



How do we support suppliers?

- We approve you as a supplier
- + We make your approved profile available
- + We are your bridge to the world
- + We promote your services online
- + We showcase your technology
- + We introduce you as a bid candidate
- + We source you as our supply chain solution
- + We connect you to other approved suppliers
- + We make your events and documents available
- + We match your services to the needs of buyers

Simply, we support suppliers getting recognized for their experience and capabilities at www.ExornoGILT.com

Our main objective is to cover new market requirements to support procurement and marketing departments in reducing their business internationalization efforts and costs through the use of trusted GILT services and technology suppliers that offer scalable and competitive solutions.

ExornoGILT.com is an independent organization that presents suitable approved suppliers' profiles in an accurate, detailed, and structured way to buyers. Our aim is to link up your supplier capabilities with buyers that are looking for reliable language services and technology solutions to internationalize their products or services.

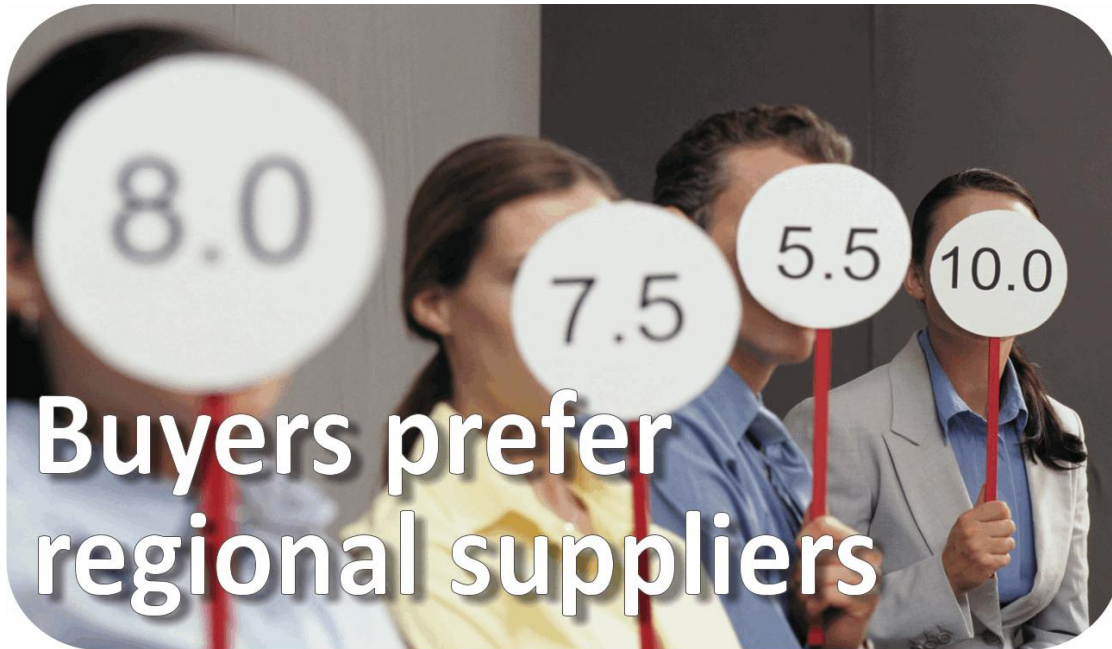
If you are a Technology, Globalization, Internationalization, Localization, Translation or Technical Documentation supplier, you can join ExornoGILT. We believe that many local and regional suppliers demonstrate solid credibility and have the capability to support large buyers. There are opportunities for you to grab a constant flow of business that today may be out of your reach. We can help you promote your services and make you become the new supply chain model for corporations. We have already been successful in numerous business cases and are able to repeat these success stories over and over again. Visit our [testimonial section online](#).

Sign up

Profile Completion

Supplier Approval

ExornoGILT goals and objectives



ExornoGILT.com supports multiple **regional suppliers and technology providers** that have innovative solutions and offer exceptional capabilities in a collaborative technology environment. We will offer to you as a member the possibility of meeting buyers based on the completion of your high quality profile at ExornoGILT. These buyers will be able to identify you as an [approved supplier](#) and then connect with you. More importantly, ExornoGILT, through its consulting activities, proceeds with a matchmaking process to encourage service providers and technology suppliers to meet or exceed our buyers' requirements.

Essential benefits for suppliers

Approved Supplier Award: As an independent organization ExornoGILT verifies, accredits and publish your supplier profile in our vendor list for buyers. You get granted the official anagram of **Approved Supplier** that you can print on your homepage or professional documents.



Trusted Price Award: In addition and under an NDA, we proceed with a Price Verification. This helps ExornoGILT to have a concrete idea about how you price services. Buyers have no access to your prices. No price information is disclosed in your public profile, and you are in total control of essential privacy settings.

