

# JAPANtranslation Division Overview for Overseas Language Service Providers

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Overseas Language Service Providers (LSPs) trust and rely on the JAPANtranslation division of WIP Japan Corporation because the division offers a **dependable, low-maintenance, fully-managed Japanese language production capacity** directly from Japan. This relationship is intentionally designed to be a frictionless partnership that provides stability and reduces risk for the LSP.

The reliance and trust are built upon several key pillars:

## 1. Operational Reliability and Proven Stability

The fundamental product JAPANtranslation sells to LSPs is the vendor relationship itself, characterized by stability, continuity, and predictability.

- **Longevity and Earned Trust:** Many client relationships span over a decade, which is presented as a testament to **earned trust and reliable service**. Long-term partners tend to stick with JAPANtranslation for a reason.
- **On-Time Delivery:** The division emphasizes **on-time delivery** and consistent quality, ensuring peace of mind for client project managers. When JAPANtranslation commits to a deadline, they **don't wobble**.
- **Zero Chaos Mentality:** LSPs need vendors who are **low-maintenance and dependable** and introduce **zero chaos** into their workflows. JAPANtranslation handles things so the LSP doesn't have to.
- **Human Reliability:** The company is based on **human reliability** and **disciplined project management**, which clients recognize as providing steadiness in a chaotic workflow. Senior Project Manager Shin'ichiro Daikoku is particularly valued by LSP PMs for his **responsiveness, consistency, and deep institutional memory**.

## 2. Frictionless and Interoperable Workflows

JAPANtranslation is built specifically for **overseas collaboration** and strives to integrate seamlessly into existing LSP workflows.

- **English-First Communication:** All client communication is conducted in **English**.
- **USD Pricing:** Pricing is primarily in **USD** (though JPY is also accepted), which reduces cultural and logistical friction.
- **Industry-Standard Tools:** The team uses industry-standard tools such as **Trados Studio** for workflows, enabling smooth integration with clients' existing systems. JAPANtranslation is **subcontractor-optimized** and avoids proprietary platforms.

- **Transparency and Trust:** The company operates with **transparency and reliability**. They share their full rates sheet and company information upfront, allowing LSPs to assess the potential fit right away.

### 3. Scalable Boutique Model and Capacity

The division's unique "**Scalable Boutique**" model ensures partners receive personalized attention backed by powerful capacity.

- **Boutique-Level Care:** The "boutique" aspect ensures clients interact directly with **experienced project leaders** (like Lawrence LaFerla and Shin'ichiro Daikoku) who maintain institutional memory and avoid unnecessary hand-offs.
- **Corporate Scale:** The "scalable" aspect is backed by the **robust infrastructure of WIP Japan Corporation**. WIP, as one of Japan's top translation companies, provides access to a large network of vetted linguists, secure systems, and operational support.
- **Scaling without Chaos:** JAPANtranslation scales through **human coordination** and predictable routines, rather than solely through automation or tech platforms, ensuring that scale does not dilute quality.

### 4. Specialization in High-Stakes Content

LSPs turn to JAPANtranslation for Japanese expertise in materials where the stakes are high, ensuring quality and cultural precision.

- **Niche Expertise:** They specialize in **English-to-Japanese (EN > JA) translation** and related CJK (Chinese, Japanese, Korean) language pairs.
- **Focus on Business-Critical Work:** They focus on **high-stakes materials** such as legal, corporate, marketing, and technical documentation.
- **Gold-Standard Process:** Their standard TEP (Translation, Editing, Proofreading) service is a **100% human process** with independent editing and final review by multiple linguists.
- **Controlled MTPE:** When offering Machine Translation Post-Editing (MTPE), it is **by request only** and limited to suitable technical content, strictly avoiding high-stakes marketing copy. They use a **two-linguist model** to guarantee the output meets TEP-level quality standards.

### 5. Alignment and Financial Benefits

JAPANtranslation aligns its business practices to benefit its partners financially and strategically.

- **Partner Discounts:** They offer **volume-based partner discounts** that reflect the operational efficiencies gained through consistent, long-term collaboration.
- **Financial Integrity:** They maintain a high ethical standard, including **prompt vendor payments**, which helps them retain top linguists and ensures the quality and consistency of the talent pool.

- **Strategic Selectivity:** The use of tools like the Formaloo contact form helps filter out non-fitting inquiries early on (a practice known as "**calls to inaction**"), ensuring JAPANtranslation focuses its limited capacity on serious, high-fit, long-term partnerships with LSPs.