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# **Specialized Translations in Pharmaceutical, Medical and Bioscientific fields**

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**Overview**

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# 1. About us

*Our identity*

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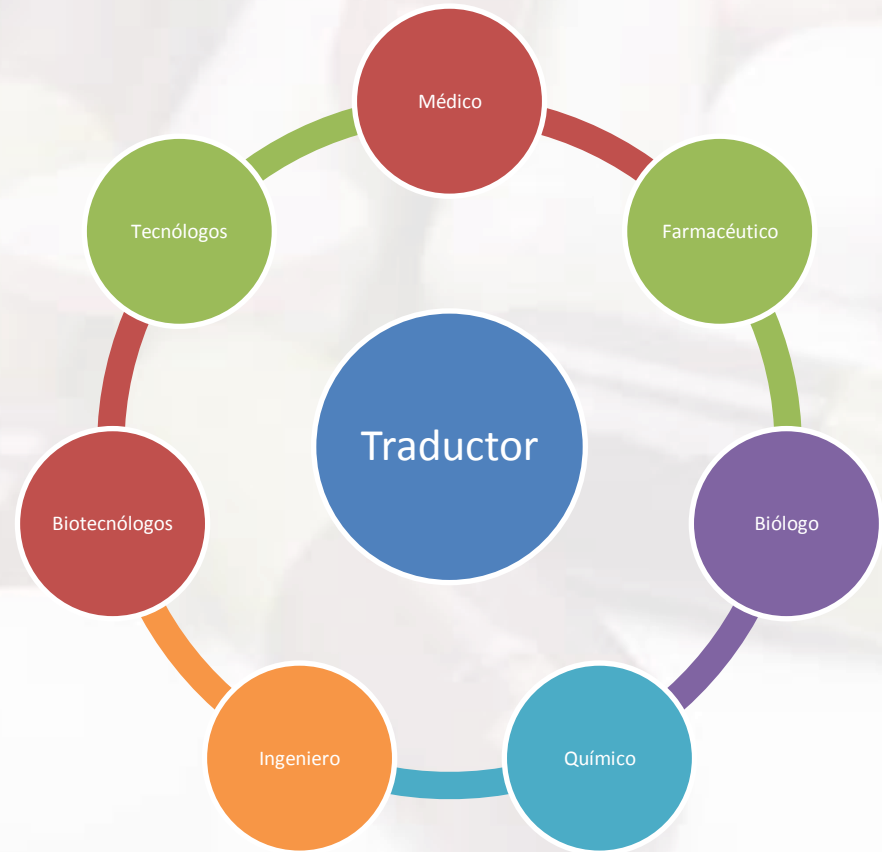
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For 4 years we have work as specialized suppliers (direct and for third parties) of technical translation services in Medical and Biopharmaceutical area in English, Portuguese, French, Italian, Chinese, etc., translating documentation specifically intended for tender processes, regulatory issues (Minsa, Digesa Indecopi, etc.), imports, exports, certification process (ISO, FDA, etc.), health records, business records, clinical and preclinical studies, etc. accumulating a powerful "Background" and "know how" that makes us strategic partners for your company.

# 1.1 Multidisciplinary Team

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Our company is constituted by a wide range of bilingual technical and scientific professionals (some of them even with work experience in regulatory authorities) and professional translators (recognized by the Association of Translators of Peru and Ministry of Foreign Affairs), which are organized in an efficient network of collaborative work motivated by responsibility and total quality principles.



# 1.2 Strategic Location

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Our privileged geographical location (in Peru) allows us (i) to provide highly competitive rates, (ii) to have a wide network of partners who have done or are doing postgraduate studies in different universities around the world and, (iii) to have direct access to American, European and LATAM market (via TLC and other commercial agreements)



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## **2. Our Methodology**

*Our Strength*

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A woman with long brown hair, wearing a black blazer over a striped shirt, is shown in a thinking pose with her hand to her chin. To her right is a large speech bubble with a black outline containing the text 'Thinking on the best strategy'. The background is a blurred office setting with a desk, a pen, and a laptop.

