



STAFFING CASE STUDY



The team behind PerkinElmer Informatics have been accelerating scientific breakthroughs with their enterprise software solutions since 1998 when they were originally founded as Cambridgesoft. Since joining forces with PerkinElmer in 2011, the scientists at PerkinElmer Informatics have arguably become the best scientific thought-leading collective in the world.

Outcoding has played an important part in this success, having been PerkinElmer's partners for over 14 years. Together they have helped empower and enlighten scientists to develop more effective treatments and accelerate those life-changing scientific breakthroughs using critical insights from data analytics.

MUCH MORE THAN A CONTRACTOR

For both PerkinElmer and Outcoding, their business relationship is much more than just a company and their contractor. The relationship started with just five Outcoding staff working with PerkinElmer as Services Consultants, but they now have more than 60 people working in the account thanks to Outcoding's Technical Staff Augmentation model, which enables their partners to scale-up or down according to need.



The relationship has grown so strong over the years simply because Outcoding consider themselves an extension of PerkinElmer. They are partners. And for PerkinElmer customers, Outcoding are PerkinElmer themselves.

PERKIN ELMER'S EXPANSION IN LATIN AMERICA

Having discovered the many benefits of outsourcing to such a talented team in Costa Rica, PerkinElmer has since expanded even further into Latin America with staff operating out of Peru and Guatemala.

With Costa Rica providing so many highly professional developers and technicians, who all have excellent knowledge in every key area and beyond, the relationship between PerkinElmer and Outcoding has kept growing and growing. Outcoding has provided PerkinElmer with a wide variety of services including tech support, marketing, software development, R&D, Order Entry and QA, to mention just a few.

The growth continues even now as Outcoding recently added three resources for PerkinElmer's OneSource Laboratory Services, which is a completely different division to Informatics. These new resources are helping the OneSource team build a complete suite of solutions that provide the knowledge, applications, services and manpower that today's scientific laboratories need to improve their uptime optimization, lab analytics and workflow management.

PerkinElmer and Outcoding are looking forward to continuing their partnership, with Costa Rica's wealth of technical expertise, ideal nearshore location and cultural similarities, all helping this partnership to thrive and keep accelerating those scientific breakthroughs that have helped make PerkinElmer a world leader in enterprise software solutions.



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