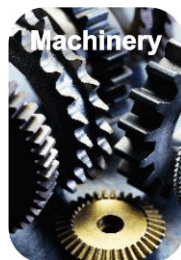
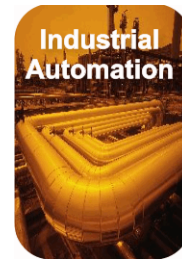
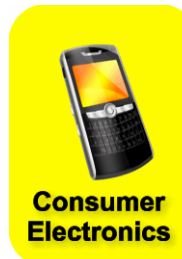
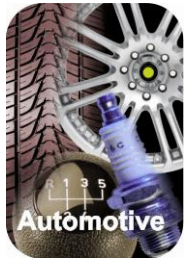


Introductions: We introduce and present your competitive supplier profile to buyers, who are then able to connect with you at **ExornoGILT.com**.

Join RFP processes: You are offered the possibility of becoming a bid candidate. Based on demand you can participate in a wide range of vendor selection processes.

Supply chain optimization activity focuses on key industry sectors

Our services support buyers in a wide range of industry sectors. Currently we are carrying out sourcing processes for translation and localization services in the following industry sectors:



ExornoGILT supports buyers with:

- **Cost Savings Services:** Help buyers match new requirements, reduce costs, improve processes and recommend technology and service suppliers with the most value-added supply chain solution.
- **Vendor Selection:** Engage with buyers in their vendor selection processes and conduct requests for information and public calls for tenders based on customer demands.
- **Technology Selection:** Facilitate technology evaluations for buyers that are seeking to connect with trusted, verified sources and rated technology suppliers that offer great technology features and flexible pricing options.
- **Migration plans:** Support buyers with a change management process to replace existing suppliers with a supply chain migration and training plan.
- **Vendor Management:** Offer annual vendor management programs where ExornoGILT deals with the buyers' day-to-day quality issues and on-demand requirements.

Key benefits of ExornoGILT portal for suppliers

Supplier Approval and Promotion: We are top ranked in our service focus above millions of other companies. If they find us, they find you! The approval process by ExornoGILT offers a guarantee to buyers that your profile is complete and you are qualified to become a potential business partner.

Check out: [Required Values for Supplier Approval](#)



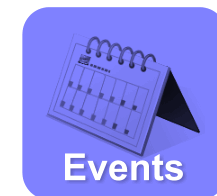
Suppliers and Tools Reviews: To establish your credibility as a supplier, customer experiences of the best value and guarantees of quality amongst new buyers. User of supplier services and technology tools can share their service or tools reviews online.

Check out: [Reviews of Member Profiles, Software and Events](#)



Promote your Events and Venues: Our more than 15000+ news subscribers are receiving ExornoGILT's newsletter in their inbox. We support suppliers by inviting our audience to join your webinars, presentations and show rooms. We do this by featuring your events through our newsletter and web portal. Members can submit their events at ExornoGILT and allow user registrations.

Check out: [Current List of Events](#)



Discounts on Technology and Tools: Technology Suppliers promote their language technology solutions from over 30 product categories. We work with technology companies to represent and recommend their software through educational and promotional programs offering also discounts to members. Our Online Store is a showroom for GILT related technologies.

Check out: [Current showcased Translation Tools](#)



Free Support on Supply Chain Solutions: Our forum focuses on topics, questions and answers related to globalization, internationalization, localization, translations and related subjects including technologies. As a member you may request free support and guidance on vendor management and supply chain solutions.

[Drop your questions at our Forum](#)



Free Training on Supply Chain Solutions: ExornoGILT offers to its members a set of free and subscription-based training programs related to Supply Chain Models, Should-Cost Modeling, Spend Analysis, Vendor Management, Vendor Negotiations and Language Technologies.

Check out: [Seminars and Hosted Events](#)



How to join ExornoGILT.com?



Our [Annual Subscription Plan](#) provides access to all above benefits and more. You can [sign up](#) to our community by completing the basic registration form at [here](#). Start completing your supplier profile and we audit your credentials. Follow our approval process and allow us to promote your services amongst our more than 15000 subscribers. Supplier verification includes the online review and completion of your experience and capabilities and we award you with an **Approved Supplier** and/or a **Trusted Price** accreditation.

Complete your profile and increase your scorecard

Your scorecard is activated as soon as you register at ExornoGILT. Profile verification, approval and price verification processes are only provided to full members of ExornoGILT. Suppliers can subscribe to our [Annual Subscription Plan](#) for 110 Euro and benefit from our online services.

As a member you submit:

- ★ Company Profile
- ★ Business Case(s)
- ★ Technology and Tools
- ★ Resources and Production
- ★ Target Markets and Languages
- ★ Quality and Standards
- ★ Industry Expertise
- ★ Your Profile Photo

Approval starts

82%



ExornoGILT activity starts with:

- ★ Supplier Approval
- ★ Performance Review
- ★ Performance Ratings
- ★ Competitive Price Verification:
 - ExornoGILT signs NDA.
 - Vendor completes **ExornoGILT Price sheet** within established timeframe.
 - ExornoGILT sets Price Verification date and Price Status in your Profile.

100%



Once your scorecard reaches between 82% and 100%, you attain the **Approved Supplier** status.

For more details refer to: [Approval of Suppliers](#)