*Thinking on the  
best strategy*



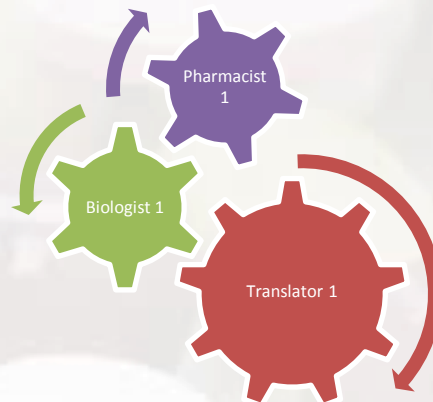
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- Due to the technical nature of translation projects we handle, we have built an extensive multidisciplinary network of partners :

- (i) Bilingual technicians,
- (ii) Professional translators, and
- (iii) Administrative staff

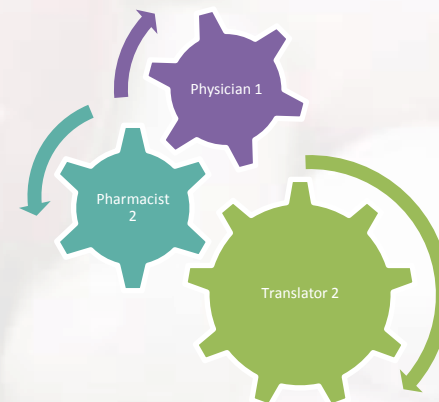
Which are organized in working teams (GT) according the technical field of the translation project. Each GT is coordinated by a Professional Translator who revises, corrects, and homogenizes translations that have been made first by Bilingual Technicians.

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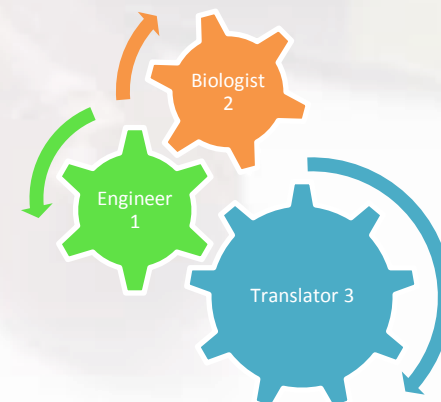
**Project 1:  
Clinical Trial**



**Project 3:  
Brochure of Medical Team**



**Project 2:  
Stability Assay - HPLC**

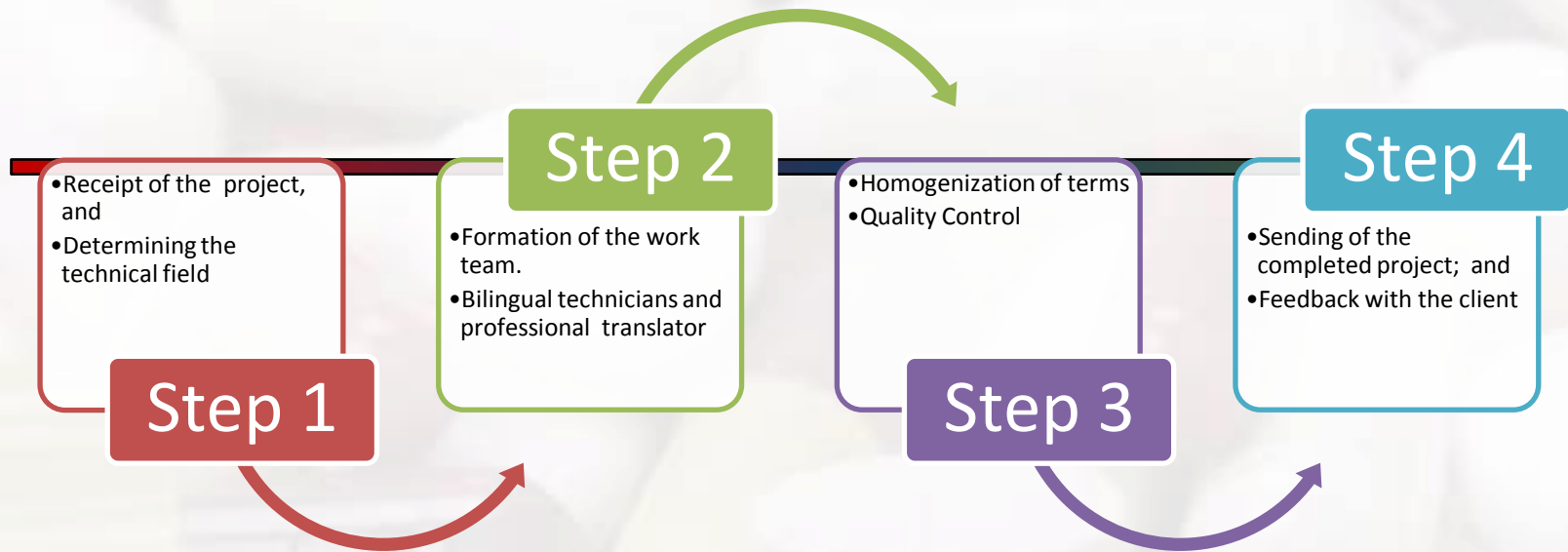


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Finally, all GTs submit their works to the Diagramming and Quality Control area, where works are given the final appearance of the original document and a review of terminology and quality control is done before final sending to the final client. Finally, the control quality area is responsible to do a feedback with the generating specific applications and glossaries for each of our clients.

