

langia

UPDATE



HOST

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Langia's CTO

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Tasha Sokolova

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"I know everyone has been asking for a Langia update since my arrival ,well ,here it is!I was greatful to spend some time speaking to Enez Ozgor, who is a part of the langia team as the Chief Technical Officer in Toronto!"





"First question for you Enez, what challenges have you faced in your industry, and how can Silent Notary help you out with our technology?"



"Hi Tasha, well, generally translation industry is based on like an old techniques on both certification and like authenticating the translator itself, basically certification of the translator itself. So every time when you want to submit a translated document, both the government or other companies, or the person requesting the translation needs a certification, that's basically a set of documents showing they're eligible, they have the knowledge, they have the language specifications for the job, or if they don't have a certification and their translation isn't accepted or their certification has expired and again, their translation is not accepted. The thing is, the reason this is like this is, if your document is fake or if your document has problems, the government or the entity requesting the translation wants to know who done the translation and can they be can they be accountable. Can they be accountable to this document and verify its contents? And that's why every time we're having this problem, like if I couldn't find a translator for the job and they don't have the certification up to date or the other part of the requests in place it's an issue. We are hoping blockchain is the solution for that, if we can somehow implement this into the industry."



"Do you have a lot of problems with the translation in documents?
Do you face it on a regular basis?"



"Yeah, it's probably 30% to 40% of the time. They need a translator with a specific certification. And if we cannot find this person, a translator fitting to that position, it's a major problem, they say for instance, they don't have a knowledgeable translator for that. Also, there is like other parts, which is more like stuff to keep the planet green. Cut down the paper consumption etc. Every time they regress the translation there is like the same amount of pages needs to be printed if they need a certified translation. Because it requires the stamp and the signature. So the only way you can just fake it if you have the correct software or tools. So you may get a supposed certified translation, but maybe the translator's certification expired five years ago, and he's just using the old one, an old stamp and you might not know it because he's adjusted it."



"So what you mean is, that if we have all those blockchain txid in place, its like a digitalization of all of this, preventing fraud. Thats were Silent Notary comes in? "



"Absolutely. So there is to there is three sides actually being one to digitalize it all. And the first one, the translator itself, translator itself will be cemented or hashed into the chain when they first start working with you. So this is to certify that they are signed up in that date. They know that this person is the right person. The the person who did the translation and their eligibility or their language work, if they have couple of years of experience, if they have expertize in specific areas and their I.D , the information, also because, you know, this might be a different person than the person who did the translation just using their name. It may not be the real person. This could be another method to bypass the authentication process. So when they first sign up, you are going to give them a language certification. Actually, I forgot the most important step after they have passed a couple of steps in the system like verification or identity verification, a "skill set" test. You know, not every translator will have that. But if they want to be a certified translator here, they will be blockchain certified with us . After that process, the second one is (continued)



the document or the project certification. When a customer submits a project, which is a translation project, first hash the first source file, the original file, and then the translation is done and the translator completes the translation, the hash, and the translated file. So in a use case, you like presented these documents, the translated documents to a court and the details of all the information and the files, the court could say there is a mismatch. So are we sure this is the documents or this is a valid translation? They can then go back to the blockchain and see when and by who done it, like their IP address or, you know, hardware address, etc. Or if they actually uploaded the translation in the first place. They could upload the source file. They can then see both and they can say, "yeah, so this is the authentic file and there is no changes made" (after the translation) They can be sure the customer and translator are not accountable from this point because they did their job and the customer provided the correct file, the translator provided the correct file and this is verified by the blockchain technology. And then they can then say "yes this is fully certified on blockcahin". So the, the other party is wrong or I don't know what is the court case is, but the customer and translator will be verified by this way. "



"Ok, so you were saying about there being three ways? "



