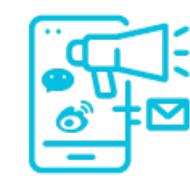
#### KEY SERVICES

### 

Making your ideas accessible worldwide!









Translation	Interpreting	Social Media Marketing	Copywriting
Certified Translation	Simultaneous Interpreting	K()  /K()( Marketing	Chinese and English Copywriting
Legal Translation	Consecutive Interpreting	Community Management	Marketing Collateral Copywriting
Sworn Translation	Business Interpreting	Social Media Management	Copywriting for Social Media
Medical Translation	Interpreting for Guided Tours	PR and E-reputation	Technical Writing
Technical Translation		Livestreaming	Website Copywriting
Website Translation			

#### KEY SERVICES

QPSoftware is a digital agency that will become your end-to-end partner to achieve your goals online.



E-Commerce

Store Design

E-commerce Development

Cross-border Ecommerce

WeChat Store

Payment Gateway

Third-Party Integration



Web Design

Strategy

User Experience

User Interface Design

Website Development

Web Maintenance

Marketing Collateral



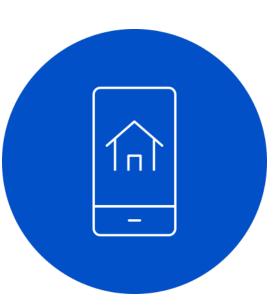
WeChat

WeChat Mini Program

> WeChat Store

WeChat Web Apps

Development & testing



9PSOFTWARE

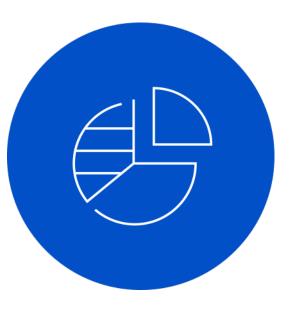
Mobile App

WeChat Mini Program

> WeChat Store

WeChat Web Apps

Development & testing



**Data Solutions** 

Baidu SEO

Google SEO

Onsite Optimisation

Business Intelligence

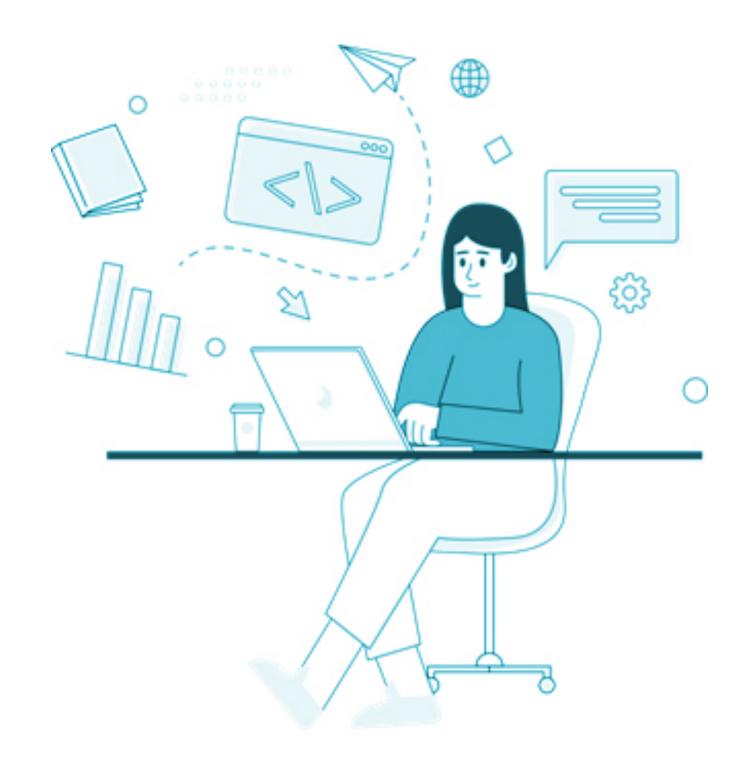
CRM

PART 1
Website Localization for Chinese Market



Nick MIAO
Sales & Marketing Manager at HI-COM

# WHAT IS WEBSITE LOCALIZATION?





### LOCALIZATION VS TRANSLATION



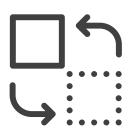






