

# SUCCESS STORY

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The logo for Oatls, consisting of a light blue stylized 'O' followed by the lowercase letters 'atls' in a dark grey, sans-serif font.

# THE CLIENT

Grupo Catalana Occidente is one of the leaders in Spain's insurance sector and in credit insurance worldwide. With steady growth and a strong presence, it has more than 7,300 employees with offices in over 50 countries, providing services to more than four million policyholders. Its network consists of over 1,500 offices and 17,000 brokers.

It currently ranks fifth in the Spanish market and second globally in credit insurance.

The group provides its services through different brands:

1. Seguros Catalana Occidente
2. Plus Ultra Seguros
3. Seguros Bilbao
4. NorteHispana Seguros
5. Crédito y Caución
6. Atradius
7. Atradius Re



## NEEDS AND OBJECTIVES

Grupo Catalana Occidente had **clear needs** before we started collaborating with them.

On the one hand, it needed to **translate six websites with diverse content** from Spanish into other languages. To do this, it was looking for software that would allow it to automate the translation process without sacrificing the quality that only human translation can provide.

On the other hand, it also needed to **centralise its document translations** (avoiding overlaps, providing control of costs and requests, and adding uniformity to the translated content). Along these same lines, managing translation requests (which can range from a few dozen words in a contract to thousands of words in an operating manual) on a single platform would allow the group to optimise the time spent on requests, and thus the performance of its staff.

In all, it hoped to achieve **three basic goals:**



Shift towards an economy of scale with a single translation provider, which would allow it to **optimise costs in the long term.**



Gain control over translations, because in this business model, **the clarity and precision of the texts**, both original and translated, is essential.



Reduce bureaucratic tasks and eliminate (or minimise) potential billing errors by means of a **reliable and efficient automation process.**

## THE SOLUTIONS

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We offered Grupo Catalana Occidente two perfect solutions for its translation needs.

### SOLUTION No. 1: Automated translation of websites

To translate the websites, we opted for [AT-RTS](#), a tool for each of the group's websites that allows it to request translations right from the CMS. These requests are sent directly to our translators, and the content, once translated, is automatically published in the CMS itself. No manual action required!

Group websites that we translated using AT-RTS:

[www.grupocatalanaoccidente.com](http://www.grupocatalanaoccidente.com)

[www.seguroscatalanaoccidente.com](http://www.seguroscatalanaoccidente.com)

[www.plusultra.es](http://www.plusultra.es)

[www.segurosbilbao.com](http://www.segurosbilbao.com)

[www.nortehispana.com](http://www.nortehispana.com)

[www.fundaciojesusserra.org](http://www.fundaciojesusserra.org)

### ADVANTAGES OF USING AT-RTS

- Saves time on translation management: the content goes directly from the CMS to our translators.
- Secure end-to-end connection with a multilingual management platform with automated quality processes and systems.
- Does away with file processing errors.
- Ability to send different formats (HTML, Properties, JSON, TXT, etc.).
- Lower costs.
- Shorter time-to-market.
- Scalability: option to add languages quickly and easily.

## SOLUTION No. 2: Centralisation of document translation

To translate documents, we offered Grupo Catalana Occidente our online translation management platform, [AT-HUB](#). This way, all the Group's companies' translations would be centralised in a single tool.

AT-HUB also lets **clients track their costs** and translation requests, distinguishing between companies, departments and cost centres. With this platform, users can **request immediate estimates online**, monitor their orders and have a repository of all the translations requested, with detailed tracking of costs, jobs and consumption.

AT-HUB also lets clients register as many users as they need and track requests through the General Services department.

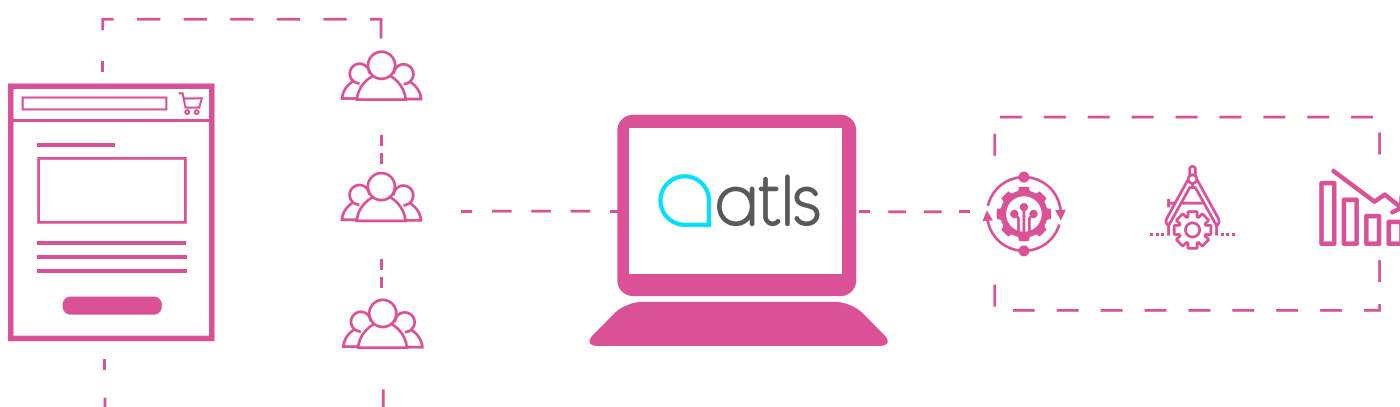
All their goals are achieved thanks to our solutions!

## THE RESULT

With help from our solutions, Grupo Catalana Occidente was able to manage its translations and take control of its costs and requests.

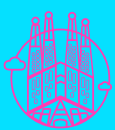
The AT-RTS solution resulted, on the one hand, in the implementation of a fast and efficient system that can be used to send and receive translations from the CMS, greatly simplifying this process, without having to worry about file formats or tracking different file versions. Users receive a quality translation that is ready to be published directly in their CMS.

And on the other, thanks to our online translation management platform, AT-HUB, Grupo Catalana Occidente benefits from a centralised billing service and from automated translation management, in addition to having quality translations and uniform content across all its media, as well as a single point of contact at the translation company.

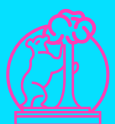


# oatls

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