Translation Management Systems (TMS)
Are They Worth The Money?

Comparison Criteria	Other TMS Platforms	GPI Translation Portal and Connector Benefits
Workflow Efficiency	♦ Many TMS platforms involve multiple manual steps to initiate, manage, and approve translation requests, increasing complexity and time spent. ♦ These manual processes, when scaled across multiple languages and ongoing projects, lead to significant delays in project timelines. ♦ Client feedback often reveals that, despite marketing claims of automation, actual use requires additional manpower effort—undermining potential time and cost savings.	♦ GPI's Translation Portal and Connectors are designed to **streamline translation workflows** by minimizing manual intervention. ♦ Marketing and content teams can easily select, send, and receive translations directly from their CMS—**without jumping between platforms or waiting on IT**. ♦ Even small in-house teams report being able to **manage multilingual sites with daily or weekly updates efficiently**, thanks to GPI's user-friendly interface and automation. ♦ Clients have noted **significant time savings**, with some teams reclaiming **several hours per day** depending on project volume.
Cost Transparency and Flexibility	♦ Most TMS providers charge **substantial upfront and recurring annual fees**, often between **$25,000** and **$100,000** for software licenses alone. ♦ Additional fees are charged for **technical support, customizations, and even minor adjustments**. ♦ These fixed costs apply regardless of how much content is translated, making the model inflexible for companies with variable translation volumes.	♦ **No licensing, subscription, or support fees**. GPI provides its Translation Portal and Connectors at no cost to clients. ♦ Customizations to the platform are included free of charge, allowing for client-specific workflows without added expense. ♦ Clients are able to allocate a greater portion of their budgets directly to translation work, instead of spending it on platform-related overhead.

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Learning Curve & Usability	♦ Many systems are complex and require a steep learning curve, particularly for clients unfamiliar with translation technologies.	♦ GPI provides comprehensive onboarding, training, and continuous support, simplifying the learning process for all users. ♦ Clients simply select the content for translation—GPI manages the rest, including all import/export tasks. ♦ GPI's technical support team can assist clients with the connector installation and can join walkthrough calls to help install and configure the connector and CMS.
Transparency of Word Counts & Costs	♦ Billing models can be unclear, making it difficult to track project-level and per-word costs accurately. ♦ Word weighting and cost calculations are often unclear or inconsistent. ♦ Pricing models can vary by project or language, making budgeting difficult and introducing subjectivity. ♦ Many platforms do not clearly explain how fuzzy matches, repetitions, or translation memory discounts are calculated, which may lead to billing surprises.	♦ GPI delivers fully itemized and transparent quotes, including word counts and detailed breakdowns by match type: **100%** matches, fuzzy matches, repetitions, and new content. ♦ There is no ambiguity—clients know exactly what they are paying for, ensuring confidence and accountability.
Performance & Connectivity Challenges	♦ Many TMS platforms operate exclusively online, which can be problematic for users in regions with limited or unreliable internet access (e.g., China, Brazil, Africa, Finland, and Russia). ♦ Without an internet connection, users typically lose access to critical tools such as Translation Memory, Glossaries, Style Guides, and visual context features. ♦ These limitations can cause project delays and inefficiencies, especially during large-scale or multilingual content rollouts.	♦ GPI supports both online and offline workflows, providing unmatched flexibility and reliability. ♦ Offline functionality includes full access to Translation Memories, terminology databases, and visual context tools—no constant internet connection required. ♦ This ensures smooth, uninterrupted progress even in bandwidth-constrained or remote environments.

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Machine Translation Quality & Post-Editing	♦ Dependence on generic machine translation (MT) engines often results in inaccurate and inconsistent output. ♦ Even with internal native speakers reviewing the content, significant post-editing is typically required to meet quality standards. ♦ Clients are offered limited transparency into why a specific MT engine was selected or how its performance measures against quality benchmarks.	♦ GPI provides a customized **Neural Machine Translation Research, Review & Recommendation (RRR)** Report for each client. ♦ This report benchmarks leading NMT engines (e.g., Google, DeepL) based on real-world performance, ensuring that the most effective engine is selected by content type. ♦ GPI trains MT engines for each client individually, using regularly updated Translation Memories (TMs) to enhance brand alignment and linguistic accuracy. ♦ All translations are evaluated against multiple quality factors: 　– Fidelity to source meaning 　– Diction and phrasing 　– Stylistic accuracy and tone 　– Grammar, spelling, and consistency ♦ Based on these evaluations, post-editing is classified as light or full, ensuring high quality while saving time and cost.
Customer Support & Responsiveness	♦ Many platforms rely on self-service documentation and ticket-based support systems. ♦ In urgent or high-stakes scenarios, clients often experience delayed responses or receive only generic troubleshooting resources. ♦ The lack of immediate support can lead to project delays, increased costs, and frustration—particularly for new users.	♦ GPI provides real-time support via dedicated technical engineers or project managers, without relying on automated chatbots or generic article links. ♦ Clients have direct access to the team managing their projects, ensuring fast, personalized responses. ♦ GPI's proactive support model mitigates risk, maintains project timelines, and reduces overall client administrative overhead.