**GRAPHICS** 

#### **TRANSLATION**



Content stays the same



A direct translation from source to target language



Minimal changes, some typesetting work may required for text expansion

#### LOCALIZATION



Meaning stays the same, but the content is adapted to the local audience



The meaning is translated taking into account the local market



Images adapted to meet local expectations





## 1. LANGUAGE AND REGIONAL ADAPTATION





### 2. CULTURAL ELEMENTS



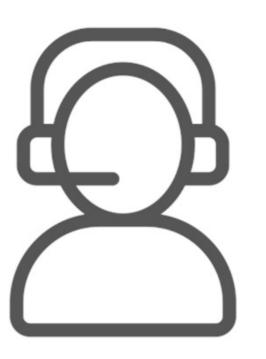


### 3. TRANSACTIONAL ELEMENTS

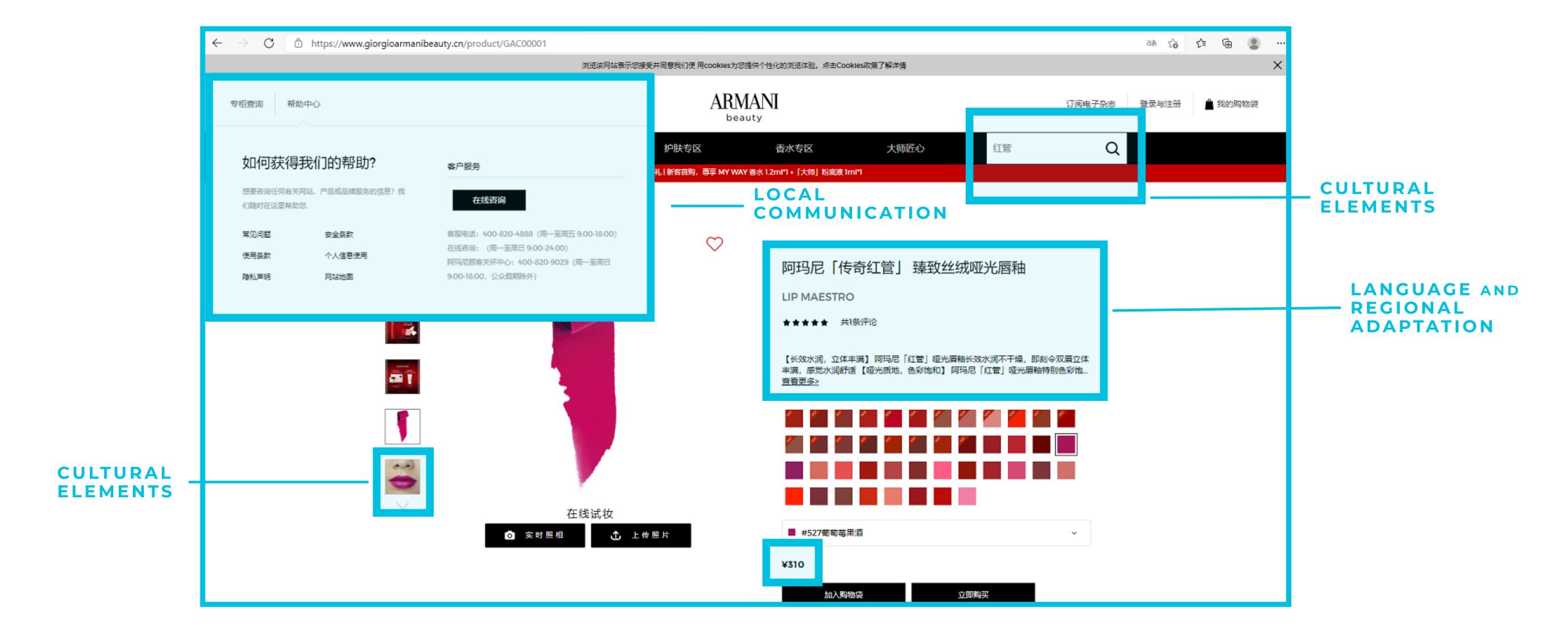




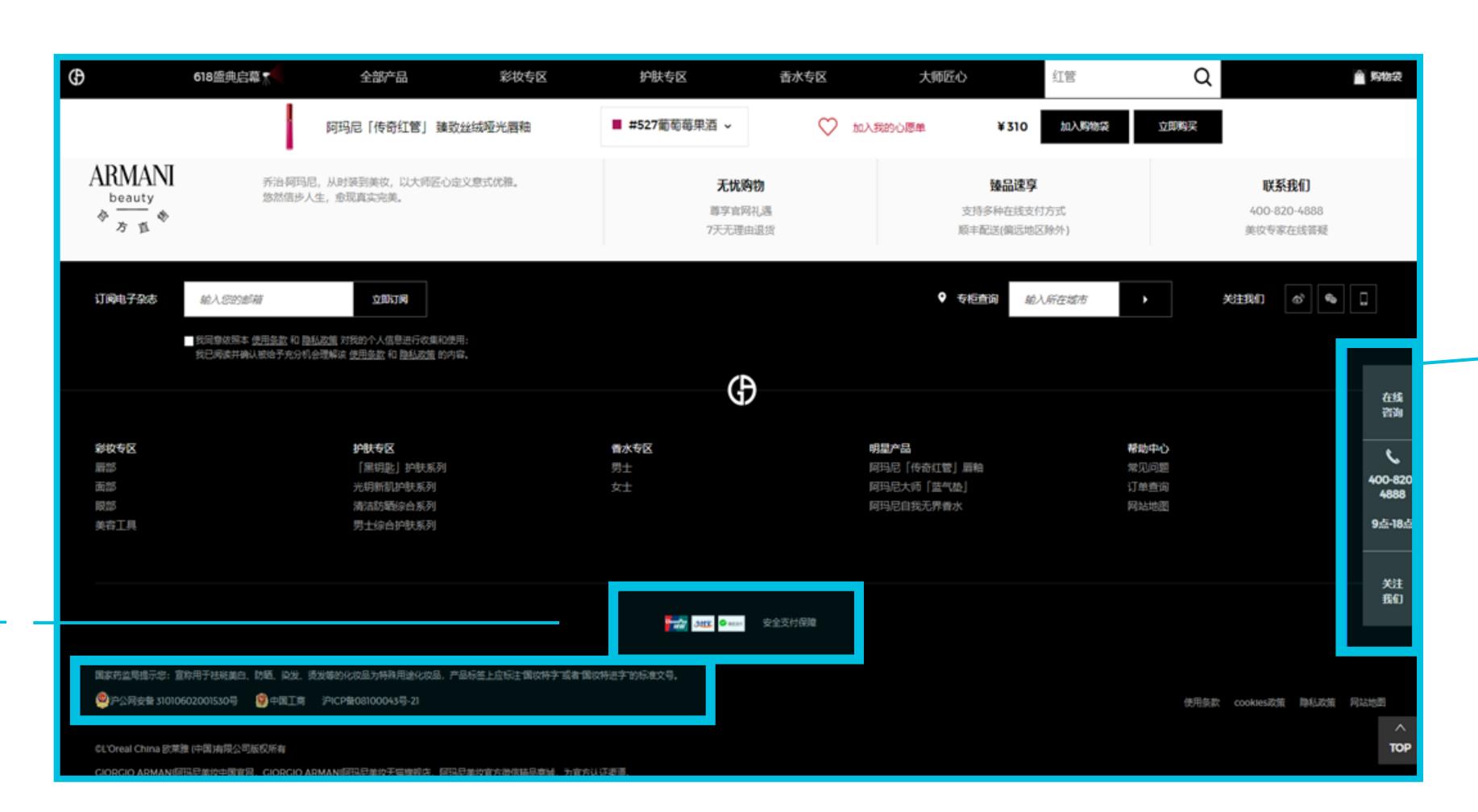
## 4. LOCAL COMMUNICATION AND TRUST ELEMENTS











TRANSACTIONAL \_ ELEMENTS

MAY 27<sup>TH</sup> 2021

LOCAL

**TRUST** 

**ELEMENTS** 

AND

COMMUNICATION





LOCAL COMMUNICATION AND CULTURAL ELEMENTS





## WHY YOU SHOULD LOCALIZE YOUR WEBSITE?



### WHY YOU SHOULD LOCALIZE YOUR WEBSITE?





• SPEAK TO YOUR LOCAL AUDIENCE



• KEEP UP WITH THE COMPETITION



• ENHANCE USER EXPERIENCE

## WHAT CAN LOCALIZATION BRING TO YOUR BUSINESS?



### WHAT LOCALIZATION CAN BRING TO YOUR BUSINESS?



## GOOD LOCALIZATION SAVES YOU FROM EMBARRASSMENT











### WHAT LOCALIZATION CAN BRING TO YOUR BUSINESS?

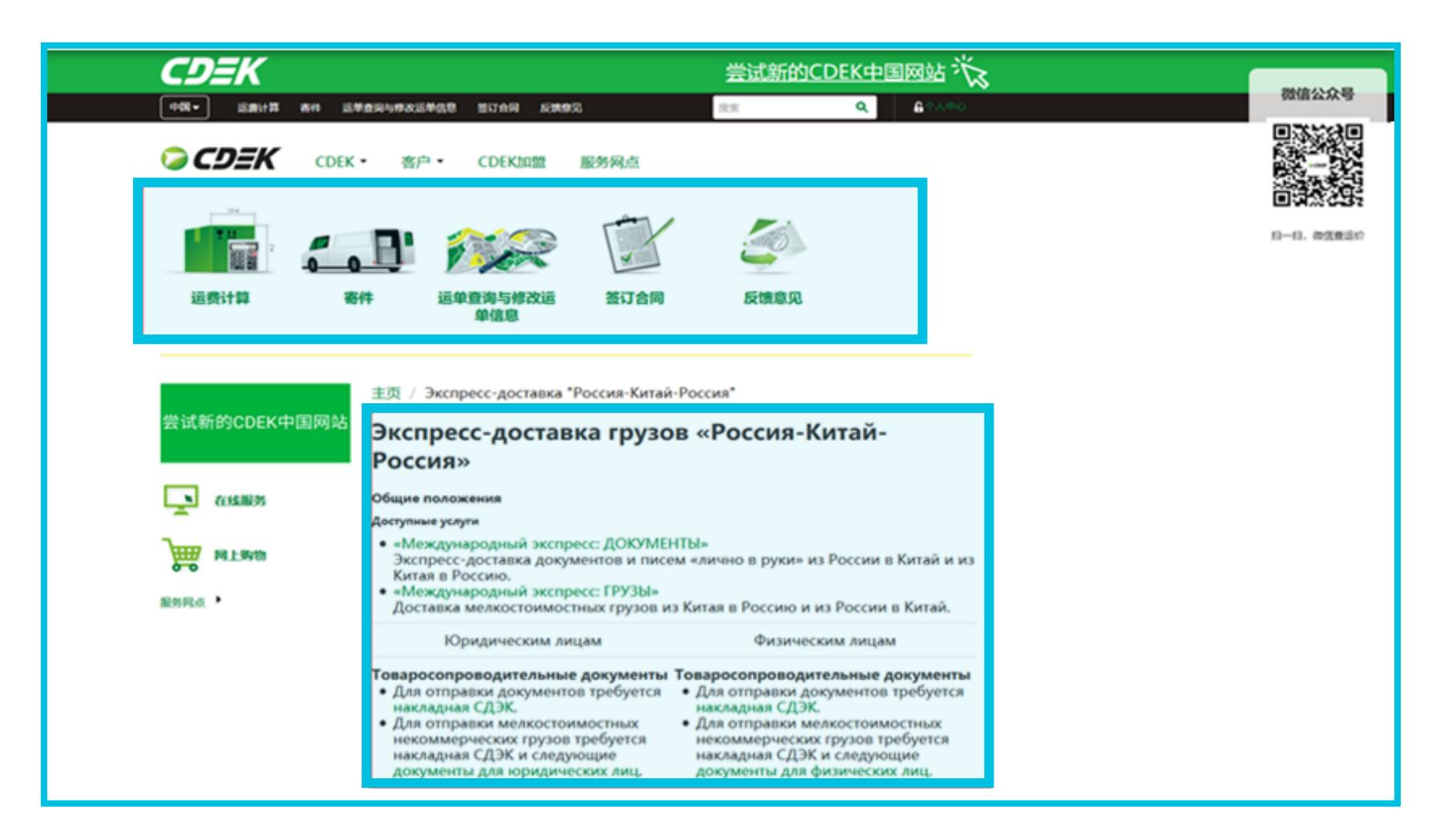


## IT HELPS YOU CATER FOR LOCAL CLIENTS



### IT HELPS YOU CATER FOR LOCAL CLIENTS





### IT HELPS YOU CATER FOR LOCAL CLIENTS





#### 泽康 ht - 高半透明性氧化锆

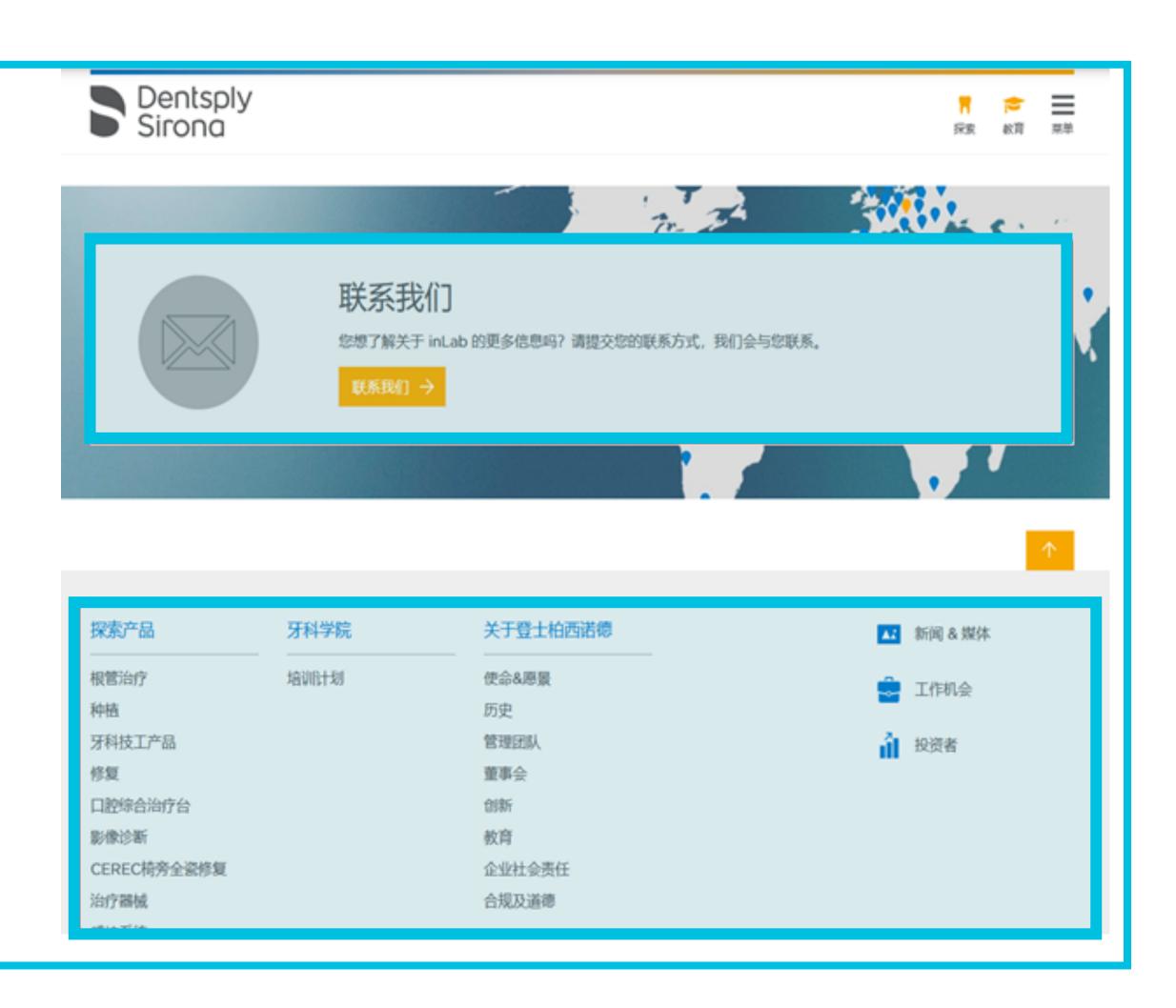
在前、后牙区广泛的适应症(挠曲强度:1200MPa)。使用泽康 ht 作为高度半透明性材料,您可以用一个瓷盘制作不同的性能等级的修复体。



