



Meeting Critical Tender Deadlines with Accelerated Localization Workflows

Client

Our client is a medical device manufacturer producing more than 16,000 products. These products span more than 50 clinical specialties, including cardiology, urology, and interventional radiology. The company was founded over 50 years ago and focuses on long-term innovation and sustainable growth.

The organization operates globally with facilities across North America, Europe, and Asia-Pacific and reported revenues in the multi-billion-dollar range in early 2026. Vistatec has supported this client's localization program for 14 years, and currently covers almost 40 languages. Content types include clinician- and patient-facing materials as well as marketing and multimedia assets. Our services provided also support the client's legal tenders and their corporate communications.

Critical Challenges

The client faced a time-critical localization requirement for a competitive tender submission across several European markets.

The scope included highly technical PDFs that required precise translation and formatting. The source PDFs were not editable, and the original files were unavailable. Additionally, the documents contained complex visual elements, including images, tables, and diagrams. These factors prevented direct translation using standard workflows.

The tender deadline allowed only three business days for full completion, requiring a process that included file recreation, translation, formatting, and ISO-compliant review. Any delay would risk disqualification from the tender process. The client required a solution capable of handling technical complexity and extreme time pressure.

Solution

To meet the compressed timeline and technical constraints, Vistatec designed a customized, fit-for-purpose production workflow.

Accelerated Globalized Production Workflow

To meet the deadline, Vistatec implemented a global production model. The workflow combined technical file reconstruction, translation technology, and continuous production using resources in various time zones to execute a continual "around-the-clock" workflow.

Dedicated Translation Memory

The team created a dedicated translation memory for tender materials. This ensured correct terminology and prevented contamination of the TM with marketing or labeling content. The memory also supported reuse in future tender submissions.

CAT Tool Acceleration

Once files were editable, translation was completed using a CAT tool. Stored translations were reused where possible to improve speed and consistency. The tool also ensured alignment across multiple documents and tables.

Adaptable High-Priority Workflow

For similar urgent tenders, the team used an accelerated workflow, applying machine translation with targeted post-editing when needed and only with client approval. Quality controls remained aligned with tender requirements.

Results

The accelerated workflow enabled the client to meet the tender deadline without compromising quality. The fully localized package was delivered in **3 business days**, achieving approximately **70 percent faster delivery** than typical high-complexity PDF projects.

A **dedicated translation memory** improved consistency across all files and reduced future translation effort by reusing approved segments. **Continuous production workflows** across global time zones ensured uninterrupted progress, which was critical to meeting the compressed schedule.

With Vistatec's help, the client was able to submit a complete, fully compliant tender on time. This was in spite of the highly complex layouts needed, and the client's inability to provide us with editable source files.

Strategic Value

Beyond the immediate delivery, the project introduced a more controlled approach to managing complex documentation under tight timelines.

- Defined workflow for handling non-editable or technically complex source files
- Centralized linguistic assets to support future submissions
- Coordinated global production model to reduce risk on time-critical projects

This structure allows the client to manage urgent multilingual documentation with greater predictability and less internal effort.

Client Feedback & Partnership Impact

The project confirmed the client's confidence in Vistatec's ability to manage technically complex documentation with minimal oversight. The team valued the clear communication, coordinated global coverage, and the ability to resolve file and formatting issues without delays.

As a result, the client now engages Vistatec when preparing tender and regulatory documentation, allowing potential risks to be addressed before submission timelines become critical. The engagement strengthened the working relationship and positioned Vistatec as a trusted partner for projects requiring both technical accuracy and reliable delivery.

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