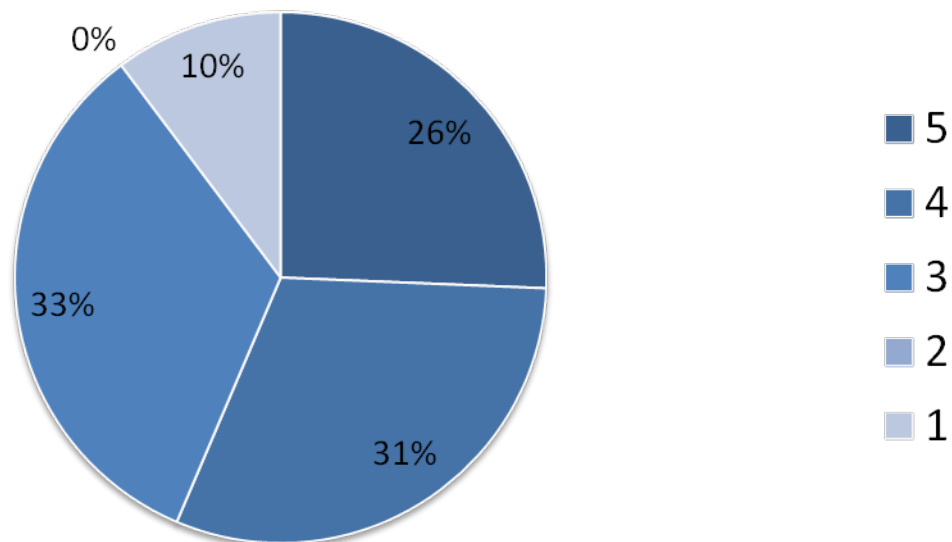
10.

More influence on EU policy making (on issues affecting the LT sector)



8.

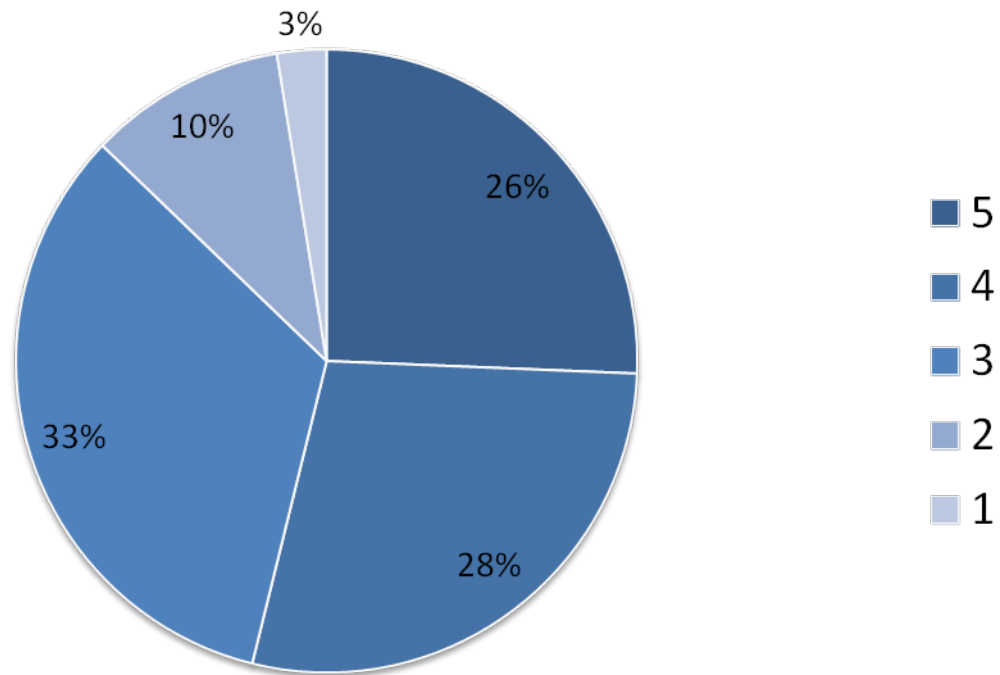
**Support for your individual PR/communication actions
(e.g. broader distribution of corporate profile, your
news, etc.)**