#### 西诺德氧化锆烧结陶瓷 不透明

inCoris ZI 处于部分烧结状态,用于生产牙冠桥基底结构,在前、后牙区最多有两个桥体。烧结后,它们将获得所需的性能:精确的尺寸、密度、强度和颜色。

- 高性能陶瓷,适用于大跨度和精心设计的基底结构
- 出色的抗断裂性和长使用寿命
- 先进的加工质量和生物相容性
- 批准用于以 inLab Profire 快速烧结炉进行快速烧结和极速烧结
- 适应症: 前牙和后牙内冠、桥基底、套筒冠、杆、附着体



#### IT HELPS YOU CATER FOR LOCAL CLIENTS





### WHAT LOCALIZATION CAN BRING TO YOUR BUSINESS?

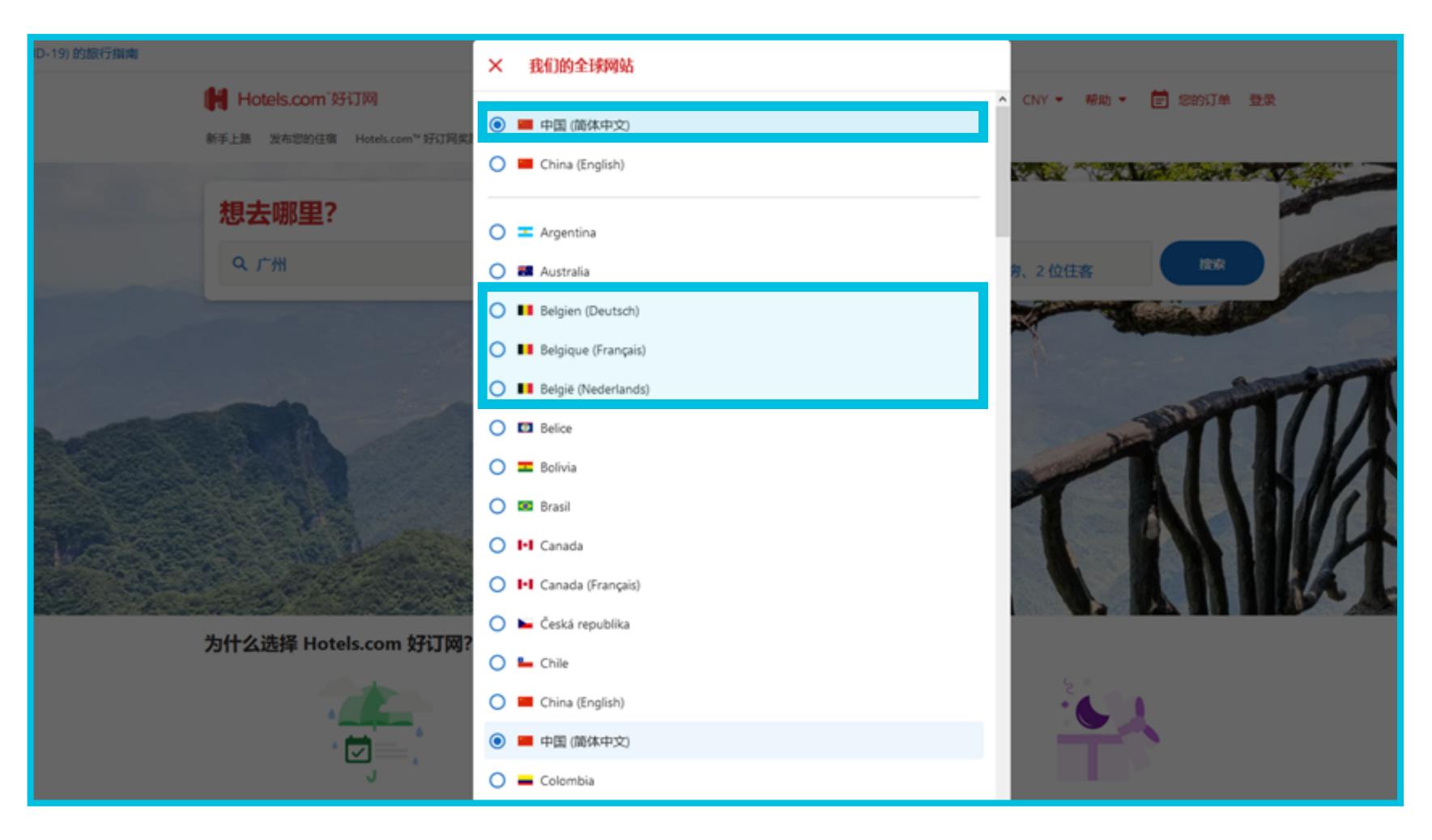


## LOCALIZATION BUILDS CREDIBILITY



### LOCALIZATION BUILDS CREDIBILITY





### LOCALIZATION BUILDS CREDIBILITY





### WHAT LOCALIZATION CAN BRING TO YOUR BUSINESS?



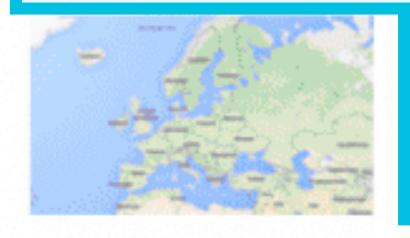
## IT DRIVES BETTER SEARCH RESULTS





#### 2016欧洲旅游攻略,欧洲自由行攻略,蚂蜂窝欧洲出游攻略游记-蚂蜂窝

**META TITLE** 



我的问答 我的好友 我的收藏 我的路线 我的订单 我的优惠券 设置 退出转晴…欧洲位于亚洲的西面,是亚欧大陆的一部分,它的北、西、南三面分别濒临着北冰洋、…

META DESCRIPTION

www.mafengwo.cn/travel... - V3 - 百度快照

#### 关于从欧洲经俄罗斯陆路回国的一条路线 - 拼途旅讯

赞! 这些路线其实很成熟,就是费钱就是了... 相关文字 从欧洲经韩国回国的问题 标签: 美国 香港 韩国 uk 欧洲 ver 中国 php 东大门 从欧洲经韩国回国.想...

META DESCRIPTION

www.pintour.com/info/n... ▼ V1 - 百度快照 - 70%好评

#### 欧洲游最佳旅游线路\_百度知道

4个回答 - 最新回答: 2009年04月07日 - 51人觉得有用

问题描述: 我想去欧洲玩,两三个国家就好,有什么国家可以和法国意大利配在一起吗?

最佳答案: 我就是去年11月自己一个人玩的<mark>欧洲,路线</mark>是:法国巴黎-枫丹白露-尼斯(包括蔚蓝海岸

那条线好几个小称)-摩纳哥-意大利米兰-威尼斯-奥地利茵斯布鲁克-意大利...

