BUY A LIMS: MAKE OR BUY?

Here are some indications to support the purchase of an innovative technological tool.

Among the various strategic decisions of a company, certainly that of equipping itself with advanced technological tools is the most delicate in the world.

There are several questions that affect buyers when they decide to give a technological boost to the company organization but the main one, is perhaps the one that is more difficult to answer: Make or Buy?

The difficulty of the answer may depend on several factors. It may be due to the difficulty of identifying the actual costs that the enterprise would have to bear for the elaboration, maintenance and updating of an advanced IT solution or the absence of an organizational structure that is able to retrieve these data and make them available to decision makers, who will be forced to take approximate decisions.

In this reading we will find out why buying a Saas LIMS in Cloud is a wise choice and how the purchase of such a technological solution has significant impacts on the business of the company that adopts it.

Have you ever heard of R.O.I.?

It literally means Return On Investment and it is a balance sheet index that indicates the profitability and economic efficiency of the characteristic management regardless of the sources used: it expresses, therefore, how much it makes the capital invested in that company.

It is, therefore, a relationship between the overall operating result of the company and the capital (calculated on average) invested in the economic year, during the same year.

Recent market research has shown that the purchase of a Saas LIMS in the cloud is justified by the ability of this tool to generate a faster R.O.I. making the results of this choice more evident and immediate.[1]

However, R.O.I. is an indicator that, alone, cannot be enough to support the decision to buy or not a technological solution such as a Saas LIMS in Cloud, because the R.O.I. increases with the simple succession of exercises.

REDUCTION OF THE T.C.O.

Another fundamental aspect in the assessment of purchase, is the analysis of the costs.

How much does it cost to build an In-House (or Home-made) technology solution? And how much does it cost, instead, to rely on an experienced company that allows the business organization to have the best technological solution with a high level of service?

It is on this point that the evaluation of the T.C.O. or Total Cost of Ownership is triggered.

The T.C.O., represents the total cost of owning the technology in a company. It is an approach developed by Gartner in 1987, used to calculate all life cycle costs of IT equipment, for purchase, installation, operation, maintenance and disposal.

It should be noted that this method of costing was already used for durable goods such as industrial machinery, means of transport and vehicles in general. The development in the IT field has been determined by the very fast obsolescence HW/SW and from the consequent necessity for the great customers to have reliable cost references. The same processes of "MAKE or BUY", were transferred to the evaluations of "BUY or RENT".

The TCO approach is based on the consideration that the total cost of using an IT equipment, depends not only on the purchase costs, but also on all the costs that occur throughout the life of the instrument.

Recent economic studies have shown that the purchase of a Saas Cloud LIMS guarantees greater control of the T.C.O. and facilitates its reduction. It is good, in fact, to rely on companies experienced in the implementation and supply of LIMS Saas solutions in the Cloud, free from all costs related to the implementation, maintenance and evolution of a home-made system. Finally, it should be noted that the LIMS providers, have the ability to keep the managed data safe and to test the security of their systems thanks to Pen Tests carried out by external companies that certify the soundness of their IT infrastructure.

Eusoft, with Eusoft.Lab, has the objective to stand alongside its customers, guide them towards technological growth and to be an active part of the improvement. This is done through a scalable solution, easy to use and which absorbs all the costs of ownership within its fee, ensuring the highest level of service in accordance with current ISO regulations.

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