



Association of
Translation Companies
DEFINING STANDARDS OF EXCELLENCE

END OF YEAR
REPORT
2021

Chair's Greetings



As a challenging 2021 draws to a close, I take heart in the ATC UK Language Industry Report's findings.

Despite the jump into the Brexit unknown, and despite the spanners Covid has continued to throw in the works, the UK's language service companies have shown their resilience in the face of adversity.

Overall, the UK has fared better than the global market, and it is clear the ATC's member companies have been capable of evolving and developing – and remaining relevant.

But these figures only tell part of the story. They tell the story of an industry, and of the collective.

And a collective is a group of individuals. Individual owners and managers of language service companies facing tough decisions and exciting new ventures, striving to find the right path for their business. Individual families trying to balance work and home life, keeping their loved ones safe.

You are the individuals that make up our collective, the ATC community. A community of industry peers coming together to discuss and to exchange experiences, to support each other, driving the industry forwards and placing localisation firmly on the map.

Chair's highlight of the year

In an industry that is often invisible to the outside, it is critical that the ATC raises the profile and prestige of language services, translation and interpreting, and lobbies for language learning at all levels of the education system.

2021 has many showstoppers, and choosing one was tough! The highlight, though, of my ATC year 2021 has to be the publication of the LO-C 30 Report, an influential new research study proving – via robust statistical methods – that SMEs making use of language capabilities are 30% more successful in exporting than those who do not.

Without a shadow of a doubt, this research shows that languages and language services matter.

Thank you

For me, the future is full of promise and opportunity. Thank you for your support of the ATC and for being part of our community.

Ruth Partington

Chair
EMPOWER Translate



Phil Tennent
Vice-Chair



Carina Balbo
Honorary Treasurer



Roy Allkin
Council Member



Corinne Smith
Council Member



Christine Weightman
Council Member



Lisa Williams
Council Member



Lindsay Hong
Council Member



Mireia San José
Council Member



Susan Hoare
Council Member



Paul Stewart
Co-opted Council
Member



Isabella Moore
Co-opted Council
Member

Our heartfelt thanks also go to Honorary Treasurer Mark Robinson and Council Member Gila Dostmohamed for their service on Council!

ATC Members in Numbers

214 Language Service Companies

10

Technology and Associate Partners

157

Accredited Member Companies

57

Associate Member Companies

194

Members based in the UK

20

Members based overseas

20

New Members in 2021







LO-C 30 Report

In May 2021, the ATC and Aston Business School published an influential new research study on the impact of language capabilities on UK SMEs' export success.

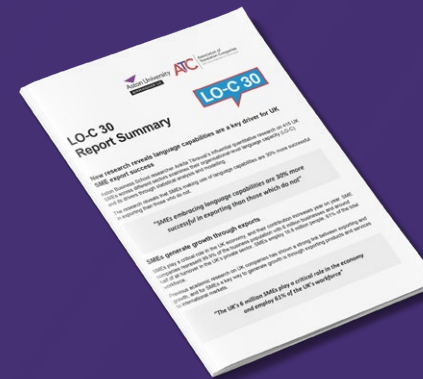
The results in researcher Ankita Tibrewal's study were clear: **SMEs making use of language capabilities are 30% more successful in exporting than those who do not.**

SMEs can significantly increase their export sales, growth, and profits by investing in language capabilities: by hiring people with language skills and high cultural intelligence, providing language training to existing staff and investing in professional translation services using sophisticated language technology.

Now called the LO-C 30 Report, the research study has been extremely well received by the academic and business communities and at government level and awarded by the British Academy of Management.

The LO-C 30 resources developed by the ATC and Aston Business School are freely available to download and include logos, podcast, reports and brochures, and the online diagnostics tool for SMEs called Talk Global Advisor.

[Read more](#)



LO-C 30 Report Summary

[DOWNLOAD](#)



LO-C 30 Management Report

[DOWNLOAD](#)



LO-C 30 for SMEs brochure

[DOWNLOAD](#)

UK Language Industry Survey and Report 2021

In November 2021, the ATC published its biannual UK Language Industry Survey and Report, in collaboration with market research consultancy Nimdzi Insights.

The ATC UK Language Industry Survey and Report 2021 scopes the UK market's size, shape, and trends at the end of two extraordinary pandemic years.

The UK is the largest single-country market for language services in Europe. The Language Industry Report reveals that the market for language services in the UK is growing, and it is now estimated at between GBP 1.5 and 1.7 billion.

