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One of the country's largest translation services, headquartered in Cincinnati, launched a new division to address the nation's jobs gap.

Blue Ash-based [Affordable Language Services](#), ranked by CSA Research as the 30th-largest language services provider in 2017, has launched a new staffing division, Fusion Talent.

Affordable Language Services chief operating officer [Amy Canary](#) told me the staffing division grew naturally out of the company's interactions with its clients.

"Our clients were complaining that they couldn't find people, so we extended our services to include other positions besides just interpreters," she said. "Just about every customer we go into, the need is there and rampant."

Fusion Talent services many of the same industries that Affordable Language Services specializes in: hospitals, school systems, government and manufacturing. The company primarily serves the Cincinnati and Dayton areas.

Fusion Talent has a total of eight employees currently.

Canary said Fusion Talent's differentiation from its competitors comes from Affordable Language Services' expertise in resource management. It found that many of its clients would order multiple interpreters at any given time, regardless of their actual need, which led the company to change the way it offered translators to better help their clients plan their resources.

"We're different in our industry knowledge, and in our office someone gets to know the client's business and understand the position they're staffing for and the need of the role," she said. "We're spending time in understanding their needs and finding the right candidate, not just submitting a number of candidates."