-10

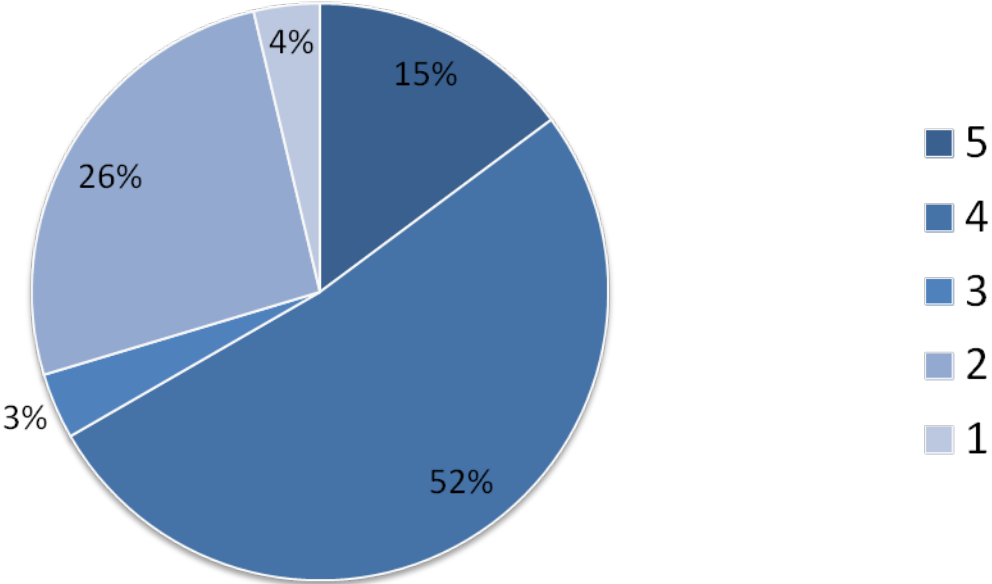
3.

News and information service on the LT industry



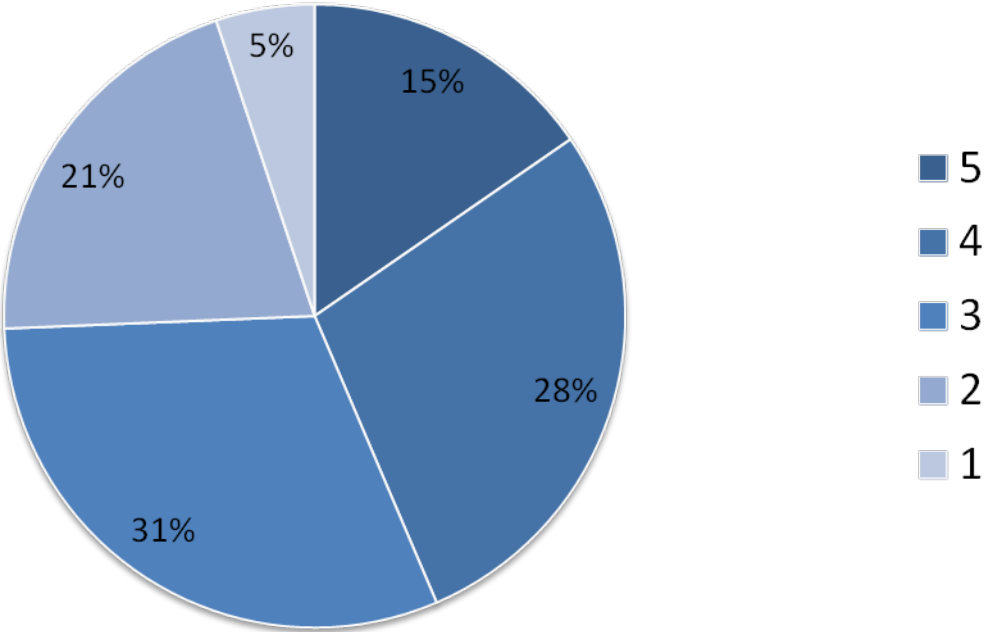
17.

