Volker Steinbiss Managing Director, AppTek, Germany



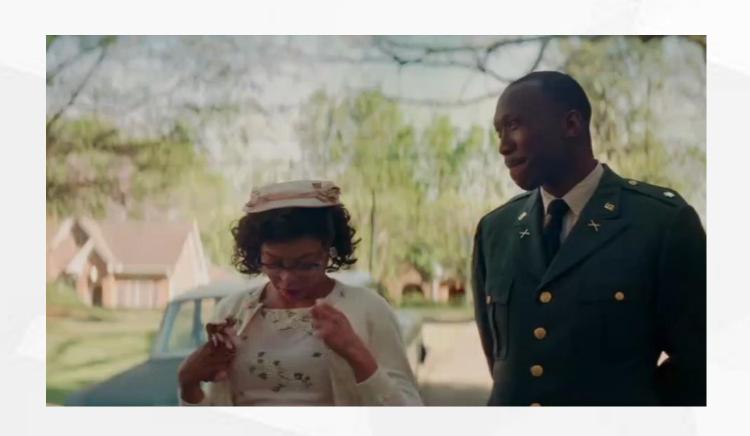


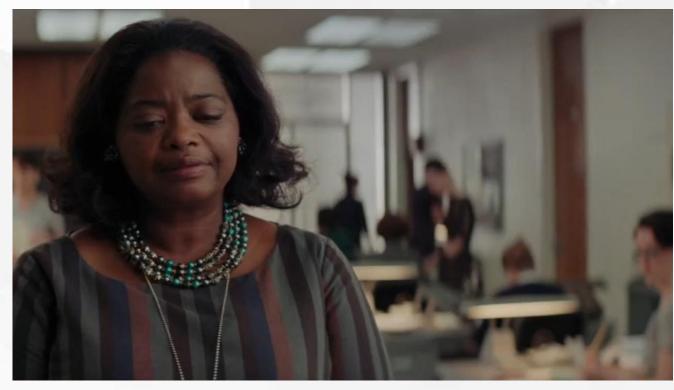


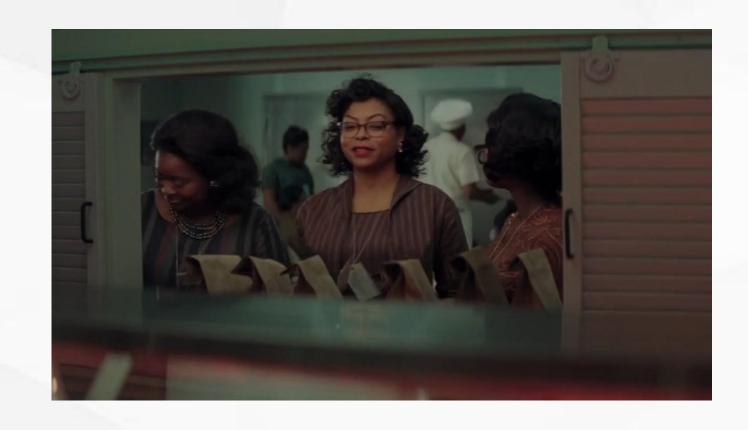
- Movie "Hidden Figures"
- · 2016, 20th Century Fox
- Director: Theodore Melfi
- IMDb: 7.8/10 (235k)



# Hidden Figures (Scenes #1)











```
Will a significant part of the value creation be done by machines?
Yes
```

```
Will there be significant cost reduction?
Yes
```

```
Will workflows change?
Yes
```

Will workplaces change? Yes

It never is Will it be easy?

