



Nimdzi 100

*The size and state of the language services industry,
including ranking of top 100 LSPs by revenue.*

March, 2018

First edition

ABOUT NIMDZI

Who we are

The language services industry is growing and there is no end in sight. For your company to dominate the competition and be ahead of the game, you require insight – and that is exactly where we come in. We come from diverse backgrounds in the language industry. We are a market research and international consulting company made up of analysts, consultants, LSP experts, and researchers. But we are all connected with one united goal – Helping our clients succeed.

And yes. We know the industry.

What we do

With a global team management approach, we work directly with you, learning the ins and outs of your business so that we can help to customize and tailor your business needs on the global stage. When you localize your message to prospective global customers, you reach them on a much deeper level and that only means one thing – customers are engaged and interested. We help you to better understand and connect with your demographic.

We build actionable insights and reports that cater specifically to your products and services. We provide the window into the ever-changing translation and localization industries. Working with us means building relationships with influential players – an essential part of penetrating your market.

The future lies directly in the global market. We get inside the head of the localization users and focus on factors that are important to them. We research. We report. We advise. We direct. We guide.

We're here to help

Looking to move into the global market? Want to establish the ultimate customer experience? Need some insight into how to adapt your products and services to have the look and feel of your target market? Dreaming of creating an ultimate user experience – one that will help to advance your marketing strategy and drive your business goals?

We are here to help.

CONTENTS

RESEARCH TEAM 3

Meet the analysts

NIMDZI 100 (LSP RANKING) 5

The largest LSPs in the industry

WATCH LISTS 11

Additional LSPs to keep an eye on

METHODOLOGY 15

Our investigative approach

GROWTH 17

Which LSPs are growing

MARKET SIZE 19

The largest LSPs in the industry

PATHS TO GROWTH 21

LSP Strategies for growing with the market

MARKET ANALYSIS 23

Analyzing the findings

CONCLUSIONS 26

Final thoughts

RESEARCH TEAM



Konstantin Dranch

Language industry researcher, speaker and event organizer, Konstantin can be said to be the brains behind Nimdzi's primary research machine. Formerly a business journalist and a strategist in a language technology company, he has unique insights into every situation. As Chief Researcher, Kostya makes sure that the data is being looked at from all possible perspectives.



Renato Beninatto

CEO and co-founder, Renato brings decades of experience everywhere he goes. With extensive experience in international consulting, market research, sales and marketing, Renato provides the strategic direction that helps Nimdzi better serve clients worldwide.



Tucker Johnson

As Managing Director and co-founder, Tucker takes Renato's crazy ideas and puts them into action. Specialized in vendor side operations, global team management, large program outsourcing, and supply chain governance, Tucker is happy to share his operational experience with Nimdzi's partners.

OTHER TEAM MEMBERS



Sandra Olivera

Sandra arguably holds the most important role on the team as the head of business development. Nimdzi's mission is to provide a much-needed service by providing information and insights on language services. This means it is important to stay in touch with our clients and partners. Sandra is responsible for keeping Nimdzi's fingers on the pulse of the industry. She coordinates outreach, collects feedback, and makes sure that the rest of the team stays laser focused on topics that matter most to our clients.



Carreen Schroeder

Carreen has worked in the language industry for over 20 years and has extensive experience as a translator, localization specialist, editor, copywriter, and educational researcher. Carreen goes above and beyond to research and deliver engaging, polished, and informative content often with a unique and entertaining twist. Carreen's passion for language truly borders on the obsessive so she fits right in with the Nimdzi team!



Rachael Ryan

A conference interpreter who was too curious to stay in the booth, Rachael decided to delve into research. With her enthusiasm for languages and appetite for statistics, she is meticulous in extracting insights from whatever needs exploring. Languages and insights means only one thing... she's right at home at Nimdzi.