Key takeaways

1. More than half of companies recorded positive growth
2. The market for language services in the UK is growing
3. Almost half of LSPs expressed concerns over Brexit
4. Continental Europe is the strongest revenue generator for LSPs in the UK
5. LSPs in the UK felt the impact of COVID-19
6. Gross margins and prices remained stable
7. Work-from-home is here to stay
8. Is the UK a language technology hotbed?
9. Creative industries are the #1 source of work for UK SMEs
10. Global trends trickle down to the SME market in the UK

[Read more](#)

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The average growth rate of UK companies on an individual level (versus the growth of the revenue of all companies combined as displayed above) was 14% for the latest financial year. This is higher than both the global 2020 average (7.3%), and the UK 2019 average (9.5%).

However, these figures only tell part of the story. The percentage of companies that experienced a net positive growth in 2020 was lower than for previous years: just 56% of companies experienced net positive growth in 2020 (in 2019 this was 67% of companies). So, despite seeing overall growth in the industry, almost half of our survey respondents left 2020 in a worse position than they entered it.

Overall, larger companies that took the survey appear to have been hit harder by the 2020 pandemic year. The decrease in growth rates is largest for companies with revenues in excess of GBP 4 million.

Growth by revenue segment, 2019 vs 2020

	2019	2020	Percentage change
Revenue above GBP 4 million	18.50%	4.20%	-14.30%
Revenue GBP 200,000 to 4 million	10.40%	11.0%	+0.60%
Revenue 200,000 or less	-0.20%	-0.10%	+0.20%

Market size

Taking the above into consideration, we estimate the current size of the language services market in the UK at between **1.5 and 1.7 billion**.

This is up from the GBP 1.35 billion we estimated two years ago. While the total revenues of all respondents decreased by about 10% in the latest financial year (2019-2020), revenues had increased by the same figure in the previous period (2018-2019). Adding to this, data from the Nimdzi 100 show that the largest language service companies in the UK market definitely grew in 2020. Looking at the ranking of the top 10 in the UK market, these companies alone reached more than GBP 1 billion in 2020.

On its own, we estimate the UK to be the largest single-country market for language services in Europe, pulling ahead of Germany and France.

11¹⁴ Revenue and Growth

Productivity

How productive a company is can be calculated by dividing its revenue by its total number of full-time employees. Looking at the productivity of the respondents to our survey, the average revenue per employee in 2020 was GBP 79,941. The highest productivity reported was GBP 175,106 per employee, whereas the lowest was at GBP 5,933.

In general, companies with higher revenues reported higher levels of productivity. This is different from the global average, where companies in the mid-revenue segment had the highest productivity levels. That being said, as highlighted above, the majority of the ATC members fall into the mid-market revenue bracket.

Interest in mergers and acquisitions is on the rise

Mergers and acquisitions (M&A) have been on the rise over the last year and a half. It is likely the pandemic has spurred business owners to be more receptive to opportunities to invest or sell. What's more, our industry is attracting outside interest from private equity firms and venture capital firms who are looking for deals. Especially since the mega deal that saw former rivals RWS and SDL join forces at the end of November 2020, news of new M&A deals as well as investment have been flooding the market almost weekly. As the deals of the recent months illustrate, we are

11¹⁴ Revenue and Growth

Top services and verticals in the market

In this year's survey, we asked companies to select the services and verticals they operate in.

The results show that the services most commonly provided by language service companies in the UK are translation and localisation (96%) and subtitling (69%). Copywriting, transcription & content creation, publishing, and desktop publishing (DTP) & graphic design share third place (54% each). Fourth place went to machine translation and post-editing, onsite interpreting, remote interpreting, and transcription, with 46% of survey respondents providing these services.



13¹⁴ Top services and verticals in the market

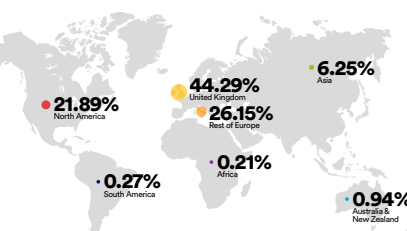
Keeping this overarching trend in mind, it is not surprising that challenges like recruitment, sales and marketing, and keeping up with technology trends are among the top-of-mind challenges of language service companies in this year's ATC UK survey. In fact, 12% of respondents also reported restructuring their business as the most important change of 2020.

When asked about current market trends and opportunities, 21% of respondents named machine translation (and post-editing) as both a trend and an opportunity they are seeing in the UK market. This is followed by remote services, such as remote simultaneous interpreting (RSI), but also e-commerce and e-learning (12%). All of these trends are aligned with global market trends reported by the largest language service companies around the world, as detailed by Nimdzi in the 2021 edition of the Nimdzi 100.