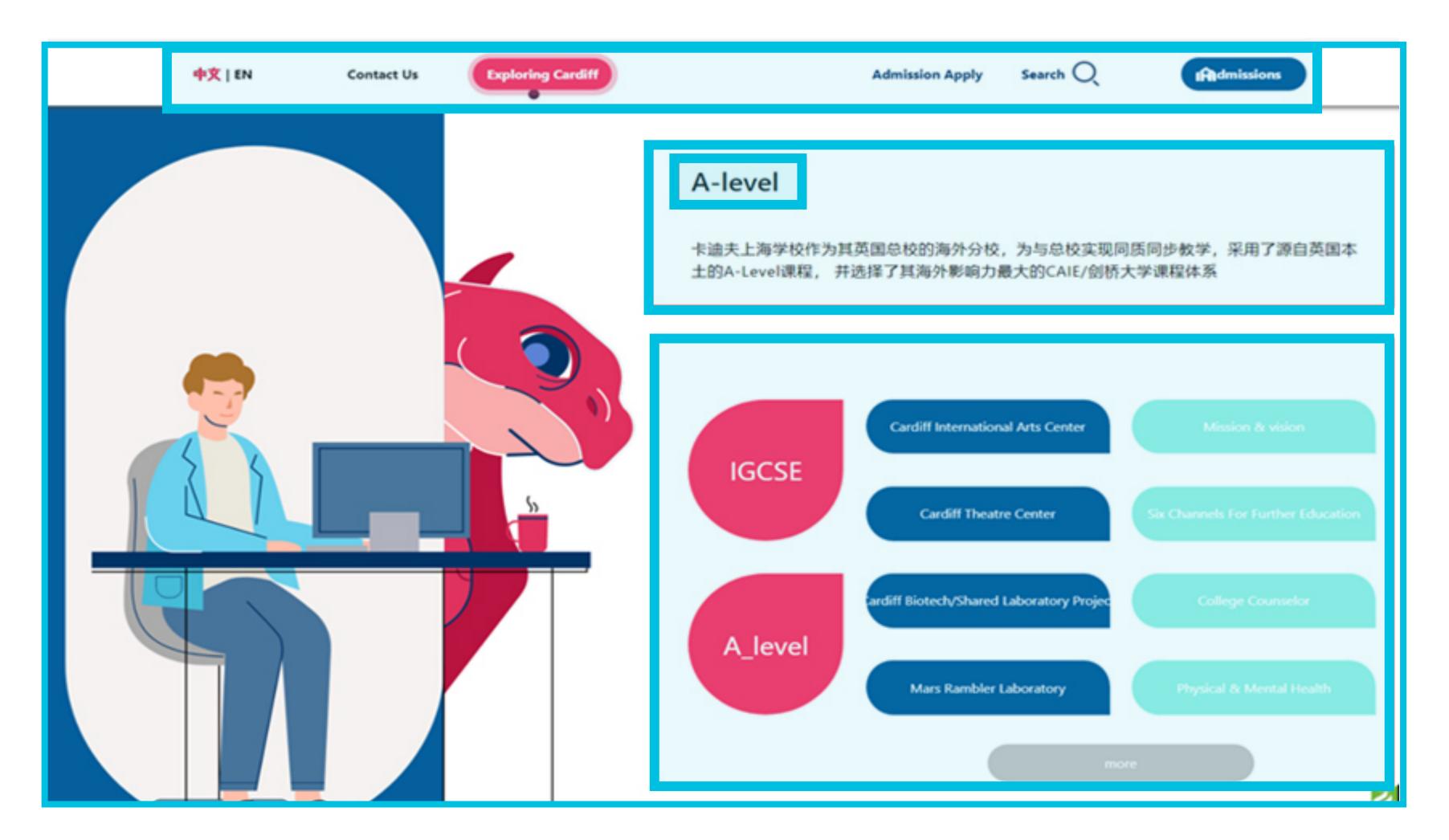
更多关于ouzhou luxing zui jia luxian的问题>>

**META TITLE** 



H2 Why use headings?	Why use headings?	
H3 Use headings to show text structure	Use headings to show text structure	
H3 Use headings to improve accessibility	Headings are signposts that guide readers through an article.  Therefore, they should indicate what a section or a paragraph is about. Otherwise, people won't know what to expect.  Use headings to improve SEO  It's generally agreed that how you use headings doesn't specifically impact your SEO.  Making minor tweaks to individual headings likely won't help your performance.  However, there are indirect benefits. Using headings creates texts of higher quality	
H3 Use headings to improve SEO		
H2 How to use subheadings effectively		
H2 Structuring your headings		
— H3 How to improve the distribution of your headings		
H3 What does the subheading distribution check in Yoast SEO do?	that are also easier to read. A better text is better for users, which is better for your SEO.	







#### Cardiffer

#### 校长寄语

从教凡四十余年矣,对办最好的学校一直心有 戚戚焉。所谓最好的学校,我之理解,就是对 待学生和家长服务最好的学校。



#### 教师团队

卡迪夫学校在为孩子挑选老师的时候,会严格按照卡迪夫非常完善科学的系统进行筛选的。 首先外教团队是由是由 : 英国卡迪夫公学总部进行推荐。

#### News & Events



#### Competition



上海卡迪夫再获ASDAN商赛金奖! 2021-04-30



上海卡迪夫学子在英国物理奥赛中再搅5项大奖! 2021-04-01



喜讯|上海卡迪夫学子再次揽获15项国际大奖! 2021-04-01

#### Cooperative Report



殺进卡迪夫荣获2020腾讯教育"回响中国"年度盛典四项 大奖!



毅进教育与中缔资本完成千万美元级战略融资合作! 2021-04-01







```
<!DOCTYPE html>
<html>
      <meta charset="utf-8">
   <meta http-equiv="X-UA-Compatible" content="IE=edge,chrome=1">
   <meta name="viewport" content="width=device-width, initial-scale=1">
   <meta name="baidu-site-verification" content="rI2fmQp8Eh" />
   <meta name="referrer" content="unsafe-url">
   <link rel="shortcut icon" href="/website/edostavka/template/favicon.ico" type="image/x-icon">
   <title>Тарифы и цены на услуги по экспресс-доставке грузов, документов, писем по России и миру | Варианты и условия доставки грузов транспортной компанией | Курьерская служба экспресс-доставки
   <meta name="keywords" content="услуги доставки, экспресс-доставка, тарифы на доставки, варианты доставки, условия доставки, фирма по доставке, способы доставки">
   <meta name="description" content="Тарифы транспортной компании &quot; СДЭК&quot; на услуги по экспресс-доставке грузов по России и миру. Варианты и условия доставки грузов, посылок, документов,
   <meta name="robots" content="noyaca"/>
      <link rel="canonical" href="https://www.cdek.ru/services/index.html"/>
   k rel="stylesheet" href="/website/edostavka/template/css/style-cn.min.css?v77" type="text/css">
  <link href="//fonts.googleapis.com/css?family=PT+Sans:400,700&subset=latin,cyrillic" rel="stylesheet" type="text/css">
k href='/fonts.googleapis.com/css?family=Open+Sans:400italic,400,700&subset=cyrillic,latin' rel='stylesheet' type='text/css'>
k rel="stylesheet" type="text/css" href="//code.jquery.com/ui/1.10.4/themes/smoothness/jquery-ui.min.css" />
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  <meta name="description" content="Тарифы транспортной компании &quot;СДЭК&quot; на услуги
  <meta name="robots" content="noyaca"/>
 https://cdek-express.cn→ services ▼ 翻译此页
  Тарифы и цены на услуги по экспресс-доставке грузов ...
                                                                                                                               TITLE
 CDEK公司提供物流服务, 跟网店和其他远程贸易公司合作。
                                                                                                                               META DESCRIPTION
```