Opportunities for sharing experiences, best practice, resources, etc.



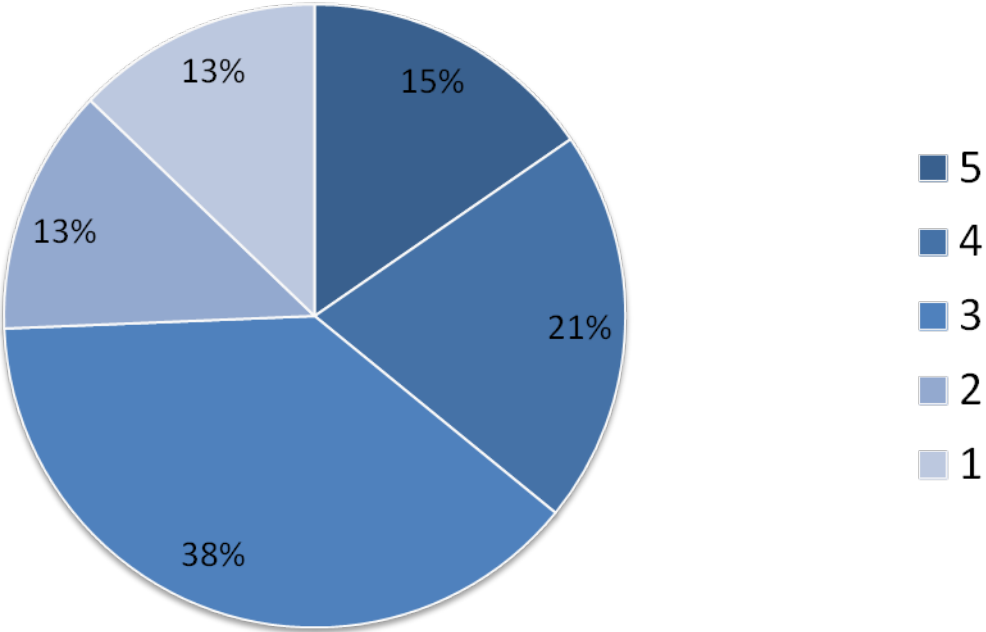
13.

Facilitation of technology transfer and licensing



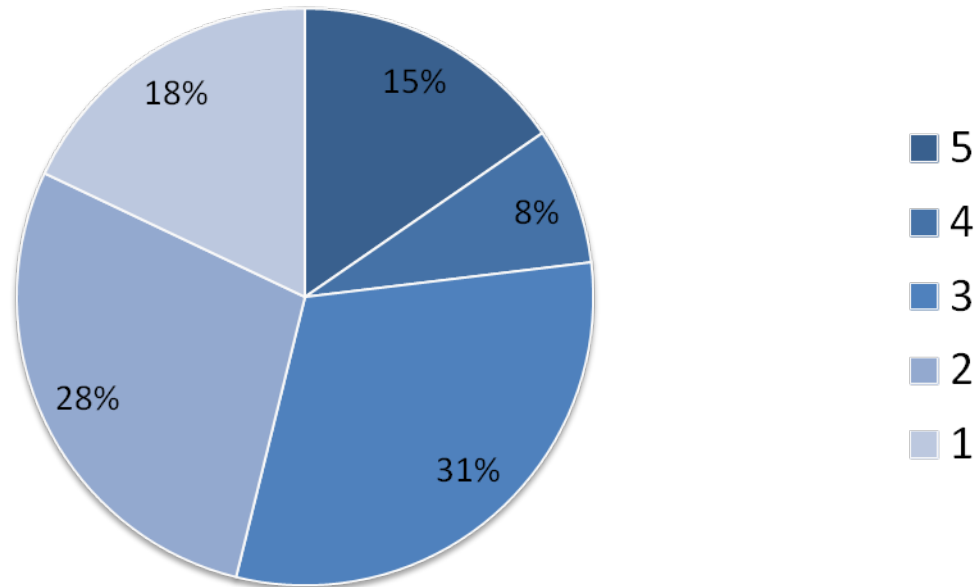
14.

