

SLBT - Saccani Legal and Business Translations, Inc.

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DISCOVER THE ADVANTAGES OF WORKING WITH A LAWYER-RUN “BOUTIQUE” TRANSLATION FIRM!

Our translation process: FASTER, CHEAPER, BETTER

In an attempt to be “all things to all people,” many translation companies accept projects in languages ranging from Afrikaans to Yiddish. Yet these same firms, often lacking the internal language skills to judge the quality of work returned by subcontractors, are left to “pray for the best” about the translation’s accuracy.

WHEN YOUR CASE, TRANSACTION OR BUSINESS VENTURE DEPENDS UPON THE PRECISE INTERPRETATION OF THE WRITTEN AND SPOKEN WORD, CAVEAT EMPTOR (BUYER BEWARE) STILL REIGNS IN THE UNREGULATED TRANSLATION PROFESSION!

Zel Saccani, attorney

Licensed Florida and D.C. attorney with ten years of experience in the translation field, has worked with law firms, banks, multinational companies, importers and exporters, mortgage companies, real estate agents and individuals, among others.



At SLBT, we see translations as TOOLS used to reach certain GOALS.

We don’t translate all languages – only the ones we speak ourselves!

- Spanish
- German
- Italian
- Portuguese
- French

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About Zel Saccani, Esq.

Long before becoming an **attorney, translator and interpreter**, Zel Saccani was fascinated by foreign languages and cultures. Born in the southwestern U.S. state of Arizona, he grew up in Tucson, one hour north of the Mexican border, where he lived until the age of fourteen. While attending the boarding school of Phillips Academy in Andover, Massachusetts, he spent his eleventh grade year in Barcelona, Spain, where he acquired a love and a mastery of the Spanish language.

After completing his high school studies in the United States, Zel moved to Los Angeles, California, where he attended Occidental College and graduated magna cum laude with a double major in German and Public Policy. At Occidental, he began his translation career by preparing numerous **English translations** for the College and for his own academic endeavors and pursuits.

Upon graduating from Occidental College, Zel worked as a paralegal at a Los Angeles law firm, where he combined his language skills with his interest in the law in order to assist foreign-born clients with their immigration and civil matters. During this time, Zel also assisted the firm's immigration attorneys by translating numerous client documents into English.

In 1995, Zel moved to Florida, where he started working as a paralegal at a Fort Lauderdale law firm. While at the firm, Zel used his language skills to service its main client, a multi-national automobile rental company, with its diverse language needs. His **knowledge of foreign languages** allowed him to translate documents, draft correspondence, and work as a liaison with foreign counsel and consulates on various clients' behalf.

Before attending law school at the University of Miami, Zel studied at the **Università degli Studi di Trento** (Trento University) in northern Italy. During law school, Zel audited Italian and Portuguese classes at the University of Miami's College of Arts and Sciences. He also completed various bilingual (Spanish and English) law classes at the University of Miami School of Law and won the CALI award for academic achievement for his performance in the University's Spanish Commercial Law class, among others.

After **graduating cum laude** from the University of Miami School of Law in May 2000, Zel passed the Florida Bar in September 2000. One month later, he started Saccani Legal and Business Translations, and he continues to serve as the company's president.

In May 2006, Saccani moved the company **to Brownsville, Texas**, where he has lived and worked ever since. In late August 2007, Saccani attended the Centro Universitario del Noreste, a Mexican law school. He works with his wife, Korinna Manjarrez, in Brownsville, Texas, where their company, Saccani Legal and Business Translations, completed ten years of operations in October 2010.

Associate member of the American Translators Association (ATA) since 2000

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Zel Saccani of Saccani Legal and Business Translations has been an associate member of the American Translators Association since 2000.

[Click here](#) to link to Zel Saccani's profile on the ATA website.

Five Compelling Reasons To Choose SLBT Over Other Translation Competitors

1. NO "FUDGE FACTOR" PRICING

For us, "the price is the price," meaning that we charge a consistent per-word rate (**20 cents per word, unchanged since January 1, 2008**) for our translations. Unlike other translation companies, we do not engage in "fudge factor" pricing by taking into consideration other potentially subjective criteria such as level of difficulty, language combination, deadline, etc.

Whereas other companies advertise a minimum rate and then increase it based on the aforementioned "fudge factors," our rate is a maximum from which we routinely discount if circumstances (such as repetition within the document or previously-translated text) allow. In addition, we offer to apply the lower English word count whenever possible for documents translated into Spanish and other Latin languages, which provides our clients with an automatic ten to fifteen percent (**10-15%**) **discount**.