Where the clients are

We asked survey respondents to indicate the percentage of their revenue derived from customers based in different parts of the world. The results show that, on average, almost half of a UK language service company's revenue comes from domestic clients (44.2%). The rest of their revenue originates in continental Europe (26.1%) and North America (21.8%), followed by Asia (6.3%), and Australia and New Zealand (0.9%).

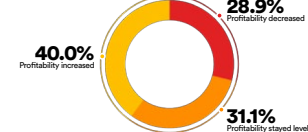
It is worth noting that not much has changed in this regard over the last two years. Compared to 2019 figures, there is only a slight decrease in revenue coming from the domestic market (-3.4%), the rest of Europe (-4.4%), and the rest of the world (-1.6%). The loss of revenue from these three regions seems to have shifted to revenue being generated from clients based in North America (+6.3%) and Asia (+3.4%).



16¹⁴ Where the clients are

Bringing this back to concerns over Brexit, it stands to reason that language service companies that depend on clients in the EU for a large portion of their revenue stream are also the ones that are either already experiencing challenges due to Brexit or fear that Brexit will negatively impact them in the future. For companies in this group, the UK still remains the second strongest revenue generator, followed by North America.

On the other end of the scale, language service companies that were not affected by Brexit generate most of their revenue in North America, with the UK being in second place and clients from the EU only representing the third strongest revenue stream.



20¹⁴ Impact of COVID-19



Brexit came into effect on January 31, 2021. Yet, there is still a lot of uncertainty around it. In this year's survey, 47% of respondents reported worries over future effects of Brexit while 20% stated that they are already experiencing negative effects from it. The two main challenges, which close to one-third of respondents listed in direct relation to Brexit, are acquiring new talent and a decrease in work as a result of clients moving away from the UK. The third challenge companies reported was a lack of visibility into how the shifting regulations will affect them in the future.

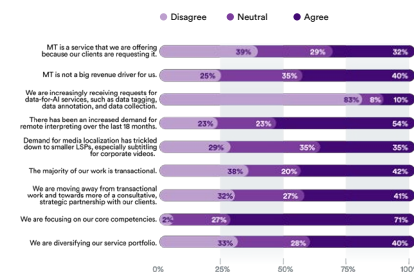
Dissecting the data in more detail, it stands out that both the language service companies that reported that Brexit is already having a negative impact on their business and the ones that still expect Brexit to negatively impact them in the future are also the ones which derive more than one-third of their revenue from clients located in the EU. LSCs for whom North America is the second strongest client market after the UK predominantly stated that Brexit has not affected their business.

These takeaways are based on the answers of all respondents, regardless of company size. Using this approach, unsurprisingly, the UK appears to be the biggest client market for the ATC members. However, if we do consider company size and look at the total revenue of all respondents and then calculate the percentage of revenue derived from different parts of the world, the data tells a different story. Namely, that the EU is the strongest revenue generator for language service companies in the UK.

This is in line with findings from other Nimdzi studies, which found that the EU is the largest driver of localisation demand in the world.

17¹⁴ Brexit

The below graph shows the consolidated level of agreement with each trend we inquired about.



Let's hone in on the takeaways we can gather from this graph.

40% of survey respondents stated that MT is not a revenue driver for them. This is in line with the global trend for large language service companies. Nimdzi's research shows that, on average, LSCs only derive between 7-10% of their total revenue from MT-related work. Furthermore, as identified through surveys and interviews with market players, the majority of language service companies in the global market predominantly offer MT because it is a service their clients are requesting. While about a third of UK language service companies agree with this statement, close to 40% disagree. One possible explanation may be that LSCs do not want to be left behind by their competitors — and so they round out their offering with MT-related services.

Like their colleagues around the globe, more than half of respondents (54%) have seen an increase in requests for remote interpreting. This is not surprising given that lockdowns and safety measures significantly restricted people from meeting in person.

A trend among the largest language service companies in the world is that they are increasingly moving away from transactional work, to focus on master service agreement (MSA) based business instead. However, our research has found that this trend is not necessarily true for companies in the small to mid-market segment. The results of our survey here show that, indeed, for 42% of SME players in the UK the majority of their work is transactional. That being said, 41% of survey respondents also report that they are moving away from transactional work. What this shows is that we might be at the beginning of a larger trend, as the move away from transactional work has started to trickle down to some language service companies in the mid-market segment.

22¹⁴ How do SMEs in the UK relate to global market trends?



ATC Certification

In April 2021, the ATC's ISO Certification Service became ATC Certification Ltd – a self-standing ISO Certification Body jointly owned by the ATC and Assent Enterprises, a risk management consultancy company.

