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Dear Sir/Madam:

Linguaserve Internacionalización de Servicios S.A. has been providing GILT services and solutions (Globalisation, Internationalisation, Localisation and Translation) for 10 years now. It also offers web globalisation solutions, which, added to the high quality of its services, has made this Spanish company a veritable market leader in this field. Moreover, it boasts other web based solutions including XML and SOAP web services, as well as its highly successful PLINT solution, a truly cutting edge system in the automation of localisation processes (for example, we are mentioned in Business Week: http://www.businessweek.com/innovate/content/oct2009/id2009101_196515_page_2.htm)..

Given our expertise and extensive practical experience in this sector in Spain, we feel we can make a valuable contribution to these talks and would like to volunteer our availability to participate as speakers in the W3C Workshop, The Multilingual Web - Where Are We? If chosen to participate, we will tap into the rich experience that we have collected over the years while collaborating with big globalisation projects carried out in Spain for prestigious clients such as Repsol, Inditex, Indra, Agencia Tributaria (Tax Agency), Ministerio de Cultura (Ministry of Culture) and the Ajuntament de Barcelona (Barcelona City Council), and many others. Linguaserve is also a strategic partner for companies like Vignette (now Open Text), Lucy Software (Linguaserve integrates the Lucy Software Automatic Translator in its ATLAS-P1 product) and Indra (collaboration with big I18N/L10N projects). We intend to speak on the following aspects:

Present: Multilingual web services, key aspects of internationalisation (I18N), management of multilingual content and localisation (L10N) to successfully maintain multilingual content and obtain globalisation solutions. This section will be broken down into two points:

- Multilingual Web content life cycles.
- Content localisation: Online, Offline and Automatic real-time.

Present and future: New hybrid solutions for professional and automatic translation by combining web services technologies and web proxy, so as to tackle key aspects of HTML coding and page structuring in browsers to achieve optimum results with these kinds of technologies.

This speech will be prepared and presented by the Linguaserve's management team all of whom have extensive experience in this sector. We will also be attending the event. The other names and executive positions are: Giuseppe Deriard, Technical Director (Software Engineer and Globalisation expert) and Pablo Badía Mas, Production Director (BSc Engineer and Translation and Localisation expert).

We eagerly await your response to our request to be speakers at this workshop, in which case we will be willing to collaborate with a sponsor.

Yours respectfully,
Pedro L. Díez Orzas