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# Alten Calsoft chalks cloud computing route to spur growth from health informatics & LIMS

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Wednesday, October 16, 2013, 08:00 Hrs [IST]

Alten Calsoft Labs has drawn up a three pronged growth plan to tap the burgeoning opportunities in health informatics and Laboratory Information Management Systems (LIMS)

Indian business opportunities in the pharma, biotech, and healthcare space are also on radar of the company. The company has chartered three initiatives to focus on solutions driven by cloud computing, mobile based technologies and big data analytics.

With the need to embed Good Lab Practices (GLP) in the entire Laboratory Information Management Systems, the company uses cloud based solutions and big data analytics for electronic data capture, analysis, preservation, and retrieval, along with secure & integrated infrastructure.

Cloud based solutions will enable Indian companies to adopt information technology solutions for GLP with lower upfront investment. Our cloud based approach will help companies to integrate different business processes related to GLP quickly and efficiently, Somenath Nag, director – ISV and Enterprise Solutions, Alten Calsoft Labs told Pharmabiz.

With mobile device based solutions would enable capture electronic data as and where it is produced to improve efficiency and reduce data loss. The cloud based big data analytics solutions will enhance storage, retrieval and analysis of data to generate real-time/results as and when required.

In India, the company has been operating for the past two decades. Predominantly, during this period, it utilized Indian talent pool to serve its international customers. Backed by the comprehensive experience accumulated through servicing international life sciences & healthcare customers, Alten Calsoft Labs devised its Indian market strategy to bring the global best practices to Indian market.

There are several players in the space offering similar solutions. "Our key differentiators are the ability to provide custom solutions based on modern technologies that is fit for our customers business rather than providing a generic pre-built solution. We have the experience in working with leading life sciences and healthcare companies across the globe that enables us to bring the best practices to Indian market. Further, our team has the capability to 'build 'product-grade' solutions based on our rich experience of working with leading global product companies", said Nag,

"We work with leading product companies in health informatics, medical devices and life sciences across the globe, but will not be able to indicate details due to business confidentiality norms", he added.

The revenue drivers for the company at this point of time is health informatics, but we expect to see faster revenue growth in medical devices or life sciences segments also, he said.

For Alten Calsoft, international business constitute 98 percent. Despite such a large component of orders from abroad, the company stated that it has not experienced any negative impact on its growth in healthcare & life Sciences segments during the global economic slowdown. On the contrary there has been a steady growth both from existing customers' and in acquiring new customers.

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