

Supplement to the Prices section:

Prices for Translation and Related Services

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Translation Prices

Pricing method

In the Russian translation services market, translation prices are calculated according to the number of *typewritten pages* (1 typewritten page equals to 1600-1800 characters – see below the related subsection). For both Russian-English and English-Russian translations, it is usually the Russian text that counts, i.e.:

Translation price = The number of typewritten pages	
Russian → English	English → Russian
The number of typewritten pages in the <i>Russian</i> source text	The number of typewritten pages in the <i>Russian</i> target text

For source texts in English, translation prices may be calculated according to the number of *words* in the source text.

Translation price = The number of words
English → Russian
The number of words in the source text in English + 20%*
* See "Price per word" in the Price Calculation section.

What is a typewritten page?

Sometimes those who need a language translation service are not very much clear about what they have to have translated and therefore the estimated translation cost. They may think that where they have, say, a 10 page brochure, the translated text will be approximately of the same length. They might be mistaken though. Texts in English are typically shorter than Russian texts conveying the same contents and meanings. This is due to the fact that Russian and English belong to different language types – see the Inter-language Differences section in the file attached to the website's pages, *Prices / On Translation: [on_translation_add_eng.pdf](#)*.

So the WYSIWYG doesn't work in this case. You should charge for what you do rather than for what you see.

In Russia's marketplace for translation services, the size of 1 *typewritten page* varies from 1,600 to 1,800 characters (with spaces and paragraphs). In our case, 1 page is equivalent to 1,800 characters (a slight discount, isn't it?).

If an electronic copy of the source text is available, you can calculate the number of pages / words using MS Word.

A decimal is rounded either up or down to the nearest whole number (up when the tenths digit is 5 or greater).

What MS Word doesn't count

It cannot count alphanumeric characters in in-text embedded charts, diagrams etc. They can be calculated only after hand typing them into a .doc / .docx file.

How to calculate in other formats

The number of characters in the texts presented in other formats convertible into the .doc / .docx format (pdf, MS Excel, MS PowerPoint, MS Visio, etc.) is calculated after the text conversion.

The number of characters in the formats unconvertible into the .doc / .docx format is calculated using the above-mentioned hand typing method.

How about paper-based texts?

If a source text is on paper and for any reason cannot be scanned into a digital editable file, the number of pages is calculated manually by calculating the average number of characters (including spaces) per line and the number of lines per page and then by multiplying both.

How to calculate changes / amendments to translated texts

When small changes / amendments to the previously translated text are calculated, it is not separate words but *phrases / sentences* that are counted for price calculation purposes as those allowing the translator to catch the meaning.

Complexity-dependent translation rates


Translation rates depend on source text complexity and the availability of background information. What makes a translation more expensive is a text ("text of higher complexity") that includes all or any of the following:

- Terms that are new to the Russian / foreign reader (e.g. a text on a freshly innovative IT solution)
- Undefined abbreviations / acronyms that require searching through outside sources (dictionaries, websites, etc.)
- Idioms and/or metaphors (e.g. a metaphor-rich advertorial)
- Words from different terminology (e.g. a bank's annual report)

Price per page

Text type	English → Russian	Russian → English*
Texts in the .doc / .docx format	negotiable	negotiable
Texts of higher complexity in the .doc / .docx format	+15-30%	+15-30%
Texts in MS Excel / PDF / PPT, etc. ¹	negotiable +	negotiable +
Texts of higher complexity in MS Excel / PDF / PPT, etc. ¹	+15-30% +	+15-30% +
Slogans, mottoes, etc. ²	Time-based	
<p>* For 'Russian → English', the translation price is higher by 30 per cent than for 'English → Russian'</p> <p>¹ "+" It is impossible to calculate in advance the time needed for processing such texts, including graphics with text description, and to prepare such texts for translation. So a time-based rate is applied for them: 1 hour = 2 pages.</p> <p>² A time-based rate is applied (1 hour = 2 pages).</p>		

Price per word

Text type	English → Russian**	Russian → English*
Texts in the .doc / .docx format	negotiable	negotiable
Texts of higher complexity in the .doc / .docx format	+15-30%	+15-30%
Texts in MS Excel / PDF / PPT, etc. ¹	negotiable +	negotiable +
Texts of higher complexity in MS Excel / PDF / PPT, etc. ¹	+15-30% +	+15-30% +
Slogans, mottoes, etc. ²	Time-based	
<p>* For 'Russian → English', the translation price is higher by 30 per cent than for 'English → Russian'</p> <p>** For translations from English into Russian, the per-word rate includes a <i>20 per cent</i> extra because English texts are usually shorter (by 20-50%) than Russian translations – see the Inter-language Differences section in the file attached to the website's pages, <i>Prices / On Translation</i>:  on_translation_add_eng.pdf</p> <p>¹ "+" It is impossible to calculate in advance the time needed for processing such texts, including graphics with text description, and to prepare such texts for translation. So a time-based rate is applied for them: 1 hour = 500 words.</p> <p>² A time-based rate is applied (1 hour = 2 pages = 500 words).</p>		

Discount rates

Discount type	in % of translation rate
One-time discount – 150-250 pages per order	5%
One-time discount – over 250 pages per order	10%
Current-year discount – in excess of 500 pages for a current year	20%
Constant / cyclical large orders*	25%

* See below the Discount Option section

A Discount Offer

If you expect you will need translations for rather a long time, you are offered a *25% discount*, with a translation service contract to be signed for a specified time period (min. 3 months).