Meetings with investors



2.

Online tools for day-to-day virtual collaboration (e.g. special interest group infrastructure)

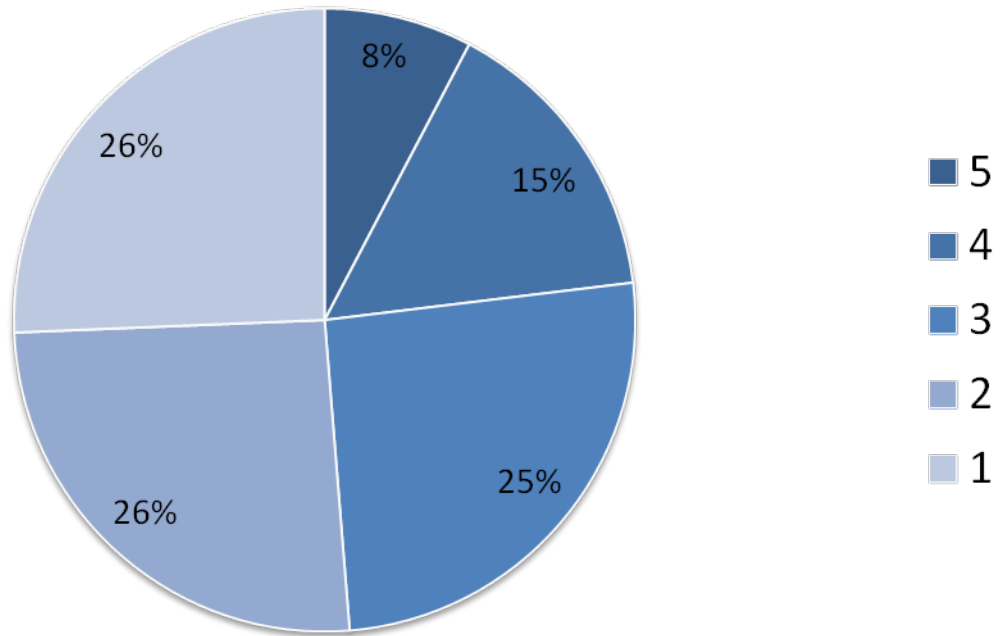


DROP!

-46

15.

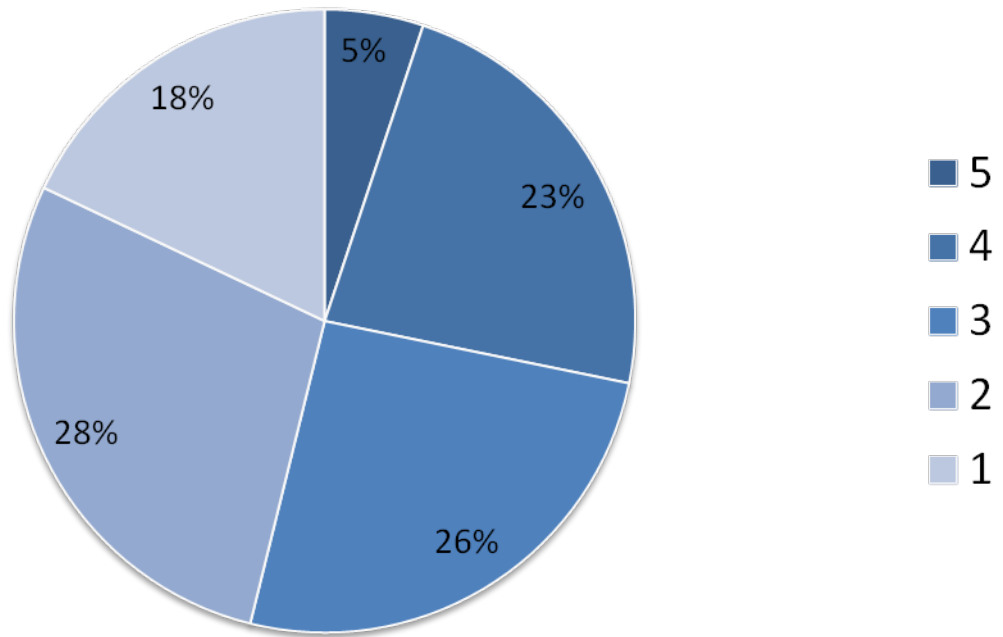
Training courses on specific issues.



