

Eusoft recognized by Gartner among the world SaaS LIMS's vendors

Eusoft Recognized as a "Sample Vendor" in two Analyst Firm Hype Cycle reports for:

- Process Manufacturing and PLM, 2014
- Discrete Manufacturing and PLM, 2014

Bari, Italy, July 2014 – Eusoft srl, a leading provider of LIMS solutions, today announced that it has been identified as a sample vendor in the Gartner "Hype Cycle for Process Manufacturing and PLM, 2014" and "Hype Cycle for Discrete Manufacturing and PLM, 2014" reports. Eusoft was named in the SaaS LIMS category."

"Our customers, in order to optimize costs and achieve rapid ROI, are looking for a SaaS LIMS able to better respond to requests for optimization, complexity and customization. Similarly we must consider the rapid spread of SaaS services, which are encountering more and more popularity and interest, and the confidence that companies began to put into services for data storage not on their own hardware infrastructure" – said our CEO Stefano D'Ascoli - "In addition the possibility that a SaaS LIMS is very flexible and especially allows to make a large ability to react to evolving dynamics of the target market. We believe being named by Gartner as a sample vendor reinforces value for our customers and our technology oriented vision".

Gartner is the world leader in strategic consulting and analysis in the IT industry, with the methods called "Hype Cycle" and "Magic Quadrant", provides companies with effective tools for their business decisions. In the "Hype Cycle" report, Gartner describes, through a curve, the life cycle of technologies to serve a given area. This curve is an expression of market trends and describes in 5 phases the degree of adoption of the technology, the rapid growth of interest, to the boom until the collapse of interest followed by the progressive consolidation period.

The sectors in which Gartner analyzes the technologies are Process Manufacturing and PLM (Product Lifecycle management), within these fields, the final stage of use of technologies such as the cloud LIMS, ELN, LES, and others. "Gartner estimates that

fewer than 5% of LIMSs are currently deployed via SaaS models. However, the percentage of on-premises systems will begin to fall over the next few years, as the platforms and applications improve, while cost pressures continue to drive operational effectiveness in the laboratory.”

“SaaS-based LIMS can significantly reduce capital costs and fit with trends toward rationalizing legacy systems and reducing overall IT complexity. Depending on the life cycle of existing applications, the ROI for hosted services can be realized, but it should be pursued only in ideal situations when legacy systems are at the end of life, and operations are smaller or midsize. The trade-off is some reduced flexibility within the laboratory, while LIMS vendors, integrators and delivery firms further refine their services.” The main goal is to reduce the footprint of on-premises LIMS for cost and IT complexity reasons. Customers that do not have a legacy system, as well as smaller and midsize businesses and institutions, are more receptive to SaaS models.

Sign up to read the Gartner’s reports to following links:

Hype Cycle for Process Manufacturing and PLM, published July 15, 2014

<http://www.gartner.com/document/2798223>

Hype Cycle for Discrete Manufacturing and PLM, published July 25, 2014

<http://www.gartner.com/document/2808322>

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