"So right now we have not we changed the whole language structure, actually keeping the silent majority in mind because the old structure wasn't an easy system to work on. It wasn't flexible at all. So the new system is more like the marketplace and the way we handle it right now, we are keeping the translator accountable. We are not getting in between what they put in their profile. When they sign up, it's their responsibility. And if they say, I am a certified translator. In our specific day, we have probably six or eight different certification customers are looking for regular work. If he says, for example, API or translation or certification is genuine, we believe it's real and we didn't check them. Do you really have the certification? Because if something goes wrong at their end, they are accountable. Their name in their language doesn't have any legal obligations to provide at the new system. And in this way, we just keep our management costs down or like operations costs down and just giving the rest of the parts to the trust itself and how it's done. When a customer segments a project, they select the specific certification first, because otherwise it will be a normal translation, you know, certification needed. If they select a specific certification, translator accepts and proceeds to the translation, completes all the documents and prepares a two page certification for this set of documents. These two pages includes the translators certified certification information, where he got the certification, when did he get it? And other details. And the second page is a contract affidavit of translation. It says, I am the translator who translated this document. And I, I take full responsibility to say I did the translation correctly by understanding, you know, the file that states this, the translator is accountable. Otherwise, if they don't include this and customer doesn't know the translator details or things and they submit this translated file to a court or a government agency, the government agency can say, well, this is not a valid translation because you might just do it with a Google translator. Like we don't see any affidavits, we don't see any signatures of people. And how do we know this person did this? There is no there is no step. So that's why these two pages are important."



"We all actually, anyway, for me, it sounds like there are so many ways to make a fraudulent certificate."



"Absolutely. There are many ways. And I believe there is a lot out there, you know, because a lot of law firms are really decent. They are trying to do the best practice, keep everything on by the book says. But there are also a lot of law firms are just going after the money and they don't care. They can't use the same certification for every project because there is no sender checked. There is no attribute in the certification itself stating which documents they translated. Sometimes they include in the affidavit file names like I translated these file names and something then something and then the PDF. So two pages and if there is any other documents, blah, blah, blah, that's the documents. And I translated this document, it's stating. But a lot of the times are they don't care. They just put the certification angle on it. And that's why we just wanted to change the whole system to like we did. You should get out of this cycle because we might get in trouble. It should be the translator's responsibility. "



"Well, yeah, that sounds fair. Well, as long as the world is transforming!"



"When I first heard about the Silent Notary system, we were really thinking about something to do with the blockchain and just, Yeah, it was the perfect thing we were looking for and I hope like it will take some time to agencies or the government to accept blockchain certification, but eventually it will happen. And I believe if we can, you know, adopt it earlier, I believe it will be the probably best system for a long while."



"Then this new system using the likes of Silent Notary will be the driver of the new market for sure. That sounds really cool. Could you also tell me a little bit more about Langia as a company itself? "



"So when you have a lot of experience in the industry, we tried a lot of new things to make the translation parts modernized. But there is a lot of let's say concrete beliefs or concrete practices that are hard to change. And that's why we sometimes go back and use some of the old techniques, as I mentioned, about certification, etc. But a lot of the times we always had a problem with the old system, people are used to the old ways, but we are looking to revamp that."



"So this is the new way. We are handling it like this. And they were just, you know, people didn't believe or like didn't get onboard. And, like, immediately they were keeping themselves back a little because, you know, technology is always kind of scary for some people if they don't know it. So after the first two years, we kind of came to a middle ground between the new systems and the old ones, they had like probably lots of little firm customers, big partners. They had, I don't know, tens of thousands of dollars of jobs and yearly they had a lot of clients and then COVID hit. So after the COVID, we had a lot of troubles finding the traction because of the whole integration stop. And we wanted to find other ways to get customers in. And this solution was the final version of how it is right now, which is as a company, we're just providing the most improved like most advanced and the base structures to translators so they can create their own profiles as a professional, put their all of their credentials experiences expertize and they need for customers to come in and send them a project, send them a job. It's like an open marketplace. And the previous systems were not so efficient. If we keep that, it's like another marketplace but a, you know, a service provider and we're in the middle. When someone submits a project, we always check it and assign it to a translator. So that's why the marketplace with regulations, which means like the quality regulations, like not every everyone can be a professional or a certified translator in the system and for the customers. Other options in the industry either. It's a transportation agency with a lot of overhead costs. When they submit a project, only 40% goes to the translator. The rest is going to the agency itself. So it's like it's not good for the customer itself. And the other option is finding a freelance translator from the marketplace like, I don't know, Kijiji or fewer, or there's a couple of other websites changing major countries. This is risky because you don't know the quality and they can just may not fulfill your needs. They can just bail out or take the money or half of the money and you won't see them again."