### WHAT LOCALIZATION CAN BRING TO YOUR BUSINESS?

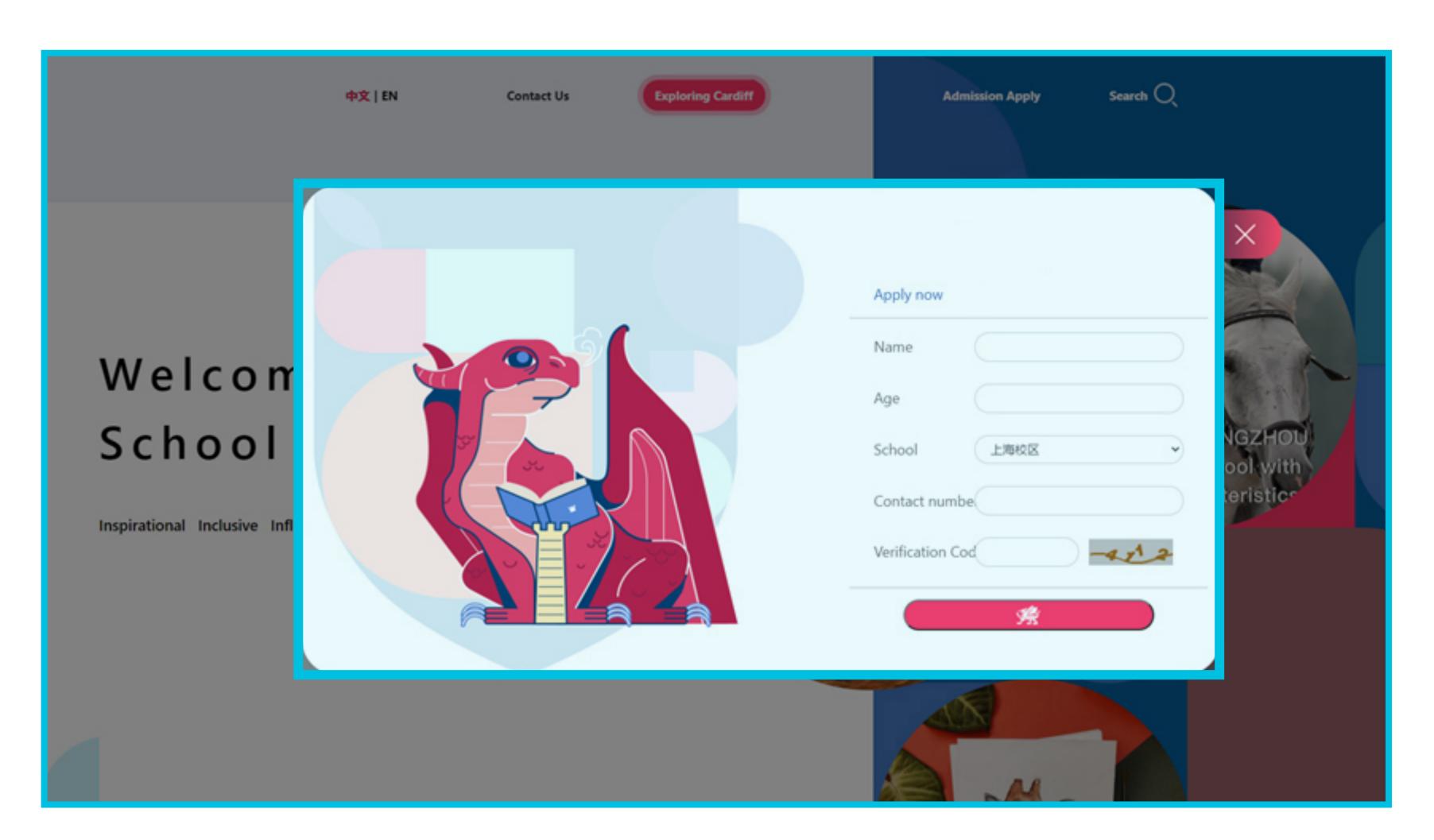


### IT BRINGS MORE SALES



#### IT BRINGS MORE SALES

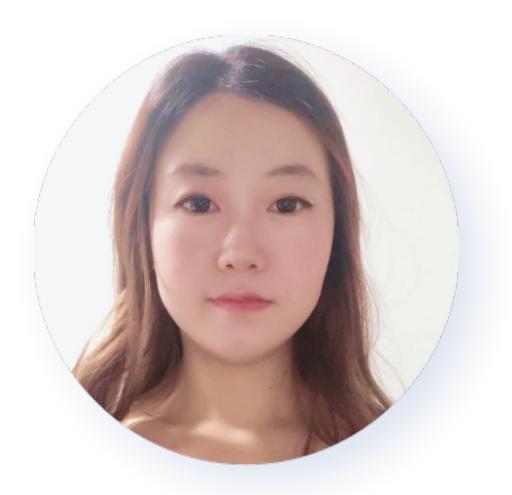




### THANKSOU



PART 2
Website Optimization for Chinese Market



Ting Zhang

Project Manager at QPSoftware

## QPSoftware

Your Digital Solutions Partner



# WEBSITE LOCALIZATION & OPTIMIZATION FOR CHINESE MARKET

Aug 24th, 2021



#### AGENDA

HOSTING & ICP
UI/UX ADAPTATION
TECHNICAL REQUIREMENTS

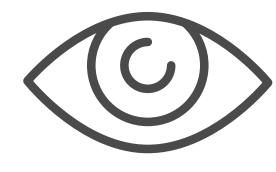


Why hosting in mainland China?

Better performance

Minimize risk of being blocked







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#### Hosting outside of Mainland China

#### **Alternatives**

Hong Kong

Japan, Korea, Singapore

Problems & Risks











WEBSITE LOCALIZATION & OPTIMIZATION FOR CHINESE MARKET

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Select a provider

Alibaba Cloud/Aliyun

Tencent Cloud

Sinnet

AWS China, Azure China & others



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.中国

Select available domain

.cn

.com.cn

And many more

SOURCE:域名.信息

**QPSOFTWARE.NET** 

WEBSITE LOCALIZATION & OPTIMIZATION FOR CHINESE MARKET

行政区二级域名 类别二级域名 .REN ●.政务(中国党政 • .公益(非营利性 .WANG .CITIC 群机关等各级政 机构) .TOP SOHU .XIN 二级域名 地区 二级域名 .NET .CLUB .COM 中国党政群机关等各级政务 政务 • .公司  $_{\rm BJ}$ .网络 • .VIP .XYZ .SITE .网址 天津市 TJ● .商城 SHOP .INK .INFO 非营利性机构 上海市 SH .网店 .MOBI .RED .PRO 中国政府机构 ● .商标 .广东 CQ .KIM • .LTD .GROUP 非营利性组织 河北省 HE • .佛山 .信息 ORG .BIZ AUTO LINK 山西省 • .手机 科研机构 ACSX.WORK .LAW .BEER 中国国防机构 • .中文网 .STORE .TECH 提供互联网服务的机构 辽宁省 教育机构 企业 ·10 **9PS** .WIKI 工、商、金融等企业 黑龙江省 • .游戏 COM .VIDEO SOC. 江苏省 .餐厅 .SHOW • .COOL 浙江省 44 安徽省 • .网站 ●.联通 • .COMPANY • .LIVE 福建省

.CN

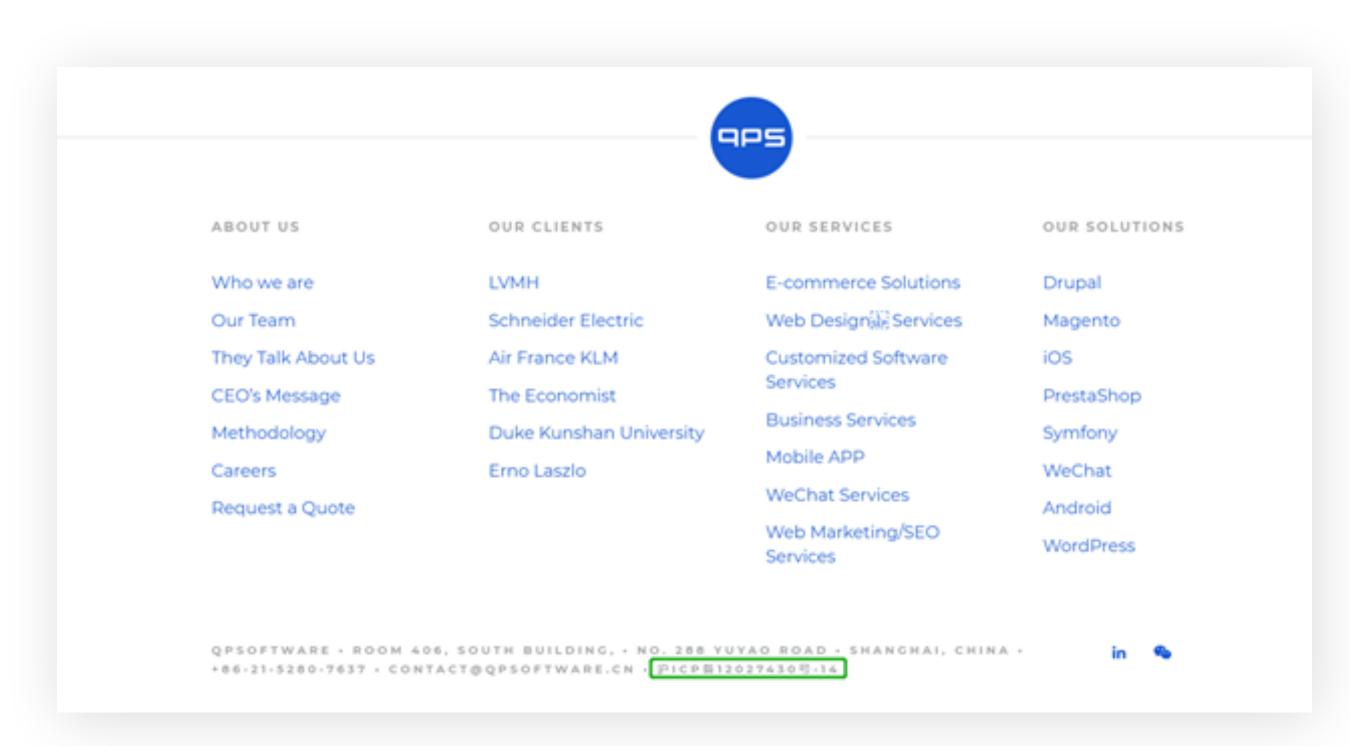
中国互联网域名体系

中文顶级域名

其他顶级域名

英文顶级域名

#### ICP Registration



沪ICP备xxxxxxxx号-xx





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#### ICP Registration

	ICP filling	ICP commercial license	EDI
When	Before going live	After ICP filing	After ICP filing
Who needs it	Non-commercial Internet information services	Commercial Internet information services	C2C, O2O businesses
Who can apply	individual and corporate applicants	Companies (various options)	Companies (marketplaces)
Example	University - marketing content	Retailer with e-commerce	Social commerce platform
Processing time	30 days	60-90 days	60 working days



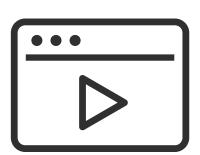
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Less text, more media