DROP!

5.

Online job vacancy board

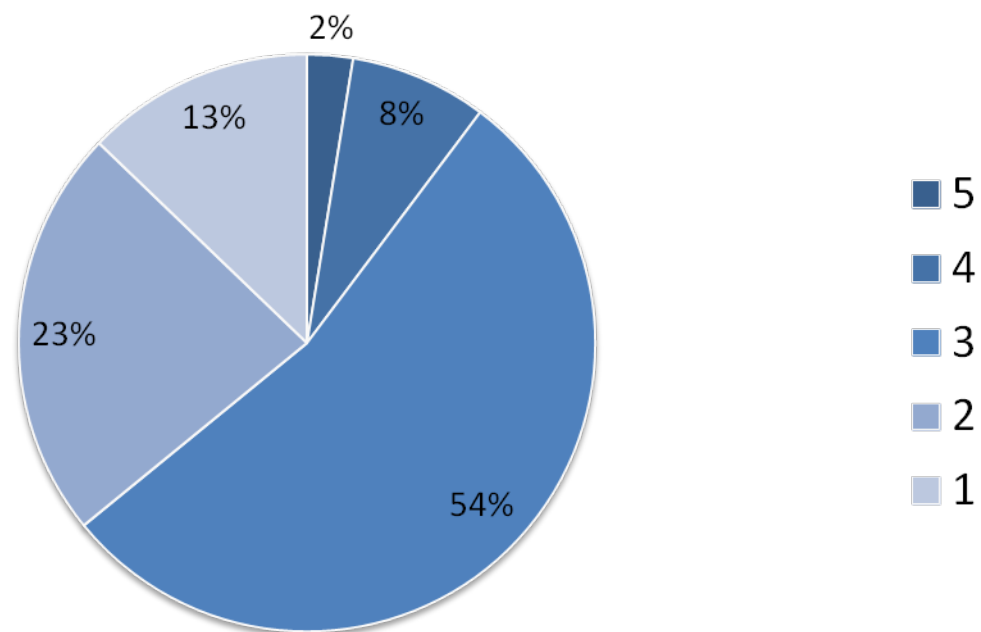


DROP!

