



Association of  
Translation Companies  
DEFINING STANDARDS OF EXCELLENCE

# Overseas Members

## Benefits of ATC Membership

2024



## Introduction

Navigating the ever-evolving language services landscape and entering into new global markets can be challenging. For many international language service companies, breaking into the well-established UK market is a journey where visibility, credibility, and local expertise are crucial.

The ATC is the UK’s leading trade association for language service companies, and since its very beginnings in 1976, it has been home to both UK-based and overseas members. For our overseas members, the ATC acts a key to unlocking access to global and UK partnerships, essential market insights, and critical industry resources.

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## How to join & member benefits

The ATC's Accredited and Associate Memberships are open to language service companies both in the UK and overseas. All ATC member companies sign up to the [ATC's Code of Professional Conduct](#), and align themselves with the ATC's core values.

Read more about the ATC's memberships and member benefits:

- <https://atc.org.uk/join-the-atc/>
- <https://atc.org.uk/join-the-atc/member-benefits/>

## The ATC's strategic aims

### Support

- Support and nurture our members for sustainability and growth

### Leadership

- Spearhead the advancement of language service companies and the language services industry

### Engagement

- Create a network where our members can connect with each other as a professional community
- Develop strategic partnerships with language services industry and buyer-side associations and organisations

### Governance

- Represent language service companies in the UK
- Establish and promote appropriate and relevant regulatory functions and practices

## The ATC's values

### Integrity

We shall be straightforward and honest in all our professional and business activities.

### Diversity, equity & inclusion

We shall act fairly and without prejudice, promoting diversity, equity and inclusion in in our dealings with our members and stakeholders.

### Accountability & commitment

We shall be mindful of our responsibility to develop and maintain the reputation of our members and the wider language services industry. We shall be committed to all our members, regardless of size, and place them at the heart of every decision we make.



## Sustainability

We shall foster and promote sustainable business practices, and be a key source of credible information, guidance and support for our members.

## Benefits of ATC membership for overseas companies

There are a number of distinct benefits of joining the ATC for overseas language service companies looking to enter the UK market or offering their services to the ATC's member companies.

### Gateway to global partnerships

One of the most compelling advantages of the ATC membership is the opportunity to leverage the ATC's extensive network to forge robust partnerships with UK-based language service companies. For many overseas members, collaboration with the ATC has enabled the company to partner with UK companies on European language projects, expanding the company's reach and capabilities.

ATC membership comes with many tangible benefits for networking, with member discounts for events with the ATC and its partner associations. This enables international companies to participate in global industry events and connect with key stakeholders more affordably.

### ATC member logo for credibility

For an international company trying to enter the competitive UK market, building trust with potential clients is paramount. The ATC member logo is a powerful tool that instantly conveys credibility and reliability. When prospective clients see the ATC stamp on marketing materials such as websites, brochures or business proposals, they recognise it as a mark of a quality-managed language service company aligning themselves with a reputable industry association.

### Industry insights into the UK market

Understanding the nuances of the [UK language services market](#) is crucial for any international company aiming to succeed in the UK's competitive environment. The ATC offers a continuous stream of valuable insights about the industry through research reports, industry surveys, and member-exclusive briefings. The language services industry is driven by technology, and ATC membership ensures that its member companies have access to the best industry research, information, and partners.

The ATC's initiatives such as webinars and industry roundtables provide direct access to thought-leaders and experts who offer actionable strategies. This ongoing connection to the pulse of the UK market ensures that international companies not only stay relevant but are also able to anticipate and adapt to shifts in industry dynamics.

### Access to ATC's Member Directory

The ATC has an online [Member Directory](#) with key information on all member companies. This directory is frequently used by clients and other language service companies to find reliable project partners. Being



listed in this directory provides direct access to potential clients and collaborators, and makes ATC members visible.

## HR, legal and compliance support

Entering the UK market comes with a host of regulatory challenges, particularly in the areas of HR, legal, and compliance. The ATC's expert support in these areas makes navigating these complexities easier for overseas member companies. Whether it's understanding UK employment law, ensuring compliance with local regulations, or setting up a subsidiary, the ATC provides access to invaluable resources, partners and free legal advice. This support is extremely crucial to avoid costly legal pitfalls and ensure smooth expansion into the UK market for international companies.

The ATC's online [Partner Directory](#) provides members with access to industry-leading technical solutions tailored for language service companies, and support solutions for successful business operations in the UK market.

## Access to global associations

The ATC's close [collaboration with language services industry associations](#) across the UK, Europe and the world opens doors to connect with global language service companies and stakeholders. This network not only enriches international connections but also broadens ATC members' market reach.

The ATC is a member of the [EUATC](#), a European umbrella association of language service company associations, and all ATC members are EUATC Network Members by virtue of their ATC membership.

## ISO certification with ATC Certification

ISO certification is a mark of quality that can set a company apart, and obtaining ISO certification through a reliable certifying body is crucial for credibility. The ATC offers its members a significantly subsidised opportunity to pursue ISO certification directly through the association's certification body [ATC Certification](#), ensuring that the process is aligned with the highest standards of the language services industry.

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*"Joining the ATC has been a transformative step for our company. ATC membership is not just about gaining a stamp of credibility; it's about accessing a network that opens doors to new markets, enhances our industry knowledge and connects us with potential clients who value quality and reliability. The benefits we've reaped from being part of the ATC have been instrumental in our growth and success in the UK."*

Shrushti Chhappia, CEO of eLanguageWorld and ATC Council Member

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Joining the ATC is a strategic move for any language service company outside the UK looking to enter the UK market and expand its global footprint. The benefits of increased visibility, access to cutting-edge technology, valuable insights, and significant cost savings make it an investment well worth it.