In this way, we ensure that all our projects are not only well translated but are with the precise terminology in order you reach your business and regulatory goals, or I+D.



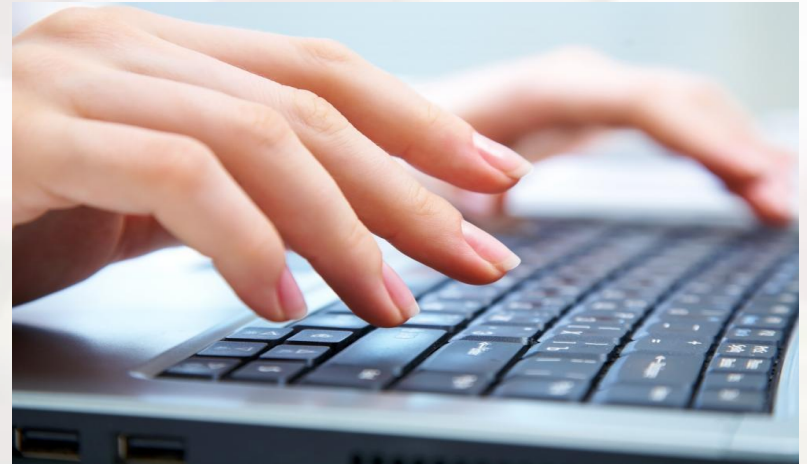


This method ensures maximum preservation of the technical context and suitability of the terms, as it is a professional in the field who translates firsthand the document, identifying the most appropriate translation for expressions and terms used in the field, so based on this terminologically and contextually correct translation the professional works, revising and making appropriate adjustments. This does not happen with other translation offices, where a professional translator is who deals with the document for the first time, committing natural mistakes as this professional does not have the technical experience of the field and tends to make literal translations (by ignoring specific jargon only obtained in the course of the profession) that generates a basic wrong document about which subsequent reviewers work.



The same technicians performing the researches...

Are whom perform the translations...



Generating products that are supervised by professional translators...



# 3. Our Tools

## *Catalysts of our achievements*

- Also, this organization of work (inverted) allows us to save time (because the translators do not have to do research about the meaning of a term) and reduce our costs, allowing offer you the best rates on the market in cost/quality relation.

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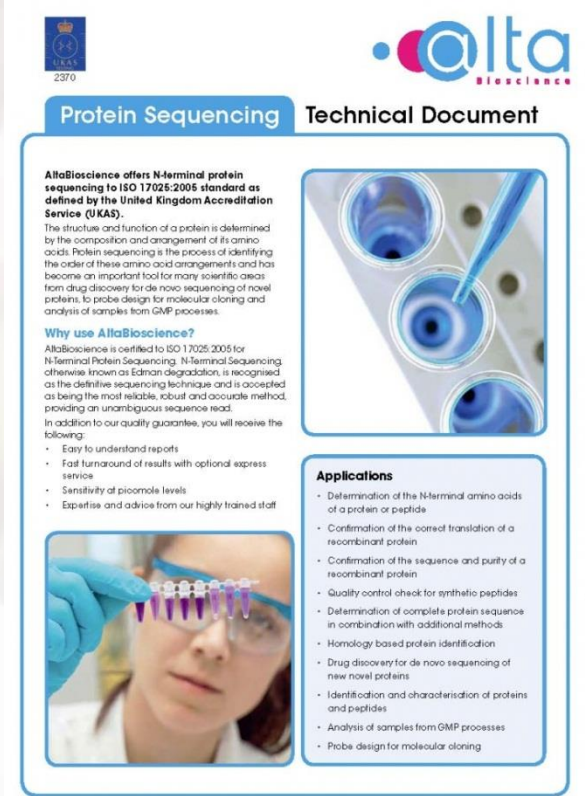
Workstations constituted by Computers with Multiple Screen, where the translator can simultaneously visualize the original document, the translation project that is generating and a technical dictionary, which minimizes the possibility of errors and allows faster execution of projects.