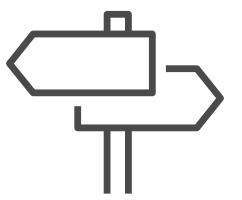
Simple & Elegant

Easy navigation

Mobile first





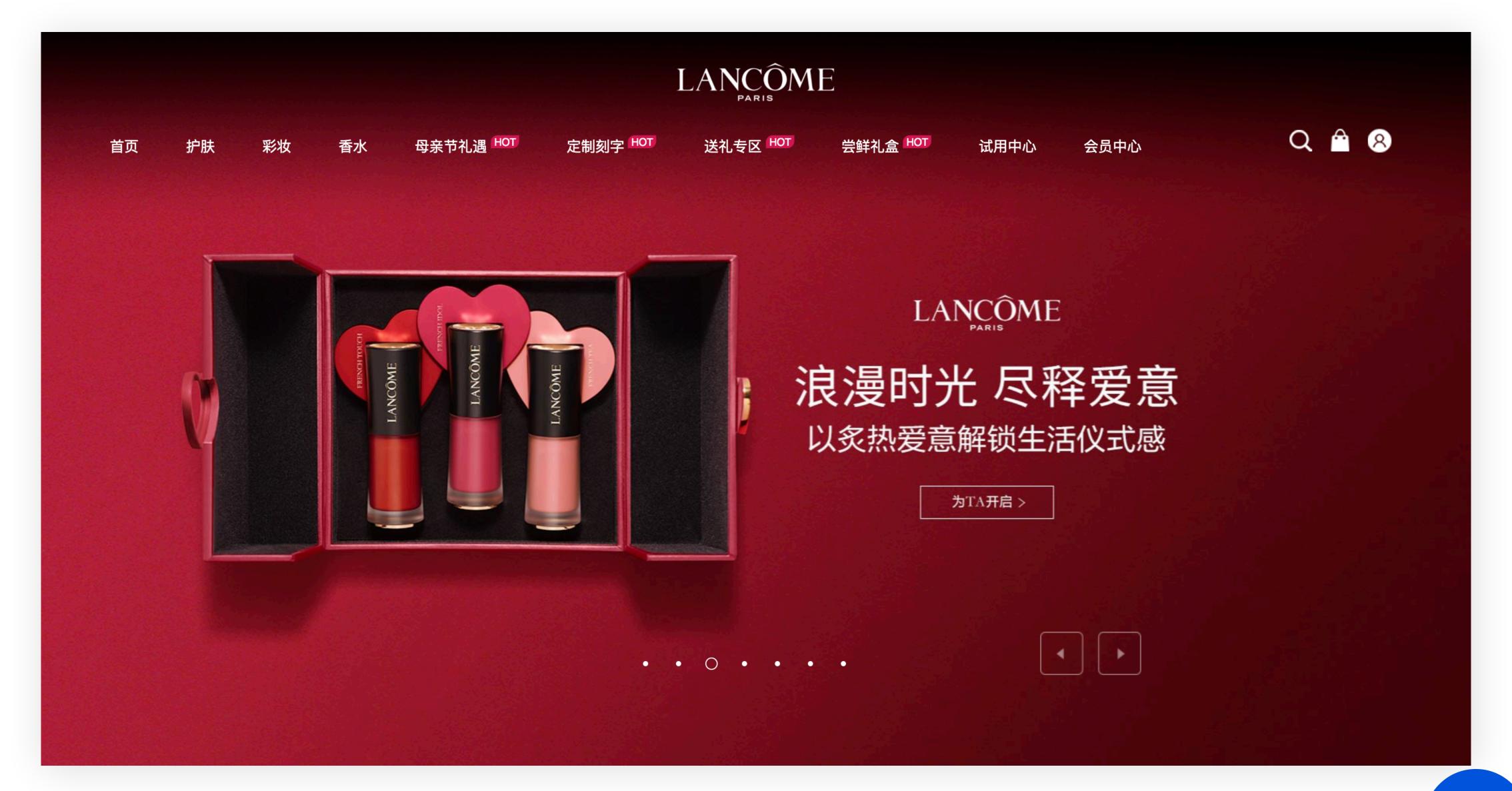






WEBSITE LOCALIZATION & OPTIMIZATION FOR CHINESE MARKET

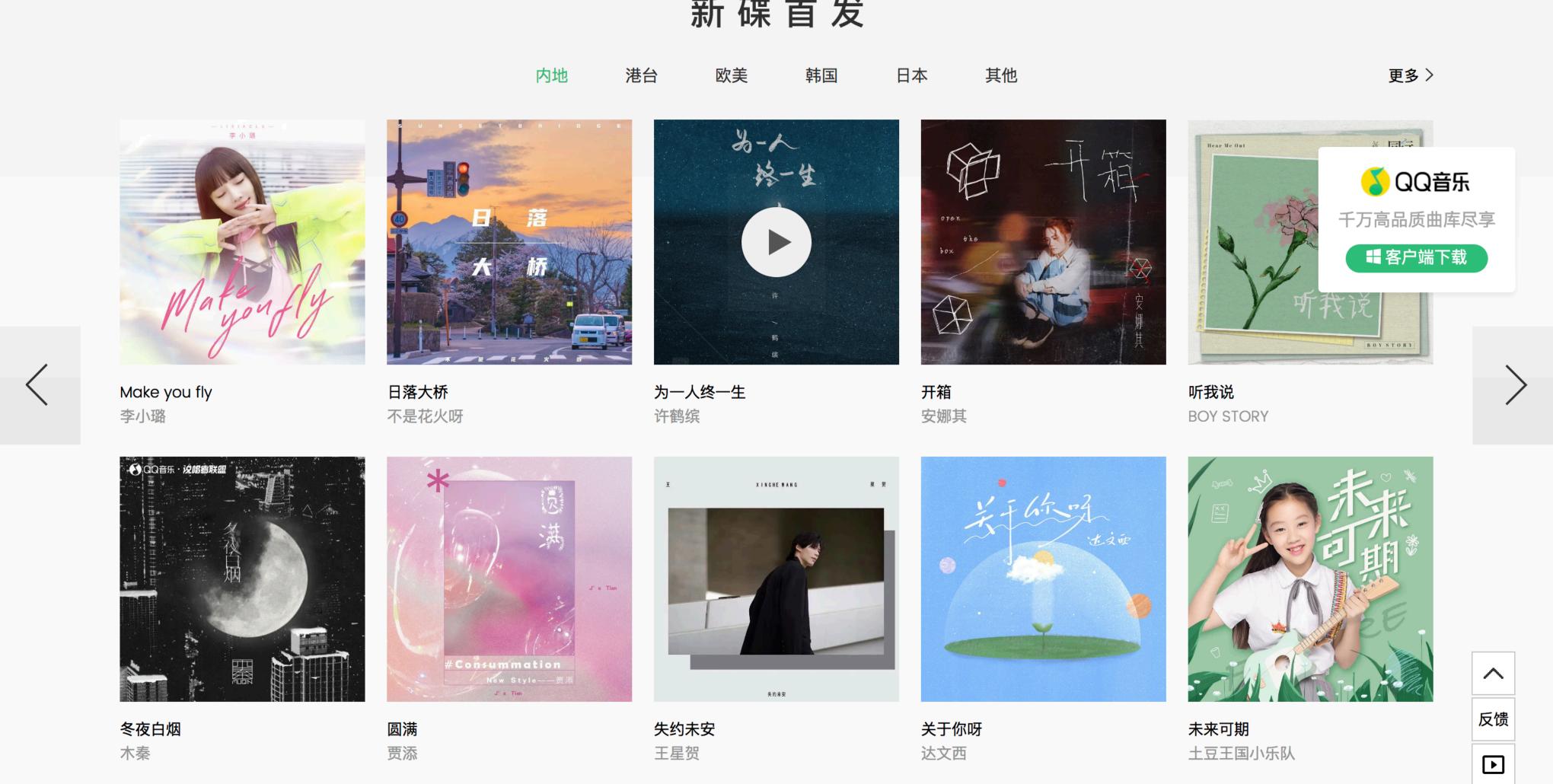
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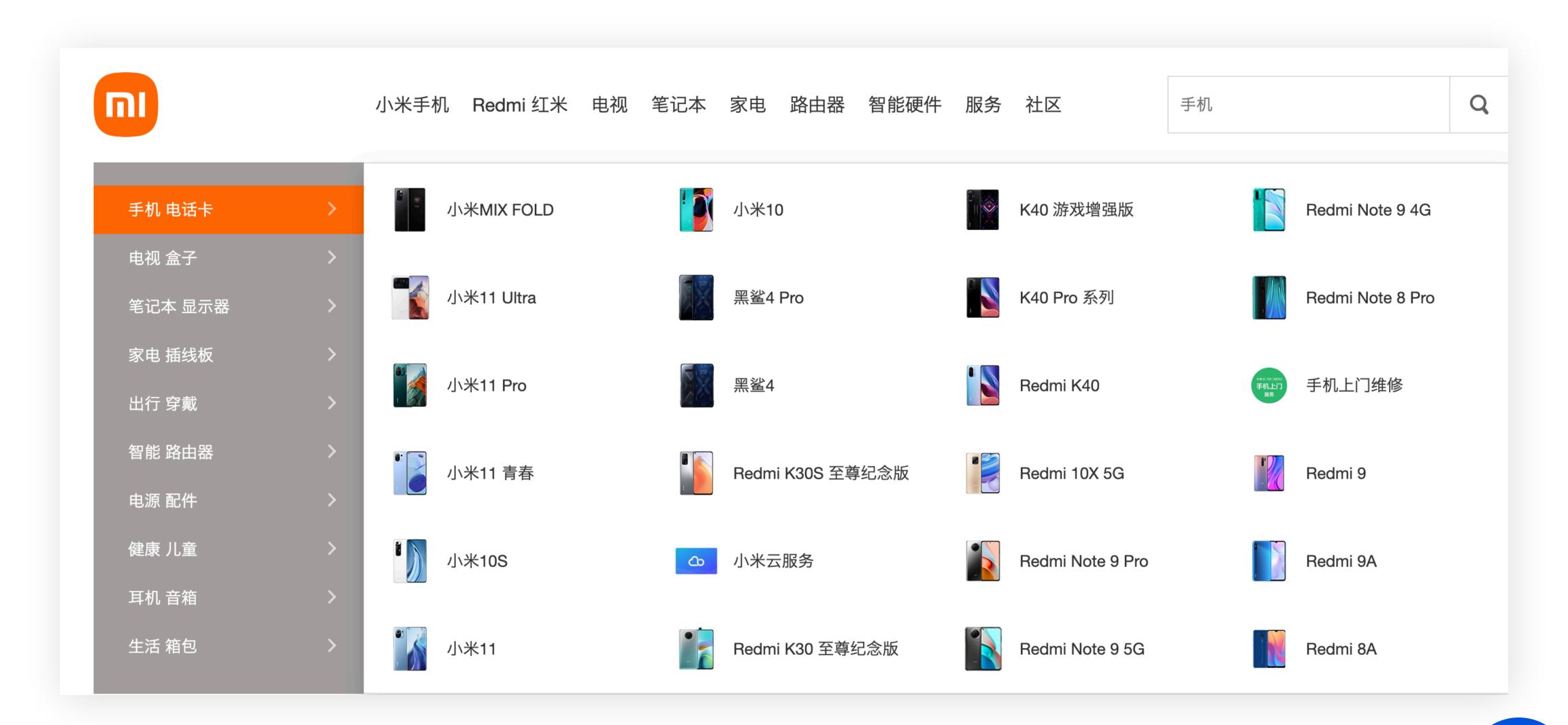
#### 新碟首发