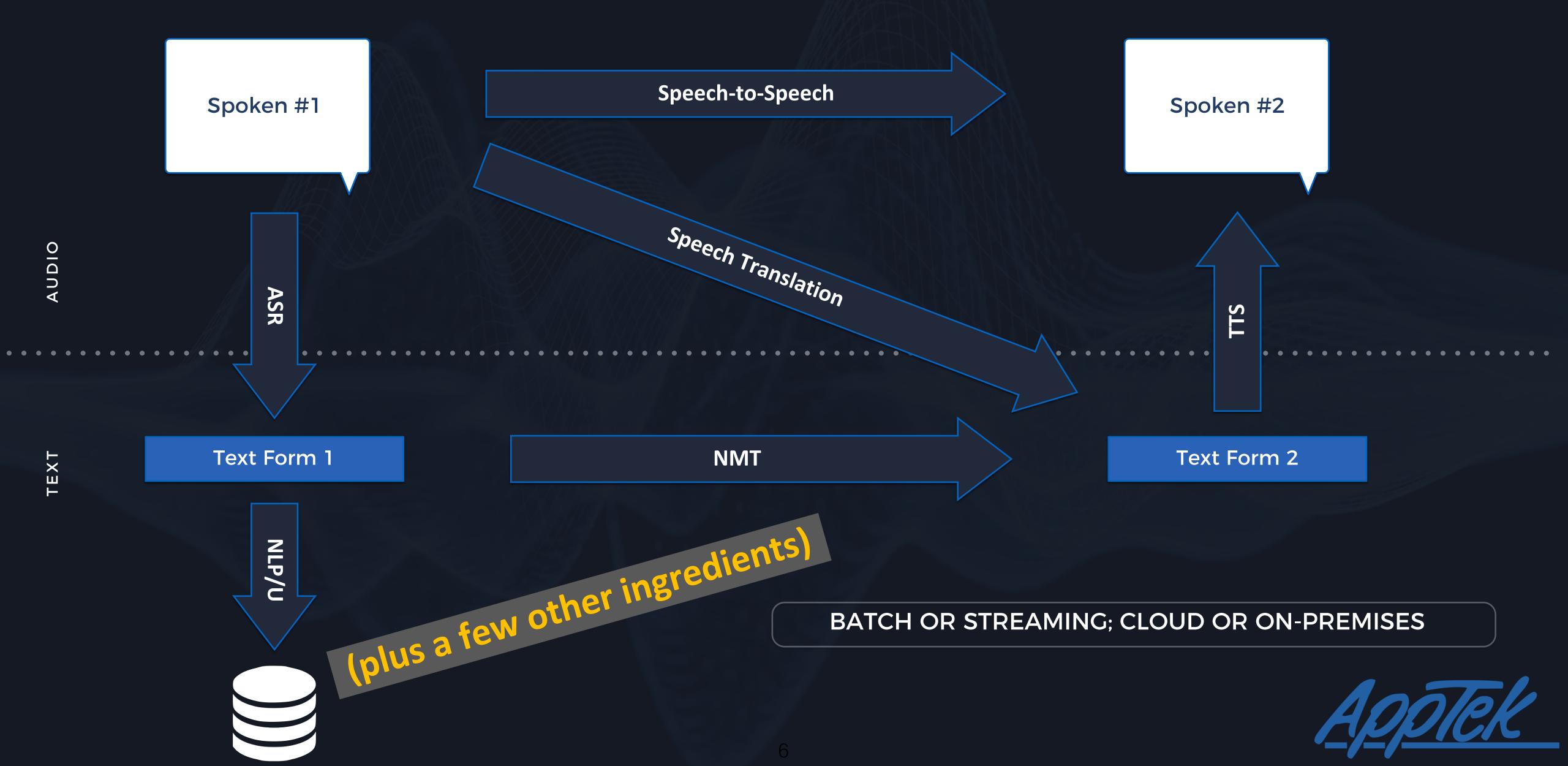
> Is dismissing language technology an option? No

Will langue this later ssionals be in control?

Who will be the winner?



#### Full Stack Human Language Technology Solutions



#### Demo as of Feb 2023

- Source language: US English
- Several target languages
- Fully automatic source to target audio no manual intervention
- Adaptive synthetic speech
- Qualitative improvement over Sep 2022 IBC demo





# The Playing Field

Content Owners

LSPs

Workflow

Language Professionals

Consumers

Language Technology



Yes Will a significant part of the value creation be done by machines?

