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Some Top SMEs

Our research into the UK SME sector yields hundreds of new small companies and emerging businesses each month. For firms included within the database, we rate the future potential of these firms - from zero to a top rating of 10 - on the overall, cumulative potential on the basis of five principal factors:

- the popularity of the product in its market;
- the size of that future market;
- its fiscal strength (ie. its ability not to run out of money);
- the strength of its existing links with big or medium-sized firms, which will form the core of the product's future customer base;
- and above, the enthusiasm, likeability, and level of determination possessed by the main founder.

Dotmatics Ltd

Started very recently in November 2005, the firm consists of two very experienced and skilled scientists. Both worked for Merck in the UK, and while there they developed data-mining-type software. They left to start their own company having agreed that Merck should give them the IP for the software. They owe no part of the revenues to Merck. But in return, they will give 'favourable future terms' to Merck - which is now a customer..

They have created a three-product suite of tools of scientific, text mining, handling scientific information, etc. The software is of real interest to thousands of firms, potentially, from small firms right up to big pharma. The first product is named 'eye', and it is a text mining tool, for competitor and business intelligence and analysing scientific information, (plus 'eyeforscience', a web-based service), the second is 'browser', a chemicals and bio-data tool (a rival to those produced by MDL Elsevier), and thirdly 'gateway', a collaborative tool.

Commercially, dotmatics has secured a contract to deliver eye to a major US pharmaceutical company. This is a US service provider, which already has close links to major US pharma. This company also wants to take advantage of its other products.. web-aggregation, text analysis and mining capabilities. Their first customer believes the solution 'will change the way information is used for competitor intelligence and identification of licensing opportunities'. The software is applicable to small biotech and large pharmaceuticals companies alike.

Dr Stephen Gallagher and Alastair Hill incorporated dotmatics with the aim of delivering knowledge solutions to the life science industry. The company was founded on the basis of improving how companies in the industry store, manage, retrieve and analyse information. www.dotmatics.com