WEBSITE LOCALIZATION & OPTIMIZATION FOR CHINESE MARKET

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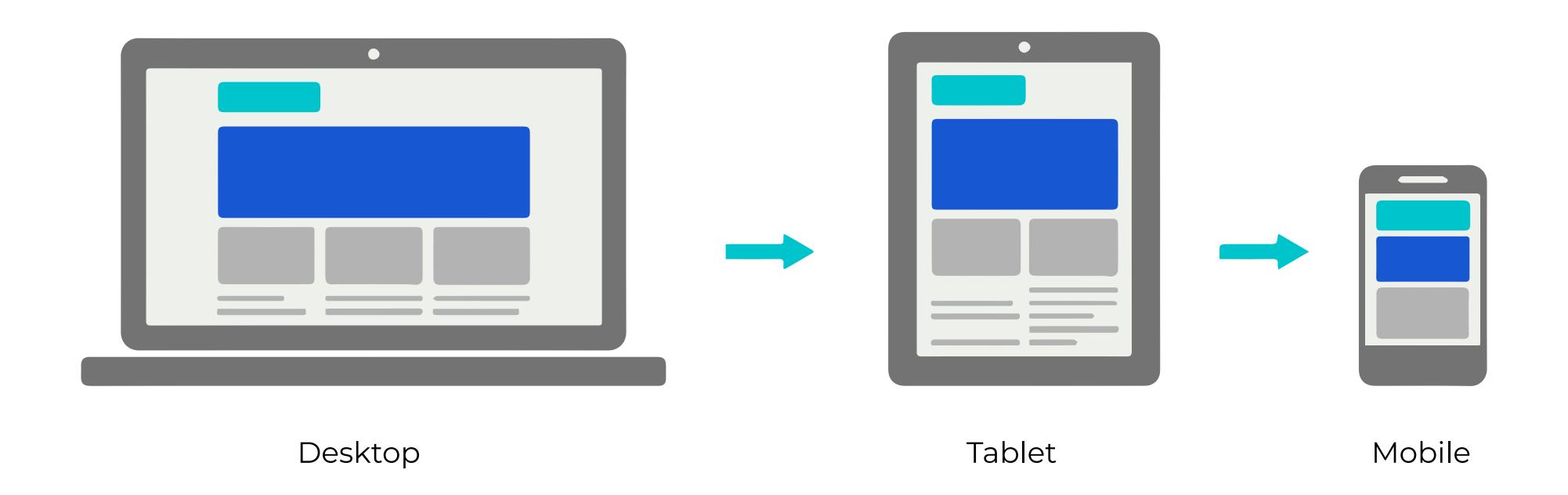
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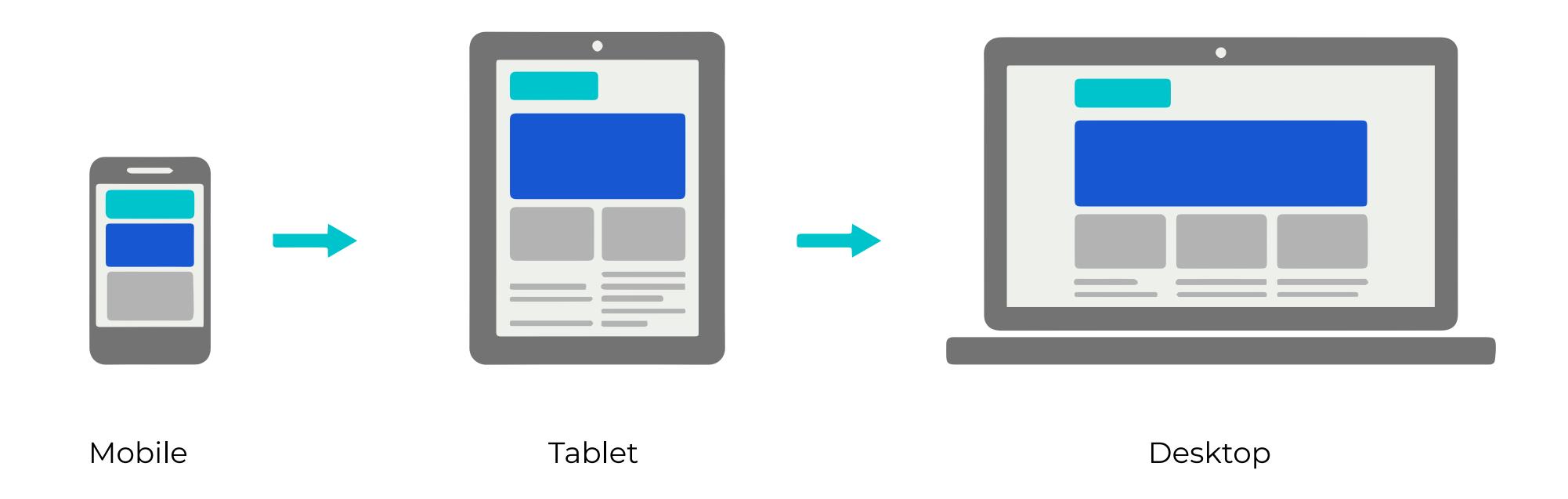
#### Responsive Design





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#### Mobile First



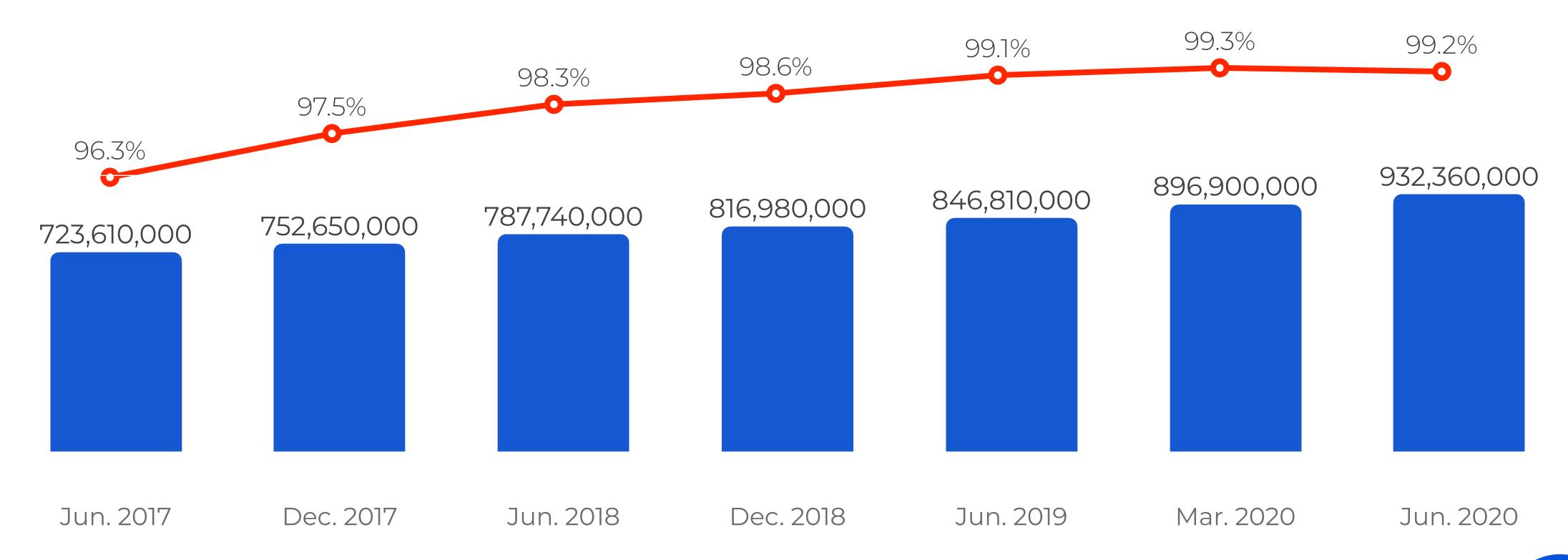


WEBSITE LOCALIZATION & OPTIMIZATION FOR CHINESE MARKET

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#### Mobile First

Amount & Proportion of Mobile Internet Users in China



SOURCE: CNNIC

WEBSITE LOCALIZATION & OPTIMIZATION FOR CHINESE MARKET



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Implement Chinese payment method

