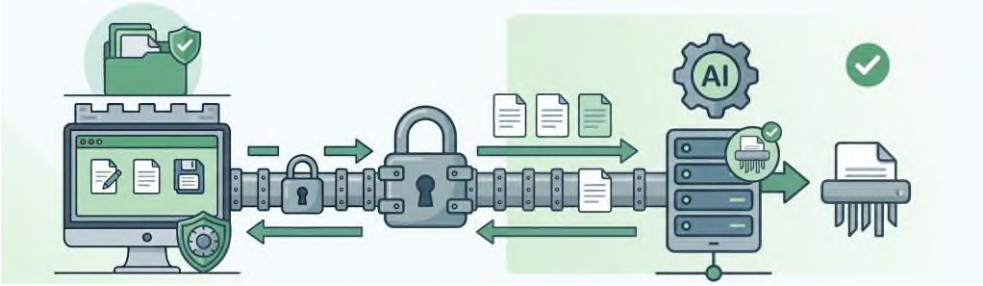
TALKING POINTS ONE-PAGER – SECURE PIPELINE

Scenario

Your client asks, "Is our data secure with your AI translation service?"

Response

You can reply: *Yes. Our service protects your data. We use an enterprise-grade API platform to directly access the AI, and the AI provider enforces strict privacy standards: your content is fully encrypted in transit between our local system and the AI servers, is discarded from the AI servers after processing, and is not used to train future AI models.*



Follow-up questions and answers

Q: What kind of AI do you use?

A: *We use large language models (LLMs), commonly called Generative AI, to manage our translations. This advanced technology also powers tools such as ChatGPT and Claude, but we access it only through secure channels. It is fundamentally different from—and superior to—previous-generation machine translation engines such as Google Translate or DeepL.*

Q: What is an "enterprise-grade API platform"?

A: *An API platform provides a secure, encrypted connection directly to the AI server. Our standalone software runs locally, allowing your data to securely bypass third-party intermediaries and consumer cloud interfaces. This avoids the data-sharing risks associated with consumer AI tools.*

Q: Which AI provider do you use and can we review the data privacy policy?

A: *We primarily use OpenAI models. The full enterprise privacy policy is available at https://openai.com/enterprise-privacy/. OpenAI does not use data processed through its API platform to train, fine-tune, or improve its foundational models. You retain ownership of all inputs and outputs. OpenAI holds the data temporarily in a secure environment for automated security and abuse monitoring, subject to strict retention limits, and then permanently deletes it.*

Q: Can we choose another AI provider for the work you do for us?

A: *Yes. Our model-agnostic translation pipeline can meet your compliance requirements. If your security policy prohibits OpenAI, we can handle your work through enterprise-grade models from Anthropic, Google, xAI, Mistral, or others.*

Q: So our data won't go through Google Translate, DeepL, ChatGPT, Claude, or another chatbot, right?

A: *Right. We don't use consumer web interfaces such as ChatGPT, Gemini, or Claude, or legacy machine translation tools such as Google Translate.*

Q: What standalone software do you use, and what does "fully encrypted in transit" mean?

A: *We use CotranslatorAI to access the OpenAI models and TypingMind to access other models. The software runs on our local system and connects directly to the AI servers through an encrypted connection. This means your data never travels through the open cloud or intermediary servers.*

Run your AI translation pipeline securely.

As your **Outsourced LangOps Engineer**, I power your workflow behind the scenes. This lets you plug in the backend today so you can quote with confidence tomorrow and deliver more value to your clients every single time. Get more information at **https://cotranslatorai.com/langops**

Let's compare notes: Did these talking points work for you? Do you have a different strategy for this scenario? Email me at **sbammel@koreanconsulting.com**—I'd love to hear your feedback, pushback, or success stories.

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