2. NO RUSH FEES

Because we understand the urgency of your translation, we do not charge rush fees for jobs requiring expedited delivery. At the same time, we maintain an honest and open dialogue with clients in order to discuss the time necessary for an accurate translation. One of our company's guiding principles is that **we don't charge rush fees**, and instead negotiate reasonable deadlines.

3. NO-HASSLE SERVICE

As the president of the company, Zel Saccani responds to all phone calls and [e-mails](#). You never have to worry about not receiving a call back or e-mail response because the president and owner of the company is the person in charge of interacting with clients.

4. NO CHARGE FOR NOTARIZED TRANSLATOR'S CERTIFICATES FOR JOBS OVER \$50.00

Many translations (particularly those for immigration purposes) require a notarized translator's certificate authenticating the translation. SLBT prepares one (1) notarized translator's certificate **free of charge** for each job over \$50.00 requiring a certificate (a \$10 savings).

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5. NO "WORLDWIDE TRANSLATOR NETWORKS" AND NO TRANSLATIONS DONE FROM OR INTO LANGUAGES THAT WE DON'T SPEAK PERSONALLY

Most other translation companies boast of their capacity to translate from or into "any language" through their "worldwide network" of language professionals. In our opinion, this approach is fraught with danger because language professionals scattered throughout the world often feel little responsibility or accountability towards the language companies that hire them. In our ten years of doing business, we have seen how other companies routinely struggle with uneven quality, missed deadlines, and even potential breaches of confidentiality. For this reason, we categorically dismiss this approach and instead prefer to focus solely on the languages that we speak (**Spanish, German, Italian, French, Portuguese and English**) while completing all work on-site at our offices in Brownsville, Texas.

Translations

In an increasingly globalized world, clients compare service providers on an international basis more often than ever before. For that reason, companies seeking to reach non-English speaking customers have turned to localizing their websites, which consists of translating marketing texts in both an informative and **culturally-sensitive manner**.

Since 2000, SLBT has assisted law firms, small businesses and others with the translation of their websites into foreign languages. **We work closely with clients** in order to determine whether their entire website should be translated, or only certain sections.

Our role in the localization process does not end once the translated texts are returned to the client. We customarily review **free-of-charge** each page of the foreign-language website in order to ensure its proper lay-out.

Translations for Immigration

Since 2000, SLBT has prepared translations in support of immigration petitions submitted to U.S. and foreign immigration authorities. These documents often include:

- Birth certificates and marriage certificates;
- Tax returns;
- Articles of incorporation;
- By-laws;
- Reference letters;
- Academic transcripts and diplomas;

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- Professional licenses and awards;
- Company charts; and
- Other documents used as evidence for immigration petitions.

SLBT has worked with approximately one hundred immigration law firms and corporate immigration law departments around the United States since the company started in 2000.

Furthermore, as a member of the **American Immigration Lawyers Association** (“AILA”), Zel Saccani frequently attends AILA conferences in order to remain up-to-date on the rapidly-changing immigration field. As a result, SLBT is able to prepare (upon request) concise summary translations of lengthy foreign-language documents by extracting the relevant evidentiary facts and information for such cases.

Business Transaction Translations

Since 2000, SLBT has prepared translations of documents forming the basis for domestic and international transactions, such as:

- Contracts and agreements;
- Letters and correspondence;
- Balance sheets and financial statements;
- Articles of incorporation and by-laws; and
- Other types of documents used in commercial transactions.

Often times, parties to a business transaction request (or even require) a translation of relevant documents before consummating a deal. SLBT regularly provides both complete and/or summary translations of documents used in such cases.

Translations for Marketing

Since 2000, SLBT has assisted various clients with their foreign-language marketing needs. In particular, SLBT has worked with major banks, real estate developers, public relations firms and law offices in translating their websites, brochures, and other client outreach and advertising materials into Spanish.

Examples of translated marketing materials include:

- Press releases;
- Client correspondence/outreach;
- Websites;
- Flyers;

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- Banners;
- Scripts;
- Posters; and
- Television and radio spots.

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SLBT has gained extensive experience in ensuring that the final product is not only grammatically correct, but also convincing and culturally sensitive from a client’s perspective.

SLBT’s clients have included:

- Law firms;
- Banks;
- Public relations and marketing firms;
- Real estate developers;
- Multi-national companies; and
- Small businesses, among others.

Evidence Translations

Since 2000, SLBT has witnessed personally how legal cases can turn on the interpretation of foreign-language translations submitted as evidence. On more than one occasion, we have seen how the translation of even one or two words can lead to a different outcome in a client’s case.