Optimize Page Speed

Replace blocked APIs



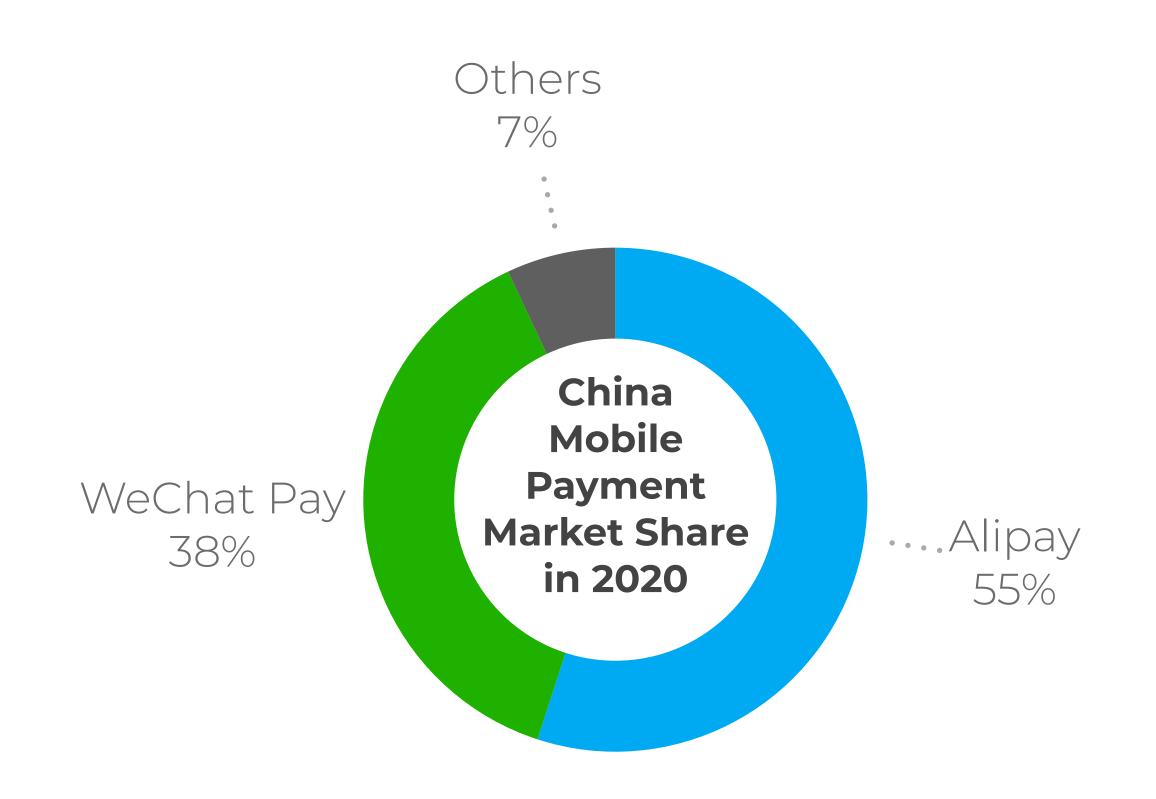






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#### Implement Chinese Payment Methods

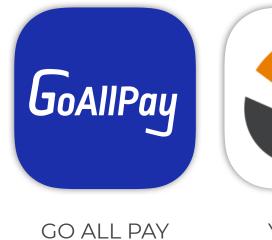






ALIPAY





YABAND

SOURCES: CNNIC, CIW

WEBSITE LOCALIZATION & OPTIMIZATION FOR CHINESE MARKET



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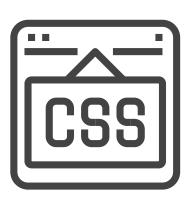
Optimize Page Speed

Hosting in China

Optimize assets:

- Images, Fonts, Scripts, CSS & HTML

Opt for a Content Delivery Network (CDN)







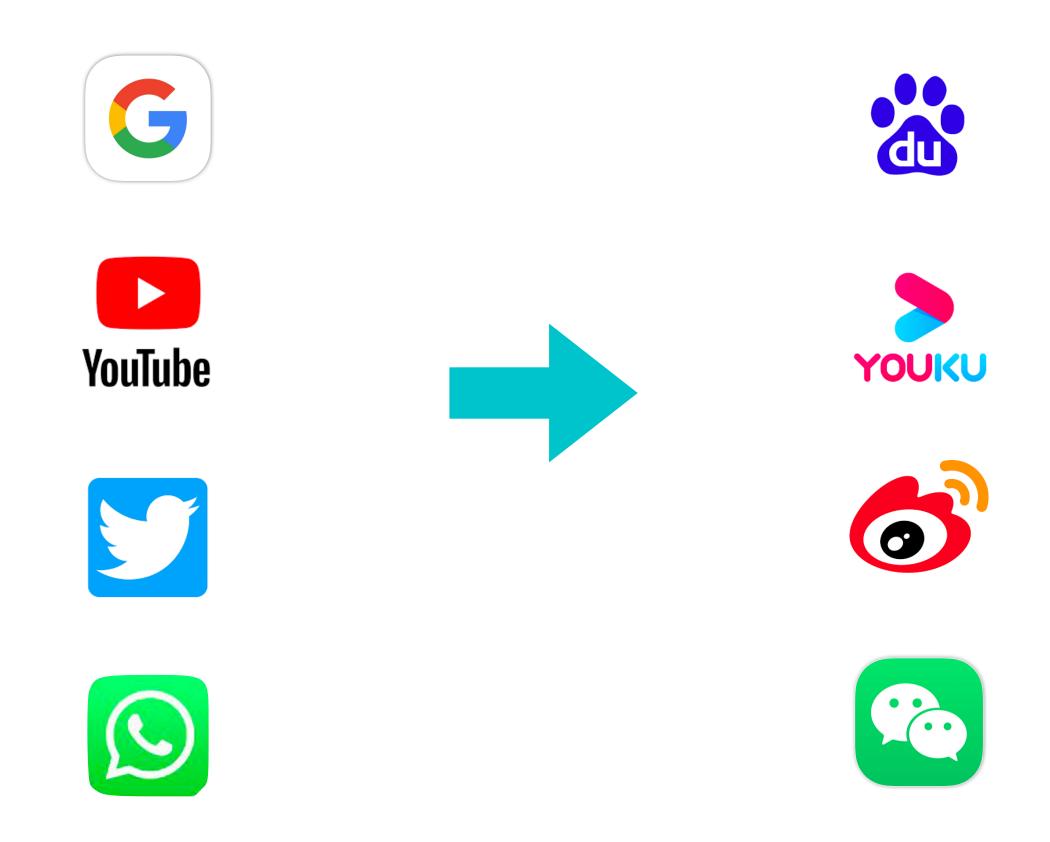




WEBSITE LOCALIZATION & OPTIMIZATION FOR CHINESE MARKET

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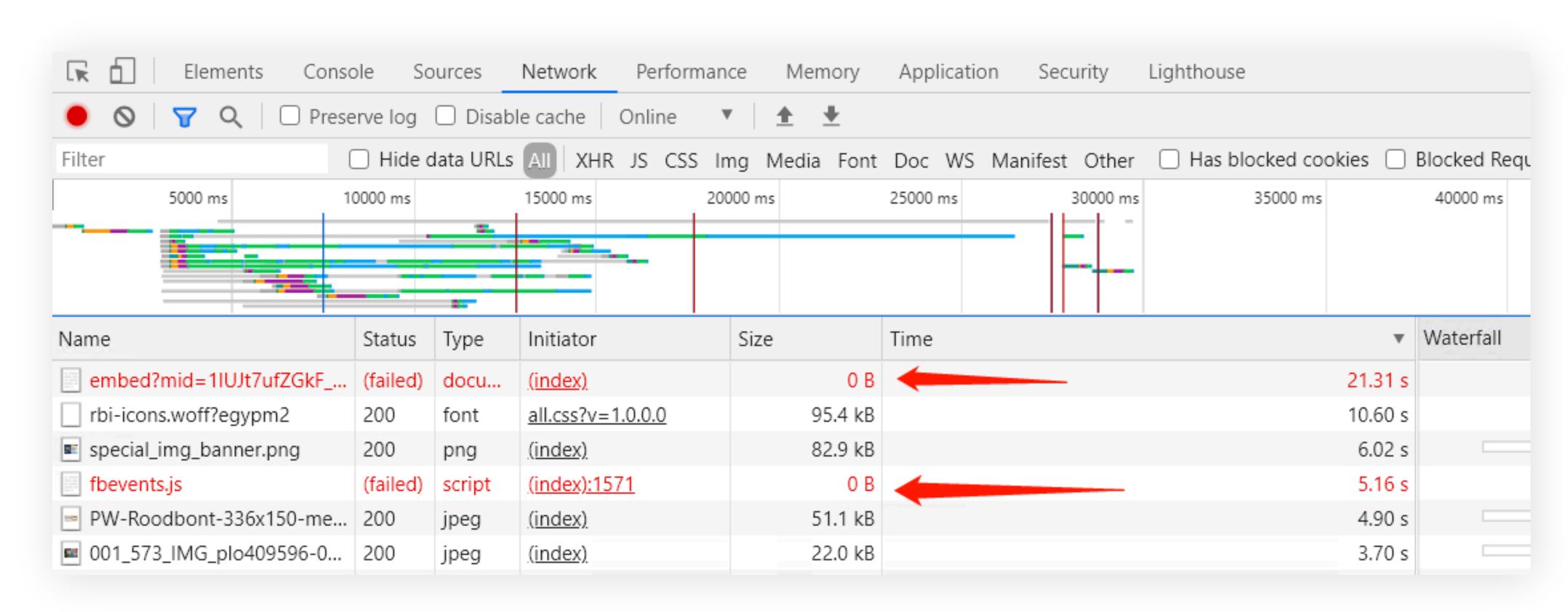
#### Replace Blocked APIs





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#### Replace Blocked APIs



**Chromium Developer Tools** 



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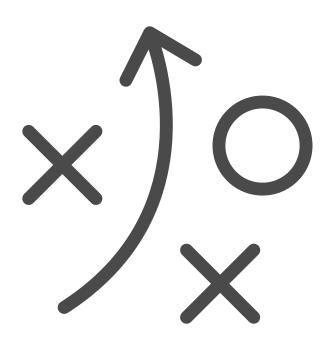
#### CONCLUSION

Hosting & ICP

UI/UX adaptation

Technical Requirements

Complex Topic which requires preparation and technical knowledge





WEBSITE LOCALIZATION & OPTIMIZATION FOR CHINESE MARKET

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# Thank you!



More stories and infos:



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