Yes Will there be significant cost reduction?

Yes Will workflows change?

Yes Will workplaces change?

It never is Will it be easy?

No Is dismissing language technology an option?

To be decided Will there be fewer jobs?

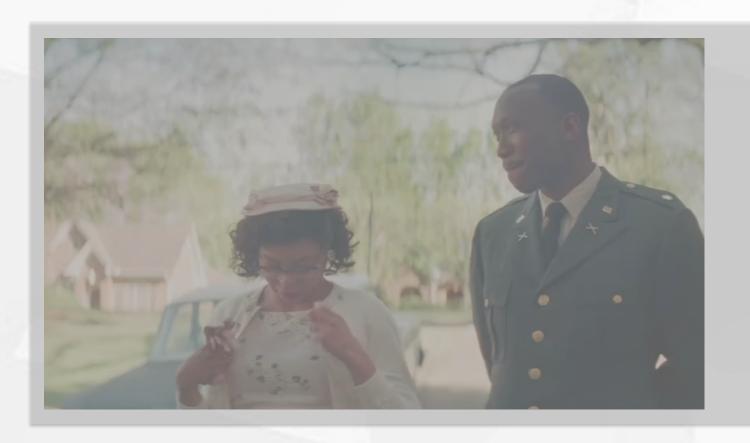
To be decided Will language professionals be in control?

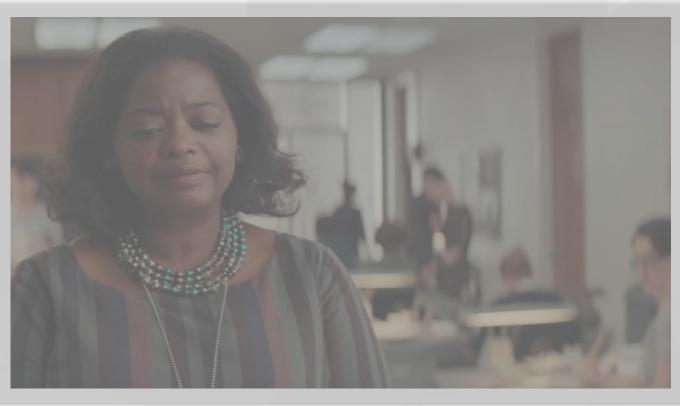
To be decided Will there be value migrating away?

To be decided Who will be the winner?

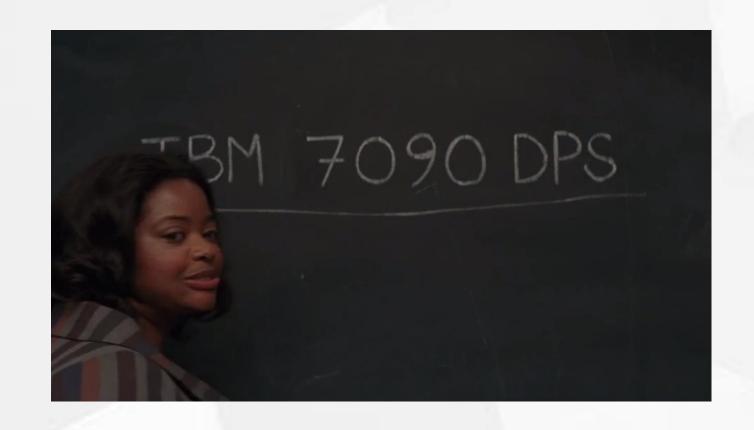


# Hidden Figures (Scenes #2)













### Key Take-Aways

- Embrace language technology
- Do it step by step
- Fight quality loss
- Establish quality metrics
- · Professionals, keep the upper hand
- · Fight price erosion, seek common interest
- Use technology to grow and be fast



### Thank you for your attention