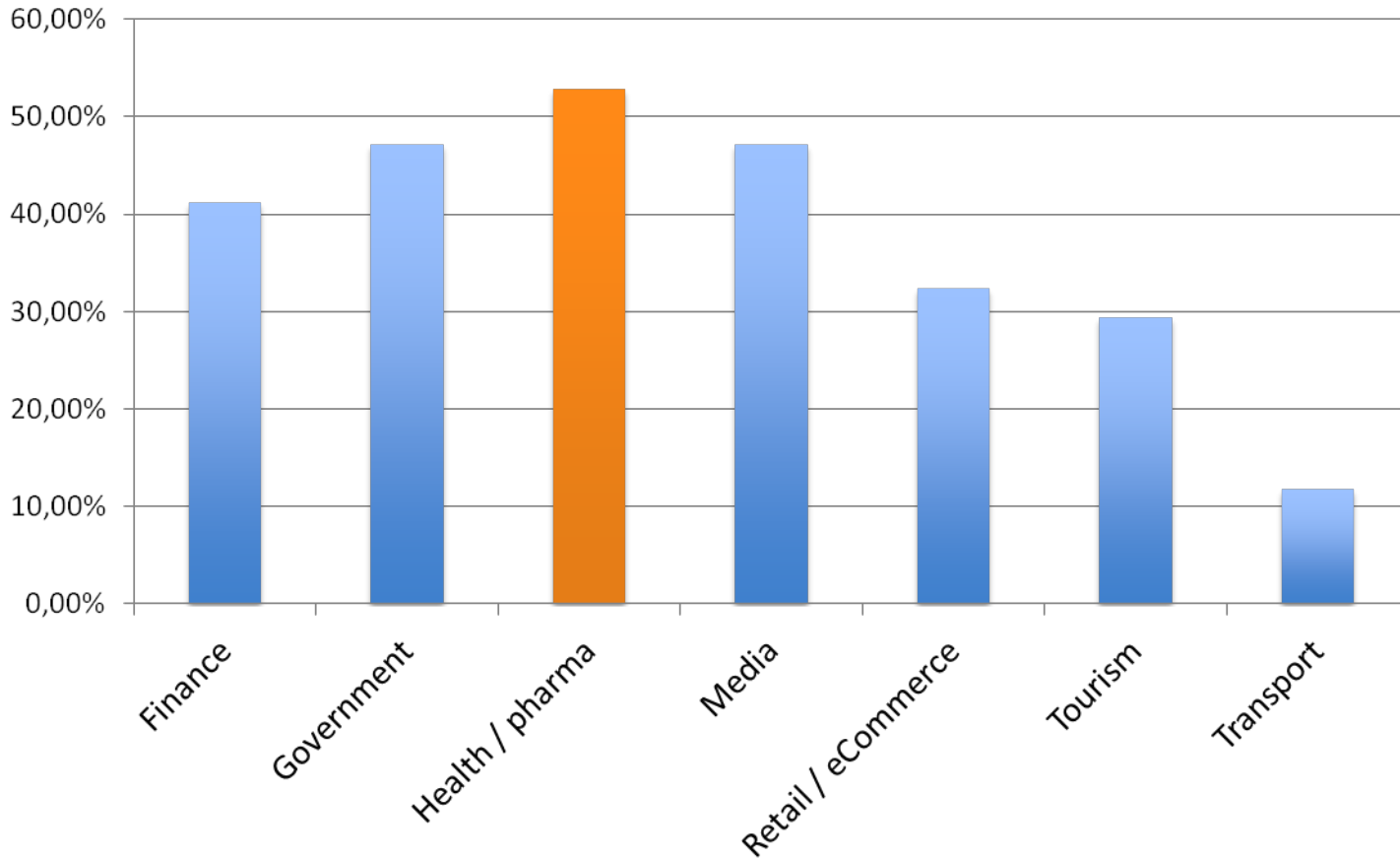
-46

4.

Social networks (blog, Twitter, LinkedIn Group, YouTube channel)



In view of question 20 above, which sectors would you like us to target prioritarily?



Other sectors mentioned

- Education 3x (8%)
- Energy
- Avia
- Auto
- Mechanical engineering
- Software
- Call centres
- Mobile
- Natural resources
- Multinationals
- Industrial

Other comments

- Tasks related to document management and business analysis are required
- The problem of the industry is a long tail of change-prone, tech-ignorant LSPs - their activation is a key to the success of entire industry.
- Share more information, also informal. Maybe some kind of internal forum on LinkedIn!?
- <http://tiny.cc/1kkplw>
- Webinars or remote collaborative tools are welcome

If you have not yet answered...

- <https://www.surveymonkey.com/s/DV3K6HC>
- N.B. the poll is open only to LT vendors!