What didn't change was the founding principle of the certification service: to provide industry-expert auditing and certification services to language services and business ISO standards.

And, of course, ATC member companies still get a 20% discount on ISO certification.

In May 2021, we trained a fresh group of language services managers as ISO 9001 Internal Auditors. In July 2021, we strengthened the ATC Certification auditor team by two expert auditors. In September 2021, the Australasian Association of Language Companies (AALC) chose ATC Certification as its preferred partner for ISO certification services.

Today, ATC Certification's 60 language service clients are certified to the following standards:

- ISO 17100 Translation services
- ISO 18587 Machine translation post-editing
- ISO 20771 Legal translation
- ISO 1884 Interpreting services
- ISO 20228 Legal interpreting
- ISO 21998 Healthcare interpreting
- ISO 9001 Quality management
- ISO 27001 Information security management
- ISO 14001 Environmental management
- ISO 22301 Business continuity

[Read more](#)

Business Support

The ATC is committed to supporting its members for sustainability and growth.

We do this by providing robust business benefits and by producing analysis and guidance tailored for language service companies, in close collaboration with our industry partners.





Access the below resources via the ATC Member Area online [here](#).

DAS BUSINESSLAW





In 2021, the ATC teamed up with DAS Businesslaw to provide member companies with better access to business support online, and a free telephone helpline for legal, tax and HR issues.

DAS' online resources give ATC members access over 1,000 business, data security, HR and tax guides and customisable templates and contracts.





DAS 1

 Contractors & freelancers E.g. Contracts for services	 Cyber security & data protection E.g. GDPR & data breaches
 Health & safety E.g. Health & safety policies	 Resources for Employees E.g. Flexible working, parental leave & retirement

DAS 2

 Funding & financing E.g. Planning, pitching & banking	 Handling disagreements E.g. Debt, IP or untrue statements
 Resources for Employers E.g. Contracts, culture & policies	 Sales, branding and marketing E.g. Top tips for planning & strategy

DAS 3

 Tax & insurance E.g. VAT & R&D tax credits	 Trading contracts E.g. NDAs & T&Cs
 Consumer rights & disagreements E.g. Consumer complaints re: goods, services, utilities etc.	 Debt E.g. Chasing late payments

REMOTE INTERPRETING CHECKLISTS

In June 2021, the ATC in collaboration with the Chartered Institute of Linguists (CIOL) published Best Practice Checklists for Remote Interpreting for clients, language service companies and interpreters.

Remote Interpreting Best Practice Checklists

Remote interpreting requires the right setup and an understanding of how to make it work without hitches.

These best practice checklists for clients, language service companies and interpreters help you prepare for a successful telephone or video remote interpreting session.

GDPR

In January 2021, the EUATC in collaboration with the ATC published a guide on GDPR and personal data in translation.

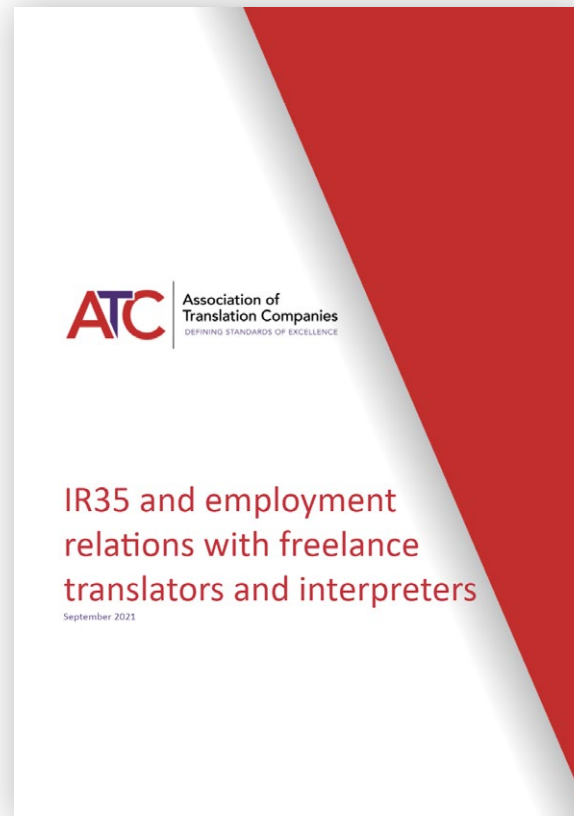
In November 2021, ATC CEO, representing European language service companies under the EUATC, joined a group of GDPR experts working towards drafting common GDPR guidelines for the industry.