At SLBT, we understand that legal translations are best done solely **by a licensed U.S. lawyer**. For that reason, all work is prepared by Zel Saccani, Esq., an attorney admitted in Florida and D.C. since 2000 and 2001, respectively. We carefully prepare your translations with both the requisite quality and confidentiality.

Lawyers and other professionals understand that legal translation is best tackled by those with a background in the law. Having attended law school in both the U.S.A. and in Mexico, Zel Saccani combines his thorough grasp of legal concepts in both civil and common law jurisdictions with his strong

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writing skills (honed as former Editor-in-Chief of the **University of Miami International and Comparative Law Review**) in preparing timely and accurate legal translations.

Summary / Complete Translations

Since 2000, SLBT has prepared hundreds of summary translations of lengthy documents. Often times, the entire content of the document is not needed, which allows for omission of less-relevant “boilerplate” provisions and focus on more-pertinent client-related information.

Some examples of documents that lend themselves to summary translations include:

- Lengthy notarial deeds used to form and amend companies and undertake other corporate changes;
- Contracts, agreements and other documents with substantial amounts of “boilerplate” language;
- Bank statements and financial documents; and
- Legal and arbitration decisions.

Often times, a summary translation is both significantly cheaper and faster than a complete translation. Having said that, it always remains a good idea to ask the party receiving the summary translation first whether such a format is acceptable.

Translation Process

WHY SLBT'S TRANSLATION PROCESS REMAINS SUPERIOR TO OTHER TRANSLATION COMPANIES'

If a client uses a larger translation company, that client is paying for:

Examples of translated marketing materials include:

- Expensive office rent (often times in a major city center), presentation and other forms of overhead;
- Support/administrative/marketing staff;
- One to two translators, plus one to two proofreaders, plus one to two project managers, plus one to two editors...

If a client uses SLBT, that client is paying for:

- Very low overhead (we are located in Brownsville, Texas);

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- Built-in support/administrative/marketing staff (two-person team);
- One translator, who at the same time acts as his own proofreader, project manager and editor (four functions for the price of one!)

You might ask: Isn't it better for four people to work on a project instead of than one? Not necessarily. During medical operations, often only one surgeon operates. At trial court proceedings, one judge normally presides. We know of no compelling reason why a translator who is also sufficiently diligent about proofreading, project management and editing cannot handle all four jobs at once!

The result: The client saves both **TIME AND MONEY**, given that documents are completed both more quickly and economically than with other (larger) companies. Furthermore, any questions about the translation and/or requests for changes requested are immediately addressed and handled by Zel Saccani, J.D.

Pricing for Translations

HOW DOES SLBT CHARGE FOR ITS TRANSLATIONS?

In the translation field, documents are normally charged based on the word count. For translations into Spanish, SLBT regularly uses the lower English word count, which **automatically saves** the client approximately 10-15%, given that Spanish uses at least 10-15% more words than does English.

Since January 1, 2008, SLBT has maintained its per-word rate unchanged at **20 cents per word**. Furthermore, SLBT regularly includes free-of-charge (for orders exceeding \$50) one notarized certificate of translation (a \$10 savings).

For immigration lawyers and individuals requiring translations for U.S. immigration authorities, SLBT regularly puts together "**package prices**" covering the translation, the notarization, and one next-day (or second-day) courier package back to the client's offices.

We also provide discounts if we have an existing format of a client's document, as often occurs with vital documents such as birth certificates, death certificates and marriage certificates. Prior to submitting a price quotation, we search our database in order to see if we have a similar existing document on file. If so, we voluntarily **offer the client a discount**, as we foresee spending less time on the project.

Feel free to send us your document(s) for a free price quotation.

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Translations Delivery

As a “boutique” translation company without subcontractors, SLBT does not assemble teams of translators to work on projects. Instead, we accept only those jobs (normally 40 pages / 20,000 words or less if for complete translation / 250 pages or less if for summary translation) that Zel Saccani, J.D., can handle internally and without subcontracting.

On average, we are able to complete projects within the following periods:

Up to 500 words: **Next business day**

Up to 1000 words: **Second business day**

Up to 1500 words: **Third business day**

Up to 2000 words: **Fourth business day**

We **do not** charge rush fees, and immediately assess our availability before submitting price quotations.

If we cannot complete the job within the client’s requested time period, we will advise the client immediately. Conversely, once we have accepted a job, clients have our word that we will honor the delivery date and submit the translation with the requisite quality.