Comparison Criteria	Other TMS Platforms	GPI Translation Portal and Connector Benefits
Quality of Translation and Project Management	♦ Most TMS platforms operate as open marketplaces, assigning projects to the first available translator—often on a first-come, first-serve basis. ♦ Translators are often times selected based on low cost versus high qualifications. ♦ Some TMS platforms even limit the time translators can spend on reviewing segments in order to get paid. This encourages/enforces spending less than **30** seconds per segment leaving no time for proper transcreation, terminology research, or content refinement—resulting in literal, low quality output. ♦ These models often discourage top-tier linguists from working with them who prefer platforms that prioritize quality, specialization, adequate timeframes per segment and fair compensation.	♦ GPI exclusively works with recruited, tested, and vetted linguists, forming dedicated language teams for each client. ♦ GPI Translators are evaluated per project based on **ISO 17100** quality standards. ♦ Many linguists have collaborated with GPI for over **15** years, specializing in industry-specific or content-specific domains. ♦ GPI's commitment to above-industry compensation ensures consistent access to highly qualified language professionals and experienced in-house project managers. ♦ All GPI linguists and project managers operate under strict Non-Disclosure Agreements (NDAs), ensuring confidentiality and data protection for all client content, including sensitive or proprietary materials.
Platform Customization	♦ Most platforms are rigid and lack easy customization. ♦ When customizations are available, they typically involve **high costs** and **extended development timelines**. ♦ Clients often have to adjust their workflows to fit the limitations of the platform, instead of the technology adapting to their needs.	♦ GPI's Translation Portal is designed for **built-to-suit flexibility** from the outset. ♦ Clients can request dashboard or workflow customizations from the moment the account is set up—typically at no additional cost. ♦ The platform is tailored to align with each client's unique content types, systems, and localization workflows.

Summary: GPI vs. Other Translation Management Systems

Comparison Criteria	Other TMS Platforms	GPI Translation Portal and Connector Benefits
Workflow	Time-consuming, complex	User-friendly, simple
Team Resources	Extra staff often required	Designed for small teams with high output
Platform Cost	**$25K**–**$100K**/year + support and custom fees	Total Cost of Ownership is **$0** leaving more money for actual translations
Budget Use	Budget spent on technology	Budget focused on actual translation
Learning Curve	Steep: Requires significant training	Easy: Full onboarding and ongoing support provided
Pricing Transparency	Poor transparency into pricing and word counts	Transparent, itemized word counts with clear unique, repeat and fuzzy matches breakdown
Connectivity	Online-only; performance issues in some countries	Robust offline capabilities available
Machine Translation	Generic MT; often inaccurate	Client-specific AI powered neural machine translation (NMT) with free MT selection review and recommendation
Post-Editing	Heavy edits frequently required	Classified as either light or full post-editing based on quality assessment
Support Quality	Slow responses; self-service via links	Direct, real-time support from project managers and technical engineers
Proof of Quality	Low-cost, readily available translators	Highly experienced, subject matter experts who are well paid adhering to GPI's ISO recruiting, grading and quality standards. View our certifications here
Project Management	Many times no dedicated project managers with these platforms resulting in limited oversight	Experienced, domain-specific project managers
Customization Options	Rigid; costly to customize	Build-to-suit from the start with no added cost in most cases
IT Security & ISO Compliance	Security standards vary. Some platforms lack full transparency regarding data handling, access controls, or compliance certifications.	GPI follows strict IT security protocols, with secure infrastructure, access controls, and data encryption. We are **ISO 27001** certified for information security management.

Take your multilingual content strategy to the next level.

Get in touch with GPI today for a custom demo or quote.

- *Request a free Translation Portal demo*
- *Ask about our CMS Connector integration*
- *Get your personalized translation quote*