IR35 AND EMPLOYMENT RELATIONS WITH FREELANCERS

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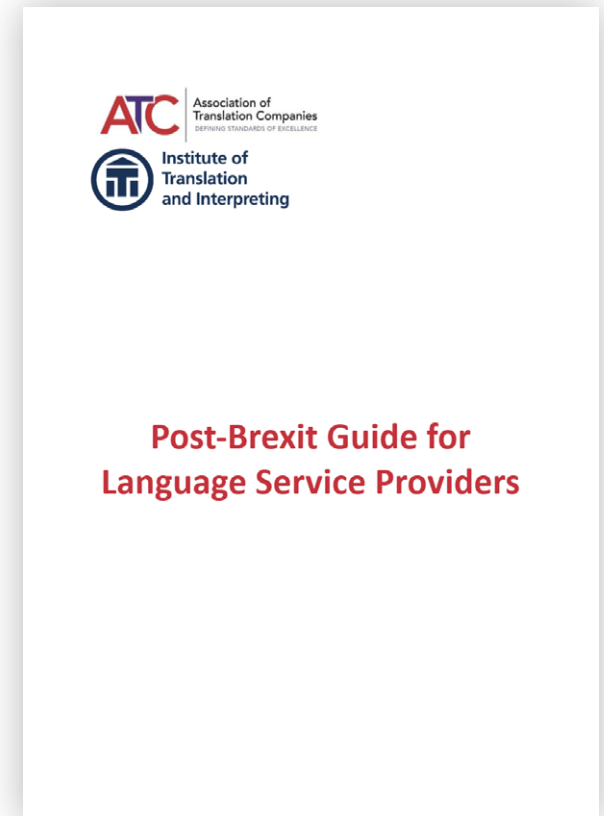
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POST-BREXIT GUIDE

In February 2021, the ATC in collaboration with the Institute of Translation and Interpreting (ITI) published a comprehensive Post-Brexit Guide for Language Service Providers.

In November 2021, we published updated guidance on B2C VAT processes from UK to the EU.