Applicative software that allow us an intelligent management of your translation projects, for example maintaining a uniform language and format (the same preferred synonyms and contexts) between your different projects over time.



Assistance of graphic designers, allowing us to not only deliver you a proper terminological translation but also elegant and totally visually similar to the original.

Our own server, which in addition with security keys allow as a fast and secure file transfer, preventing leaks of your sensitive documentation (e.g.: Directed to tenders).



The image shows a technical document titled "Protein Sequencing Technical Document" from AltaBioscience. The document includes the UKAS 2370 logo, the AltaBioscience logo, and a blue header. The main text describes N-terminal protein sequencing to ISO 17025:2005 standard, its importance in drug discovery and GMP processes, and lists applications such as protein identification and quality control. It also features two images: one of a pipette in a multi-well plate and another of a scientist in a lab coat and safety glasses.

**UKAS**  
2370

**alta**  
Bioscience

**Protein Sequencing** Technical Document

**AltaBioscience offers N-terminal protein sequencing to ISO 17025:2005 standard as defined by the United Kingdom Accreditation Service (UKAS).**

The structure and function of a protein is determined by the composition and arrangement of its amino acids. Protein sequencing is the process of identifying the order of these amino acid arrangements and has become an important tool for many scientific areas from drug discovery to de novo sequencing of novel proteins, to probe design for molecular cloning and analysis of samples from GMP processes.

**Why use AltaBioscience?**

AltaBioscience is certified to ISO 17025:2005 for N-Terminal Protein Sequencing. N-Terminal Sequencing otherwise known as Edman degradation, is recognised as the definitive sequencing technique and is accepted as being the most reliable, robust and accurate method, providing an unambiguous sequence read.

In addition to our quality guarantee, you will receive the following:

- Easy to understand reports
- Fast turnaround of results with optional express service
- Sensitivity at picomole levels
- Expertise and advice from our highly trained staff

**Applications**

- Determination of the N-terminal amino acids of a protein or peptide
- Confirmation of the correct translation of a recombinant protein
- Confirmation of the sequence and purity of a recombinant protein
- Quality control check for synthetic peptides
- Determination of complete protein sequence in combination with additional methods
- Homology based protein identification
- Drug discovery for de novo sequencing of new novel proteins
- Identification and characterisation of proteins and peptides
- Analysis of samples from GMP processes
- Probe design for molecular cloning





All our neurons to yours  
service.



Four years of uninterrupted growth, and a high rate of client loyalty are the best indicator of the great quality of our work and the great qualities of our network of partners.

Therefore, we invite you to apply for a free test translation (to: [email@tradupharma.com](mailto:email@tradupharma.com)) of the document you propose so you can directly assess the quality of our work.

# 4. MANAGEMENT POLICY OF DOCUMENTS

## Our Commitment

Since we know the significant commercial and regulatory value of documents entrusted to us, all our partners have signed confidentiality agreements with us (with penalty clauses), and similarly we can sign these contracts with our clients.

Also, in order to prevent that any important and/or sensitive document can be viewed by unauthorized persons, we are careful to send all our documents in \*.doc, \*.ppt, \*.Pdf format, etc. with security key transmitted via separate.

### **NON-DISCLOSURE AGREEMENT**

This Agreement is made on DD/MM/YYYY

**BETWEEN**

[The Tenant]

**AND**

[The Landlord]

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We are fully aware that 99% of translation projects entrusted to us are intended to be submitted to regulatory agencies and/or tenders, therefore we guarantee that all deadlines to which we commit will be fulfilled urgently, under risk of penalty.





Thinking about the need you have to meet your regulatory and tender deadline, from 1st. August we work with extended hours from Monday to Saturday from 8:00 am. to 6:00 pm.

## 5. OUR WORK AREAS

Fields in where we are leaders



# Pharmaceutical Area

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Documents of clinical trials, marketing applications, renewals of OTCs, etc.: Safety and Efficacy Studies, Stability Studies, Health Records; Documents of Pharmacovigilance.

Files of drug records; research reports. Summaries of product characteristics (data sheets).



# Biomedical Area

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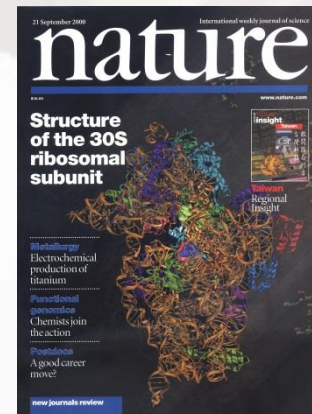
Investigator brochure, patient information sheets, informed consents, Product Monographs: Clinical records and information for the patient; Research Articles, Guides user (IDU, instructions for use); Approvals and Notifications related to the Ministry of Health and Ethics committees; biomedical books.





