

Company Factsheet

Empowering Knowledge Discovery with Agile Text Mining Solutions

Company

Linguamatics provides market-leading text mining solutions to empower knowledge discovery and decision support.

- Linguamatics is the world leader in deploying innovative natural language processing (NLP) based text mining technology for complex, high value problem solving.
- Our products and services are used by top commercial, academic and government organizations, including nine of the world's Top-10 pharmaceutical companies. Our customer retention rate regularly exceeds 95% per year, reflecting the quality of our product and the high standard of technical support we provide.
- Our impressive customer base has been built on producing break-through insights from massive amounts of unstructured, textual data, which contains rich but often difficult-to-access, business-critical information. The Linguamatics approach enables organizations to maximize value from these resources by extracting, synthesizing and distilling this key information into meaningful high value knowledge, enabling them to gain competitive advantage through better and faster decision support.
- Linguamatics is privately owned, and has been self-financing and profitable since its conception in 2001, growing at an average rate of more than 50% per annum. Three of the original four founders still sit on the management team. The company operates globally, with headquarters in Cambridge, UK, and US operations based in Boston, MA, USA.

Customers have reported that our I2E software has provided at least a 10x speed up in getting to actionable results compared to conventional search engine approaches, and in many cases made projects successful that would otherwise be impossible.

Partnerships & Collaborations

Linguamatics partners and collaborates with companies, academic and governmental organizations to bring customers the right solution for their needs, and to develop next generation capabilities.

Current partners include Oracle, Accelrys, ChemAxon and Selventa. The company has also received project research funding from the European Union and won a number of awards.

Products and Services

- Linguamatics provides market-leading products and services with its NLP-based text mining platform, I2E.
- **What is so special about text mining?** Organizations face an unprecedented challenge of how to access business-critical knowledge locked up in vast and ever increasing amounts of textual information, to enable effective decision support. Text mining is now an established technology with proven value and measurable results, which goes way beyond traditional keyword search engine approaches. NLP text mining interprets the meaning of text. Rather than just retrieving documents that contain keywords, computational algorithms are used to automatically identify, extract, synthesize and analyze relevant facts, relationships and concepts, including quantitative data in context. Once extracted, concepts and relationships are presented as a structured table of results that directly answer the question/s of interest.
- **What makes our software special?** Unlike other NLP-based text mining systems, Linguamatics I2E is a highly agile and scalable high performance text mining system with a unique combination of capabilities.
 - I2E's powerful querying capabilities allow users to create queries that accurately reflect the intent of their question. Using a knowledge discovery and synthesis approach, even indirect relationships occurring across multiple documents or document sets can be easily identified and captured.
 - I2E's real-time NLP querying can be run at enterprise scale, across millions of documents. Queries can also be integrated into automated workflows that run 24/7.
 - I2E can be used to mine a wide range of textual content, such as scientific papers, news feeds, patents, internal reports and social media such as Twitter.
 - Customers can leverage specific domain knowledge by plugging in any vocabularies or thesauri.
- I2E's unique capabilities can be delivered by deploying I2E Enterprise in-house, or via I2E OnDemand, the cloud based version of I2E.
- **Professional services.** Linguamatics has a team of world class experts that work with customers to help them meet their knowledge discovery challenges. Typical consulting services include training, work on specific text mining projects including query and vocabulary development, and advice on software deployment and integration.

Executive Team

Our executive team have a wealth of complementary skills and experience in world-class research and business development, both in academia and leading-edge science and technology companies.

Mr John M. Brimacombe

Executive Chairman

John is an experienced entrepreneur. After graduating in Law and Computer Science from Trinity College, Cambridge, he founded Jobstream Group plc. He subsequently co-founded pioneering mobile entertainment start-up nGame Ltd., which was acquired by Hands-On Mobile, Inc. John served as President/COO of HandsOn Mobile for over 2 years, leading the company through seven major M&A transactions and massive global expansion. He is a Partner at Sussex Place Ventures, an active seed-investor and non-executive director of quoted investment fund Core VCT Plc. John has been with Linguamatics since 2006.

Dr David Milward

Chief Technology Officer

David has 20 years' experience of product development, consultancy and research in natural language processing. He is a founder of Linguamatics, and designed the I2E text mining system which uses a novel interactive approach to information extraction. He has been involved in applying text mining to applications in the life sciences for the last 10 years, initially as a Senior Computer Scientist at SRI International. David has a PhD from the University of Cambridge, and was a researcher and lecturer at the University of Edinburgh. He is widely published in the areas of information extraction, spoken dialogue, parsing, syntax and semantics.

Dr Roger Hale

Chief Operating Officer

Roger is a founder of Linguamatics. He has over 25 years experience in technology management and computing R&D with NPL, Cambridge University, De Montfort University and, prior to Linguamatics, SRI International, where his role involved commercial management, IP licensing and research for commercial and government clients. He holds a PhD from the University of Cambridge.

Dr Phil Hastings

Senior Vice President, Sales and Marketing

Phil has over 20 years of experience in the scientific information and software industries. He worked for a number of years in commercial and product management roles for both John Wiley and Sons and the Thomson Corporation and prior to joining Linguamatics spent over five years at Accelrys, in product marketing and business development roles. Phil holds a PhD from the University of Nottingham. Phil has been with Linguamatics since 2004.

Markets

The I2E platform can be used in any domain and has been deployed in sectors such as:

- Pharmaceuticals and Biotechnology
- Healthcare
- Chemicals
- Government and Academia

Application areas include:

- Research and Development
- Patent Mining and Analysis
- Market Research, including Sentiment Analysis and Key Opinion Leader Analysis
- Business Development, including Lead Generation and Opportunity Identification
- Competitive Intelligence

Typical applications in Pharmaceuticals and Biotechnology include target identification and prioritization, biomarker discovery, drug repurposing, drug safety, patent analysis, clinical trial site selection and study design, and key opinion leader identification.

People

- Linguamatics has over 40 full-time staff, and is actively recruiting to expand its product development, QA, technical support, administration and business development teams.
- Over 30% of our employees have PhDs, and possess specialist skills in Natural Language Processing, Informatics, Life Sciences, Chemistry, Terminology Mining and Development, Information Science, Knowledge Discovery, and Query Development.
- Key capabilities in-house include: software development, consulting and integration, of both content and workflows.
- The company also excels at platform management, offering SaaS versions of our software on the cloud via I2E OnDemand or I2E Managed Services.