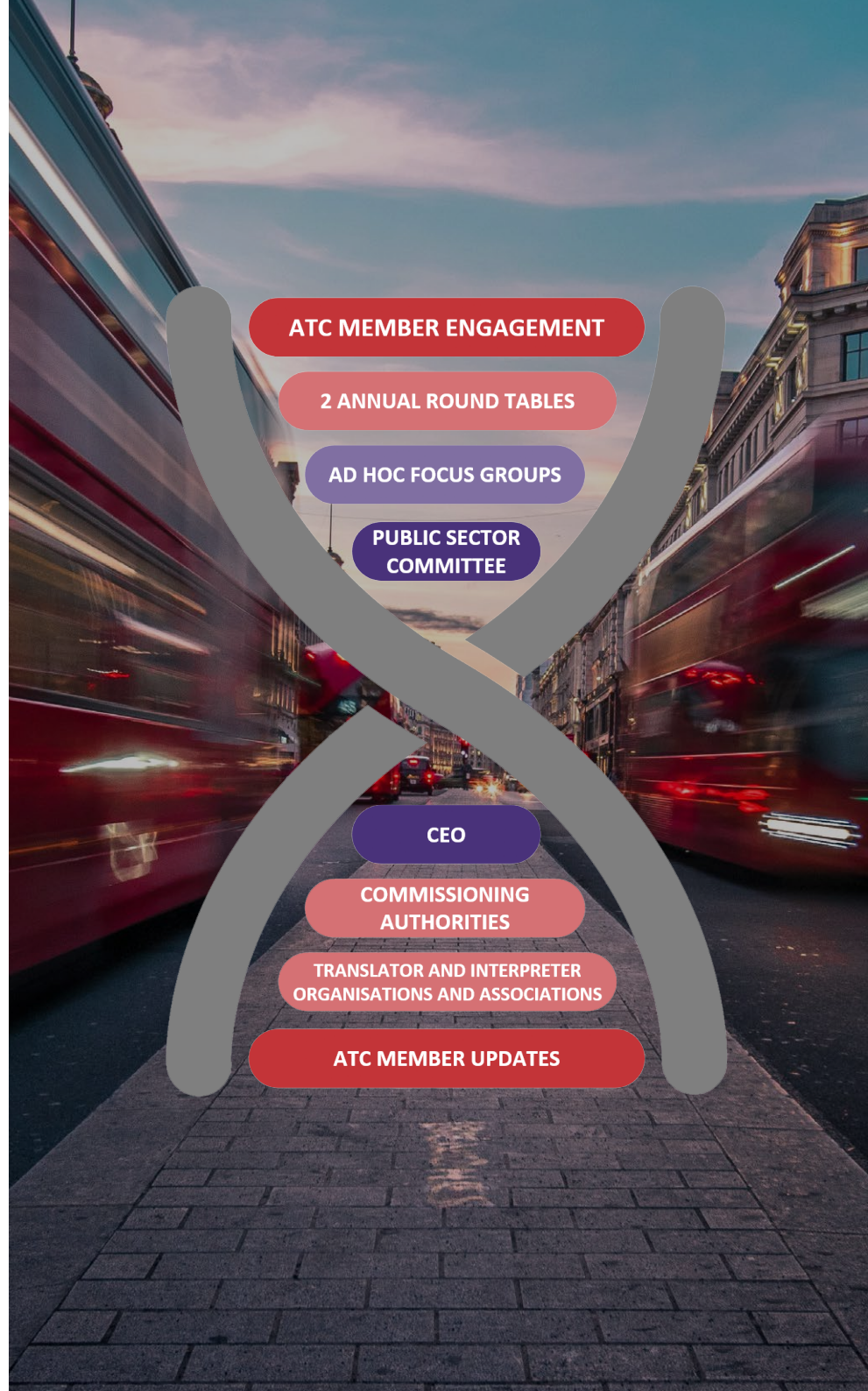
Public Sector Engagement

In 2019, the ATC's Public Sector Manifesto set out the ATC's objectives towards sustainable development within the procurement and provision of language services in the UK's public sector.

In 2021, we have continued to engage with our member companies, to better understand their challenges and opportunities in the wake of two disruptive years that have transformed the provision of interpreting services for the public sector.

We have continued to collaborate with commissioning authorities and the associations and organisations representing translators and interpreters. Together with them, the ATC's CEO has joined two newly established stakeholder forums: the Ministry of Justice's Language Services External Stakeholders Forum, and the National Police Language Services Independent Advisory Group.

The ATC's Public Sector Committee has drafted and put in place a new public sector engagement structure which defines how the ATC, as a representative of language service companies in the UK, engages with its members and external stakeholders.



MEMBER ENGAGEMENT

Members engage with the ATC at bi-annual round table discussions and via ad hoc focus groups, providing the ATC with up-to-date expertise and hands-on experience, informing the association of the UK's Public Sector landscape, best practice, issues and challenges.

CEO & STAKEHOLDERS

The CEO acts as the association's representative, implementing the ATC's Public Sector strategy. The CEO establishes and maintains channels of communication, and constructively engages in collaboration with stakeholders including commissioning authorities and the organisations and associations representing translators and interpreters.

PUBLIC SECTOR COMMITTEE

The ATC's closed Public Sector Committee formulates the ATC's public sector strategy, defines the ATC's activities, and advises the CEO.

The Public Sector Committee consists of the CEO, Chair and 2-3 member company representatives.

MEMBER UPDATES

The ATC keeps its members updated on its Public Sector strategies and activities, and relays relevant information from its Public Sector stakeholders to its members.

The ATC invites its members to share their expertise and meaningfully engage in the development of the UK's Public Sector ecosystem.

The ATC Community

The ATC is also a network where our members can connect with each other as a professional community, and where we can forge meaningful partnerships with other associations and organisations.

These are some of our 2021 networking and engagement highlights.

MEMBER OF THE MONTH

In January 2021, we kicked off a new feature: Member of the Month. Since then, a monthly blog has showcased the breadth and depth of ATC member companies' operations, and the passionate, dedicated people behind them.

A purple trapezoidal graphic with the text "MEMBER OF THE MONTH" in white, bold, uppercase letters.

MEMBER OF THE MONTH

STAND OUT – BE OUTSTANDING COMPETITION

In March-April 2021, 27 companies from across the world took part in the ATC's Stand Out – Be Outstanding competition, showcasing their single, regional and specialist language services to the ATC's member companies.



WORKING WITH CHARITIES

In a one-day workshop in June 2021, ATC members brainstormed with Charity Translators, a UK-based grassroots volunteer community offering language support to the charity sector. The collaboration will result in guidance on charity language support in early 2022.



ACADEMIC COLLABORATION

In 2021, four students from the Universities of Portsmouth, Surrey and Leeds started a Collaborative MA Dissertation project with the ATC, on legal translation standards, diversity, inclusion and equality, and the impact of decline in language learning – to be published in 2022.



ATC & PARTNERS TECH ROUND TABLE

In November 2021, the ATC's Partners and Members came together to share their insights and to discuss the challenges and opportunities in investing in and implementing rapidly developing language services technologies.