# Scientific Area

Research Articles, Reviews,  
Clinical Trials; Letters to the  
Author, Doctoral Thesis,  
Books, Magazines, Posters,  
Reports, Conferences.  
Presentations, etc.



# Technical Area

Product catalogs, user manuals and technical specifications, summary sheet; Business Information, Brochures, institutional information for importers and exporters; multimedia materials, business documents in general.

**Aviator Standard features**  
 Transport ventilator (BioMed Devices MVP-10)  
 Single 5 hour battery  
 Air/Oxygen blender  
 O<sub>2</sub> oxygen analyzer  
 O<sub>2</sub> oxygen flowmeter (0-16 lpm)  
 Large double-wall infant chamber 360° visibility  
 Internal Noise level <60dB  
 Head access door  
 Front access door  
 2 hand ports  
 5 accessory ports for IV/respiratory tubing  
 Slide out intubation tray and mattress  
 A/C power outlets  
 High-intensity exam light  
 Skin temperature probe  
 Microprocessor controlled  
 Large LED display  
 Humidification reservoir  
 2 pairs of infant restraint straps  
 2 "10" or 2 "E" cylinder mount  
 Power cord wrap

**Audio and visual alarms**  
 High air temperature  
 Air temperature failure  
 Air flow (heater temperature) failure  
 System failure (component malfunction)  
 AC failure  
 High/Low temp  
 Temp > 37° C  
 Set point alarm

**Visual indicators**  
 Baby temp  
 Air temp  
 Set temp  
 Battery condition status  
 Battery recharging status  
 Low battery  
 AC power  
 DC power (battery)  
 DC power external

**Electrical Specifications**  
 AC Power 120 Vac 50-400Hz  
 230 VAC 50-400Hz  
 External DC Power  
 12VDC input  
 Internal Battery  
 12VDC (24AH) Sealed lead/acid gel  
 Digital Air Temperature Control  
 Air temp control 17.0°-38.9°  
 (0.1 degree increments)  
 Display resolution 0.1° C



(Aviator in the Eurocopter EC-135)

**Size and Weight**  
**Incubator**  
 Weight 50 kg (110.23 lbs)  
 Height 45.7 cm (18 in)  
 Length 134.6 cm (53 in)  
 Width 53.3 cm (21 in)

**Options**  
 Patient vital signs monitor  
 BioMed Devices Cv2i Colorscreen Ventilator  
 Ventilator monitor  
 Suction  
 Hand ports on backside (2)  
 Hand door cuffs  
 Iris port  
 Thermal cover  
 Manometer  
 Syringe pumps  
 Manual Resuscitation bag and block

# Commercial Area

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Certificates of ISO, Certificates of Good Manufacturing Practices; Certifications of Quality Assurance, Documentation for tenders; Statements for foreign government; marketing certificates, Apostilles, import and export documentation.



# Intellectual Property Area

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Invention Patents, Utility Models, Technical Reports INDECOPI, ISR, PAJ, U.S., EU, etc; Descriptive Reports, Certificates of Deposit of living sample; Priority Documents, Contracts of assignment. Reply to Indecopi patent office; Certificates of Brand; Oppositions; Testing of Use, Classification of Niza, etc.



# Area of Personal Documentation

- Birth certificates, certificate of study, criminal and legal records, certificates, degrees and diplomas, transcripts, ponderados, health records, insurance, revalidation, economic livelihood.

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## **6. Our Portfolio of Products**

*Designed to help you open new markets*

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IBRF®

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## **1. Simple Translations:**

They can carry (not editable pdf format) or not (editable word format) seals that indicate the identity of the professional translator who did the translation and that this document does not have legalization. They are especially important for your company's internal documentation and tenders

## **2. Certified Translations:**

They are delivered in physical form and lead seals of the professional translator certifying the translation and also distinctives (seals and security numbers) of the association of translators. They are especially for documentation intended to tenders.



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### 3. Traducciones Públicas Juramentadas:

They are delivered in physical form and lead seals of the professional translator (which has been recognized as **Sworn Public Translator** by Ministry of Foreign Affairs of Peru) that certifies the translation and also has distinctive signs of both Peru Translators Association and Ministry of Foreign Affairs of Peru. This type of translation can only be performed on apostilled documents (Convention of Haya) or holding the authentication of signatures by MRE.