The discount formula (a sample calculation):

Fixed monthly rate

plus

(Price for translations in excess of the agreed number of pages

less

25% discount)

Monthly rate:

€1 000

Expected number of pages

50 pages*

* €1,000 ÷ €20 = 50 pages

Per page rate

€20

No. of translated pages per month

150

Total amount payable

€2,500

€ 1,000 + € 1,500*

* 100 pages x (€20 - 25%) = € 1,500

Cf.: **Total amount due without using the discount:**

€3 000*

* 150 pages x €20 = €3 000

Note: 1 page equals circa 250 words.

Rush service fees

Pages per day ¹	in % of standard translation rate
7 ²	0%
8-12	30%
13-16	50%
17-20	75%
Over 20	100%
Any number of pages – to be translated after working hours ³ / on weekends / national holidays	100%

¹“Day” means working days from Monday through Friday

² The standard number of pages per day

³ If an order for same-day delivery is communicated after 6.00 p.m. Moscow time (which is 3 hours ahead of GMT). For non-same day orders, the overall calculation takes into account the number of pages the translator has to translate on a non-working day(s) to meet the deadline.

Prices for Related Services

Service name	in % of translation rate
Proofreading	10%-25%
Editing*	25%-75%
Creation of dictionaries and glossaries	As agreed with client
Product naming	As agreed with client
* If the editing process, due to a low quality of a translated text, turns into the translation process, the standard translation rates are applied.	

Translation Ordering

Minimum order size

Minimum number of pages to be translated: 1 page (if your order is smaller, it is rounded up to 1 page).

Order placement

You can place your translation order on any week day. After negotiating it orally or via e-mail, a translation service agreement between your organisation and the translator may be signed some time later, if not signed prior to the placement of your order (in some cases, no contract is needed). e-Copies of the legal documents required for contract signing are sent via e-mail at request. *The most convenient option is entering into a long-term or an open-end agreement with the translator.*

Order cancellation

In the case of cancellation of a translation order, the translator may bill the client for work completed as at the cancellation date.

Turnaround Time

The turnaround time takes into account working days from Monday through Friday. If a translation order is made later than in the morning of a working day, the count starts from the next day.

Payment

Payment term

A payment period may be specified in the translation service contract or based on oral agreement in good faith by both parties.

Payment currency

The amount due for the translation made is paid either in *Russian roubles* at the exchange rate set by the Central Bank of the Russian Federation on the date of payment or in *euros* by bank transfer to the translator's rouble account or euro account, respectively (in the latter case, however, clients are asked to use the possibility, if any, to transfer the foreign currency denominated amount translated into roubles to the translator's rouble account through a correspondent bank).

Payment method

- Bank transfer (to the translator's current account in roubles/euros with Russian bank)
- Via Western Union or other money remitters

About the Russian Translation Services Market

Price market segments

Translation rates depend on the category of text, source text complexity, the size and urgency of a translation, and the pricing policy of a freelance translator / translating agency. Texts to be translated are typically divided into three price categories (in ascending order, no matter their complexity): non-professional, professional, and legal / commercial, let alone fiction translations, each of which with their complexity ranges (see above the Complexity-Dependent Translation Rates section).

The Russian translation services market has three major price segments: the upper, middle and lower, with the translation rates per page being in a range of \$/€ 25-45, \$/€ 12-25 and < \$/€ 12, respectively. In terms of per-word rates, these equal approximately \$/€ 0.10-0.18+, \$/€ 0.04-0.10, and < \$/€ 0.4 per word.*

The upper price segment is represented by experienced providers of high quality translation services, the middle price segment, by those with less experience, and the lower price segment, mostly by students etc. for whom translating is a side job.

Price damping

A translator from the lower segment offers very low translation rates to get whatever s/he may need, and a translating agency from the middle segment can afford price damping by saving on the translators it engages from time to time. What is paid to them is around a half or less the amount charged for the translations. This cannot but negatively affect work quality: highly experienced translators would hardly agree to be paid so little.

Migration between the price segments

Published translation rates often have very little to do with actual ones. It is not seldom that a translating agency, which belongs to the middle segment according to the published translation rates, easily jumps up into the upper segment as soon as it comes to evaluating a specific translation requested by a potential client.

Non-disclosure of translation rates

Many translating agencies do not publish translation rates, instead offering a customer to complete an order form and thereafter receive information on the estimated amount payable. Doing so, they hope the customer will get bogged down in the details, and will not contact any other translating agency / freelance translator, especially given a shortage of time.

* The rates are given for the period before the announcement of sanctions against Russia and a dramatic fall in the Russian Rouble exchange rate in 2015.