TRANSLATORS WITHOUT BORDERS

Every year, the ATC community gives back and supports language charities. In 2021, the ATC became Translators without Borders' Bronze Sponsor thanks to the generous donations and fundraising of its members and partners.





In December 2021, we gathered together at the ATC's annual Language Industry Awards to raise a glass to the Awards winners, celebrate getting through another challenging year, and to network and meet friends.

Very many congratulations to the deserving winners!

COMPANY OF THE YEAR

Winner: **Atlas Translations**

Commended: **Comtec Translations and Intonation**



PROJECT MANAGER OF THE YEAR

Winner: **Misha Hruby, Locaria**

Commended: **Federico Bones, Essence Translations**



PM TEAM OF THE YEAR

Winner: **Comtec Translations**

Commended: **Intonation**



INNOVATOR OF THE YEAR

Winner: **Alexis Lopez-Gonzalez, Empower Translate**

Commended: **Vitaly Boitelet, Locaria**



NEW MEMBER OF THE YEAR

Winner: **Essence Translations**

Commended: **Korn Translations**



TRANSLATOR OF THE YEAR

Winner: **Julie Reymond, Locaria**

Commended: **Ping Chai, Comtec Translations**



Technology Partners

The ATC's Technology Partners provide state-of-the-art technical solutions for the language services industry.



OOONA develops professional management and production tools for the localization industry. The company's flagship product is OOONA Manager, a cloud-based system for managing translation, subtitling and captioning workflows in a user-centric approach, with full visibility over the localization workflow and integration with financial tools. OOONA Cloud offers a complete, secure, high-performing scalable solution, OOONA Edu is a cloud-based platform specifically designed for subtitling and captioning training, and OOONA Pool puts LSPs in touch with professional audiovisual translators.

[Read more](#)



Trados, part of the RWS Group, offers market-leading translation productivity software to the entire translation supply chain, including freelance translators, language service providers, corporate language departments and academic institutions. We are dedicated to supporting and developing translation productivity software and services, such as the industry-renowned Trados Studio.

Trados Studio 2021 combines the power of the Trados Studio desktop app with the flexibility of Trados Live, our new cloud-based suite of translation tools, to offer a truly hybrid CAT tool so you can work anywhere, anytime and on any device.

[Read more](#)



LBS Suite is a CRM and ERP solution specifically designed for translation agencies. It combines a translation management system with sophisticated sales, accounting and business analysis features in a customisable package. LBS Suite is a piece of software, but also a team of people dedicated to supporting you, and a service dedicated to improving your processes.

[Read more](#)



MITON's mission is to enable customers to focus on their applications – and leave the technology to us. We are a leading technical software development company that has been developing computer telephony products for over 20 years, with our installations found worldwide.

Our Interpreter Line platform enables Language Service Providers to run and manage an automated, and efficient service for their clients 24/7 if required. Interpreter Line has a low investment to get started, reducing internal administrative overheads, especially if you use manual systems currently putting you in control of connecting your clients with your qualified interpreters in seconds.

[Read more](#)



Lingo systems provides technology and consulting for language service providers. The company offers information technology support tailored to your individual requirements: At lingo systems they work with you to design and, if required, to implement your information technology landscape. They have been developing highly innovative software solutions for the translation and language service provider industry for years and they are also familiar with the common products of the LSP industry (Plunet, RWS, memoQ, Across etc.).

[Read more](#)

Associate Partners

The ATC's Associate Partners offer outstanding services and solutions for the language services industry.



Adaptive Globalization is the world's leading Language Service recruitment agency with offices in London, Berlin, New York, San Diego and Singapore. Since 2005 we have built a track record of working with everyone, from independent and boutique Language Service agencies to Top 5 LSP's and Fortune 500 companies, hiring market-leading talent in Translation, Localization, Translation Technology, Interpreting, Language Learning & Machine Translation.

[Read more](#)



Assent is a progressive Risk and Resilience Consultancy built for the digital age. Assent's expert team delivers impartial consultancy and auditing services across multiple disciplines including: information security, cyber security, environmental sustainability, health & safety, quality management and business improvement. More than just 'box ticking', the Assent team works in collaboration with yours to build bespoke management systems, supported by technology and other products, that return real business benefits.

[Read more](#)



GM Voices is a full-service voice-over production company that partners with corporate translation teams and localization service providers to help them enhance their service offering to include turnkey voice and multimedia solutions. Established in 1985, GM Voices offers a roster of more than 1,000 voice actors worldwide in over 100 languages, assisting localization professionals with all types of video adaptation services, including dubbing, subtitling, post-production, and other A/V effects. We guarantee language authenticity, warrant all voice recordings, and offer the most economical partner pricing to support end users over years of language projects and updates with consistency in quality and performance.