"Our role in here is now not an unregulated marketplace. So when something goes wrong, you know, the translators contact information, we know their profile, we know who they are. And if something goes wrong on the customer side, again, we can just dial in what's going on. You need to like, this is the thing you need to do. You shouldn't do this kind of check out and see how to solve the problem. And I believe with the inclusion, inclusion of the blockchain or digital certification. There won't be any need to keep track of anything manual or anything printed, because right now there's also a printed side, as I mentioned. Things should go traditionally for a while, but after the digitalization of certification, it will be probably a global, global solution, because everyone can, like any translator, can create an account. They will be certified. And customers should trust them because they're certified in our system also. As a translator, as industry translator aside. When they work with another company, generally their payouts and other details are getting in. It's not seamless for a lot of them. Generally, it's a manual process. But for the last two years, I was trying to find a solution to solve this problem. And finally, we have an automated system right now. It's just like a like Uber marketplace. Whatever you do, whatever you complete as a translator, the translation project, you are automatic. You can manually or automatically pay it like check it out. Cash out, cash out the amount in the system to your specific bank account or whatever you wherever you want to, what you want. It can be used stripe's make your own system for that."



"And the thing is, everything is secure. You don't have to deal with the payment system. Security's actually that work. That's also the thing I was waiting for to implement the scenario, because if you don't have a robust payment system, then the whole process can be a little vague. I can't optimize because we want to make sure the payments are in place before the documents or chance data gets into the blockchain. As a transaction, there might not be anything that didn't get paid and it's just hashed. We used the network and you know, there's an extra something because we didn't have a perfect payment system, etc. There is a lot of, you know, simple or I get this kind of difference and points. So everything is almost complete, now we are ready to implement."



"Right now, are you only processing the payments in fiat, or are you planning to implement the cryptocurrency transfers? Is that something you guys are thinking about?"



"Oh yeah. This is another thing. You want it to like include a cryptocurrencies to the check out too. Right now we are using the stripes name of gate and this is because, If they pay, if the customer pays with fiat transfer, it can like Withdraw their money as of yet. So if we use blockchain, there will need to be like the exchange to and from the cryptocurrency to the fiat, because we want to give everyone the option, like if they got paid in bitcoin etc, they can withdraw in bitcoin or swap to fiat. So this is only a part of it, but we in the future, we absolutely want to give the option to various crypto when using our services here at Langia."



"Sounds very interesting , It sounds like Langa is planning to be a disruptive company in industry the by changing all the bureaucratic systems into something really cool."



"It's the hard part, it can be done because otherwise it wouldn't work if the government or other entities are not accepting the certification or the crypto. I mean blockchain certification. It's because it's something that they can just say, yeah, we don't accept it or yes, we do accept it!"



"Yeah and the tricky part of this is because the government, as we know they love their traditional payment methods that have been in place for a long time."



"Absolutley, yes, that's the case just now."



"And the Governments are really hard to change. Yeah. Well, I mean at the beginning. Langia might be starting to work with some governments in the near future?"



"Yeah, it's probably Canadian government because they seem they're more warm about the cryptocurrency or the blockchain. And as I as I remember, they are testing out government IDs in blockchain, like, you know, giving out the people's ID from the blockchain and keeping maintaining it like this and secure it. if it all works, I hope they can be open minded about Langia helping out using blockchain and Silent Notary."



"Like, why not? The Candaian goverments doing IDs. Why not Translationtoo? The industry needs that as well. very cool. I guess that you've answered all my questions!.I think that maybe I could do kind of like a podcast out of this and there will be a post on our blog as well. I'm not yet sure which one, but I will send it to you!"



"Oh, yeah, sure. Absolutely. We can we can share them in our blogs as well. Or like in social media. Thank you verymuch Tasha!"

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