BIG BOOSTER

INTERNATIONAL STARTUPS
ACCELERATION PROGRAM

BIG BOOSTER

BOOSTER CAMP
LYON, EUROPE

BOOSTER CAMP
BOSTON, USA

BOOSTER CAMP
MIDDLE EAST, AFRICA

EAZYLANG

One line pitch:

Eazylang connects clients and professional translators with a cloud-based innovative software, bringing quality professional translation at low price.

Market Analysis:

The global market for outsourced language services and technology reached 43 Billion US$ in 2016. And the potential of this market is increasing considering the globalization of economies. The main difficulty is the lack of offer for quality translation. And Google translate is certainly not the answer. The market relies on 3 main actors experiencing their own difficulties: > The clients, unassured of quality and unsatisfied with prices and delays > The translation agencies: under pressure from clients and competitors, lowering the quality because of lack of professional translators > Professional translators: facing decreasing prices because of the agencies pressure

Value proposition:

Eazylang offers a real innovative workplace for translators and clients. The platform matches the demand and the supply without any third party nor need to send multiple documents via external mail systems. The client is guaranteed to benefit from any already translated content and doesn't have to pay twice for the same content which needs translating. The linkage between clients and translators based on translation memories brings a level of efficiency that no system is valuing today ??With its exclusive technology, Eazylang brings more performance with each new translation request by the client. The more content the client stores in his translation memory database the quicker he gets a result

Business Model:

Eazylang generates their income by adding a 20% commission to all invoices issued by a translator to their client. To attract clients on Eazylang, the first step is dedicated to the upload of existing translated content. Translators are offered a free storage space on Eazylang cloud-based database where they can upload their already translated texts. Eazylang adds public qualified translations (eg.: E.U. public texts and terminology). On that particular matter, we entered in contact with the European Union for a specific partnership. Eazylang is all together a market place where demand easily meets offer and a productivity tool We ?offer our clients an increasing number of language pairs.

IP and Regulatory situation:

Eazylang is a registered trademark (OHMI nr. 013535091) The programming of the software was made by 3 developers, now shareholders of the company. New Paradigm SAS (editor of Eazylang) is full owner of the program. For the European market, Eazylang is protected by copyrights. For the US market, we still need to work on protecting the platform and Big Booster program is a great opportunity to work on that particular topic. Our best protection will result from our quick impact on the market, directly related to our capacity to achieve our business model!

COMPANY PROFILE

- **Website:**
  eazylang.com

- **Field:**

- **Contact:**
  LAVOST Eric
  eric.lavost@eazylang.com

- **Location:**
  10-12 bd Vivier Merle - World Trade Center- Tour Oxygène
  10-12 bd Vivier Merle - World Trade Center- Tour Oxygène
  69393 Lyon
  France

- **Founded in:** //09/2014

- **Employees:** 5

- **Financial information (€):**
  - **Company stage:**
  Scalabilty phase
  - **Capital raised to date:**
  350.000
  - **Monthly burn rate:**
  20 k €
  - **Capital seeking and date:**
  1 Mio € 06/2018

- **Investors:**
  Eric Lavost, Nicolas Fachon, Philippe Besmier, Philippe Beaudet, Building Data Aggregates - Stanislas Limouzi