[Read more](#)



Truth Legal's Head of Immigration Louis MacWilliam has collaborated with the ATC on Brexit and immigration for the past two years, "Brexit has fundamentally changed the recruitment landscape for many language service companies in the UK. Applying for a Home Office Sponsor Licence to continue to recruit from outside the UK can seem like a daunting task, but that's where specialist help from someone who understands the industry can really make a difference."

The ATC's new Associate Partner, Truth Legal Solicitors, specialises in helping employers navigate the complexities of applying for a Skilled Worker Sponsor Licence, and supporting them through the visa application process.

[Read more](#)



Lorators develops intelligent training and eLearning solutions. Via their online training and learning management systems, Lorators provides high quality, low cost, accessible online training to help businesses with compliance, quality management, risk management, information security management and ISO certification as well as personal development and wellbeing. Lorators also provides bespoke LMS platforms and onsite "classroom" style training as required.

[Read more](#)

Member & Partner Categories

The ATC is the voice for companies operating in the UK's language service industry. Working to define standards of excellence, ATC membership is recognised as the mark of quality-managed language services.

Joining the ATC gives members access to outstanding member benefits, a network of forward-thinking language professionals, and the opportunity to influence the direction of the language industry as a whole.

During the pandemic years of 2020-2021, over 60 new companies joined the ATC, and our community now comprises 214 language service companies operating in the UK's growing language services market.

The ATC's growing Associate Member category is for many a steppingstone to full Accredited Membership, which includes the sole use of the ATC Certification Stamp and the right to run for Council.

Accredited Member

Accredited Members have undergone the ATC's rigorous background checks for financial and operational viability and quality management practices, including:

- Two years of financial accounts
- Trading Terms & Conditions
- Professional Indemnity Insurance
- Professional references
- Quality management processes

Membership Fees

Latest Annual Turnover	Fee
Up to £150,000	£350 + VAT
£150,001 - £500,000	£550 + VAT
£500,001 - £1,500,000	£750 + VAT
More than £1,500,000	£1,000 + VAT

[JOIN NOW →](#)

Associate Member

Associate Members form an integral part of the ATC's community of quality-minded language service companies.

Associate Members demonstrate commitment to fair business practices through compliance to the ATC's Code of Professional Conduct.

Membership Fees

Latest Annual Turnover	Fee
Up to £150,000	£350 + VAT
£150,001 - £500,000	£550 + VAT
£500,001 - £1,500,000	£750 + VAT
More than £1,500,000	£1,000 + VAT

[JOIN NOW →](#)

Technology Partner

The ATC's Technology Partners provide state-of-the-art technical solutions for the language services industry.

Associate Partner

The ATC's Associate Partners offer outstanding services and solutions for the language services industry.

ATC's Code of Professional Conduct

The ATC's Code of Professional Conduct supports members in maintaining professional standards. It outlines our values for integrity, professionalism, accountability and fairness, and sets out general rules for professional conduct for all members.

It is intended to reassure clients, suppliers and other stakeholders that language services provided by our members are conducted in a professional and ethical manner.

[READ MORE →](#)

CEO's notes

Over the past two years, the ATC has been running entirely remotely.

We have put on hold our annual conference, the Language Industry Summit, and our one-day networking events. We have had nine Council Meetings entirely remotely. We have met members of our community solely via Teams, Zoom and Remo.

But looking back at 2021 through this End of Year Report, I'm hugely proud of what we have achieved together during this time.

We have provided our members with business support and guidance that is relevant and topical at a time when it was most needed. And we have come together as a community – not just to support each other through tough times, but also to enjoy each other's company and to have fun. But enough is enough of remoteness – or that's at least what I would like to say. But as I write this, a new Covid variant is just emerging, and the new year suddenly seems more uncertain than it was just a few weeks ago.

In 2022, if we can, we will kick off face-to-face networking events again. If not, we'll do them remotely. If we can, we'll bring together our public sector stakeholders around an actual round table. If not, we'll do that remotely. If we can, we'll have an amazing Language Industry Awards Gala Dinner. If not, we'll have it remotely.

To me, 2022 will be about remaining flexible in everything we do. It will be about continuing to drive our initiatives and activities forwards, and about adding value to our members. And it will be about reaching out to our community and our stakeholders for genuine interaction and constructive conversations, whether it happens in person or remotely.

The ATC exists for its members, and we look forward to the new year with you.

Raisa McNab

Chief Executive Officer





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