

CUSTOMER  
SPOTLIGHT**Ernie Cote**CEO OF CHEMICAL  
INFORMATION  
SERVICES

**"Reaxys cuts our research time by 70%"**

Chemical Information Services was established in 1972 as a publisher of chemical supplier data that supported clients with information on an as-needed basis. Since then, the company has grown considerably to become an important supporter of chemical and pharmaceutical industry procurement departments. The company has a number of interactive online databases and is the publisher of the *Directory of World Chemical Producers*.

Ernie Cote, CEO of Chemical Information Services, has over 20 years of experience in consulting, marketing and general management with industry leaders in information support. He believes in truly listening to both clients and his research teams to best serve both. We caught up with Ernie to discuss why he chose Reaxys as the chemistry research informatics solution for his research team.

### What's a typical day for you at Chemical Information Services?

Well, as CEO, I'm obviously not involved in any of the research side of things. I have to concern myself with running the company. That includes ensuring that my research team has everything that they need to do their jobs.

I'm also on the board of the Digital Analytics Association Dallas Chapter and the marketing board of University of Texas at Dallas and I lecture in the Baylor University Executive MBA program. I keep pretty busy!

### You certainly do! What made you decide to join Chemical Information Services?

Chemical Information Services is a terrific company with great potential. I'm thrilled to be on board. We've been around for 40 years, helping pharmaceutical and chemical companies to increase their earnings by driving down procurement and lead generation costs.

Our business is based on providing critical data that facilitate synthesis-or-purchase decisions in the R&D process. Major pharmaceutical and chemical companies rely on us for information about chemical synthesis pathways. Their procurement departments also come to us to find the manufacturers that meet their requirements.

We're dedicated to the accuracy of our manufacturer information — it's critical for us to know that the knowledge we provide to our clients is up-to-date.

### Why did you decide to subscribe to Reaxys?

Ultimately, our researchers convinced me to subscribe by showing me how much time they save using Reaxys a research informatics solution. They demonstrated that Reaxys cuts our research time by 70%. That's an incredible benefit.

"Reaxys is one of the best tools our research team has found for chemistry research"

### How does your research team work with Reaxys?

Our team uses Reaxys to find and assess synthesis pathways to fill gaps in our Pathfinder database. We also use Reaxys to look at individual compounds in detail — it extracts chemical identifiers, chemical properties, and structures, so when our researchers search for a compound, they immediately find it without having to read

full journal articles. With Reaxys, we get more information in less time than with any other research informatics solution.

Reaxys gives excellent journal information but more importantly for us, it has the same focus on granted patents as we do. We're interested in real compounds that are in production, not prophetics. We deal with real synthesis pathways and compounds that can actually be purchased. Reaxys is extremely useful for that.

## Are there any differences in the way Reaxys presents information and how you organize information for your clients?

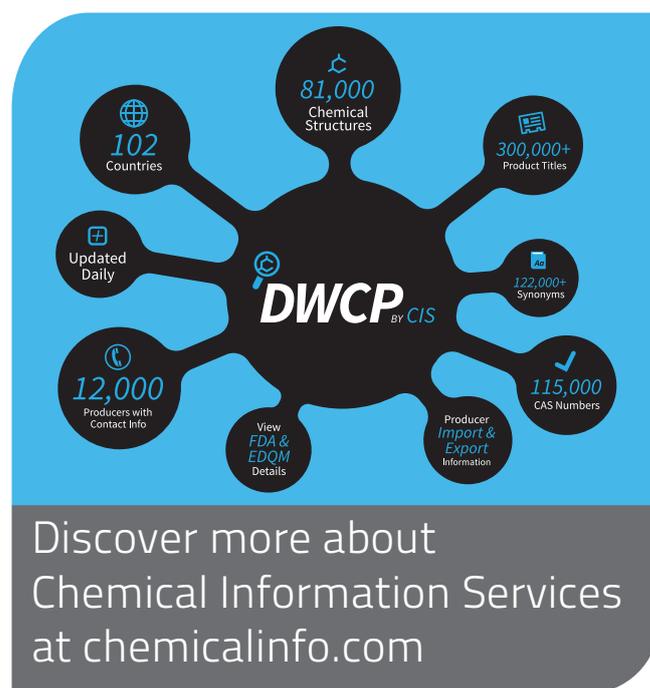
Yes. We most frequently deal with procurement departments, not research chemists, so our clients have different information needs. We organize chemicals by application or chemical group, so we take the data, format them, and enhance them for the purposes of our subscribers. We aim to create significant efficiencies for all our subscribers.

## Are there any features in particular that your researchers have mentioned as useful?

They have talked about ReaxysTree. They say that it is very useful because it allows them to browse through the very organized chemistry taxonomy to find new information and ideas for research. It sounds like a great addition to the product.

## Will you continue to use Reaxys?

Definitely. Reaxys is one of the best tools our research team has found for chemistry research — they can use it anywhere and know that they're getting accurate, up-to-date information. We couldn't ask for a better solution.



Discover how Reaxys can support your research team at [elsevier.com/reaxys](http://elsevier.com/reaxys)