They are especially important for the validation of certificates (as it certifies the authenticity of signatures) and for tenders and permission documents.

# 4. Our Strength Languages

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95% of our work and therefore most of our "background" and "know-how" is focused on Spanish, English, Portuguese, Aleman, Italian, French and Chinese



# 7. PAYMENT POLICY

## The important is to resolve the problem first

### Payments to Posteriori

We know that your translation projects are urgent, for this and in order to avoid delays derived from internal account processes we can offer credit to 30 days or even 60 days with issuing of a "purchase order" approved by your appropriate department.

Moreover, if signing a contract of service provision, we only need the written order of your personnel authorized to start a translation project (regularization of payments can be made later).

Request

**Abril 2013**

Domingo	Lunes	Martes	Miércoles	Jueves	Viernes	Sábado
	<b>1</b>	<b>2</b>	<b>3</b>	<b>4</b>	<b>5</b>	<b>6</b>
<b>7</b>	<b>8</b>	<b>9</b>	<b>10</b>	<b>11</b>	<b>12</b>	<b>13</b>
<b>14</b>	<b>15</b>	<b>16</b>	<b>17</b>	<b>18</b>	<b>19</b>	<b>20</b>
<b>21</b>	<b>22</b>	<b>23</b>	<b>24</b>	<b>25</b>	<b>26</b>	<b>27</b>
<b>28</b>	<b>29</b>	<b>30</b>				

Payment

# Fixed Budgets

With us, you will always know how much it will cost yours translation project, as we work with fixed quotes (budgets), so we do not expect to finish the project to know the cost, but *a priori* we send you a economical proposal in order you take yours best decision and facilitates the work of yours accounting area.



**Tradupharma E.I.R.L**  
(R.U.C. 20546541381)

**COTIZACIÓN DE SERVICIOS DE TRADUCCIÓN**  
**468 - 2013**

**Solicitante** : Dra. Andriá Aguilar  
BMS Perú

**Carta de referencia** : Correo-e fecha 22-07

**Idioma de origen** : Inglés      **Idioma final** : Español

**Campo técnico del documento** : Dossier

**Número total de páginas** : Aproximadamente **4,700 palabras traducidas** equivalentes a **24,8 páginas** (190 palabras o fracción por página)

**Tarifa aplicable** : \$/. 17,0 por página (190 palabras)

**Monto Final** : \$/. 421,60 Includo IGV

**Fecha de entrega** : Miércoles 24 de Julio      **Hora** : 13:00 horas

**Responsable y Observaciones** : Traducción Simple

**Forma de Pago** : **Transferencia Bancaria** a la cuenta de Tradupharma EIRL  
Cuenta Corriente del BCP N° 191-2036087-0-34  
y/o **cheque** a nombre de Tradupharma EIRL

Teléfono: 734 - 9025  
Celular: 997 - 629206  
Fax: 482 - 3374  
Correo: email@tradupharma.com

  
Lic. Vanessa Abad Villavicencio  
Gerente General

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## **8. Other Services**

*Thinking to serve you comprehensively in Peru*

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# Interpretation Service

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Thinking about your meetings and interviews, we can provide services of (i) consecutive and simultaneous interpreter for your meetings in Peru, (ii) accompanying interpreters for your business appointments, (iii) telephone liaison interpreters for your teleconferences. These services only in Spanish, English and Portuguese.

All our interpreters have academic training in life sciences, which will ensure your ideas are translated in the way more appropriate despite of the technical component that these may have.



# Rental of Interpretation Equipment

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If you already have internal staff of interpretation, we can help you supplying interpretation equipment (within the city of Lima) which will make your international meetings more elegant and productive.

The rent includes in support a soundman who will help the handling and installation of all personal and/or central devices.



# Bilingual Hosts

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Finally, in order to complement yours international meetings, we also offer bilingual hosts service in English, Portuguese and Spanish.

We offer this service in the city of Lima only and may or may not include the service of a master of ceremonies and a coordinator of room, plus hosts.







Your best strategic partner



**Phone:** (+511) 734 - 9025

**Cell phone:** (+511) 997 - 629206

**Fax:** (+511) 482 - 3374

**Email:** [email@tradupharma.com](mailto:email@tradupharma.com)

**Web:** [www.tradupharma.com](http://www.tradupharma.com)

**Address:** Arica street N° 551 - Of. 201 –Miraflores  
Lima – Peru