

# Newcastle fintech firm ION seals £1.3m deal with pharmaceutical giant Quotient Sciences

North East fintech firm ION has secured a three-year contract with drug developer Quotient Sciences worth £1.3m.

The company has offices in Gosforth and London and works with mid-market businesses to deploy advanced accounting, billing, and CRM cloud applications.

Now, the business has secured the deal with Quotient Sciences, focused on transforming Quotient's CRM and financial technology solutions, to create a unified cloud platform to support the company's growth.

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Pharmaceutical firm Quotient Sciences provides drug substance, drug product and clinical testing services from seven bases across the UK and US, including Alnwick, Northumberland, where it is investing more than £6m into the North East operations it acquired from Arcinova at the start of last year.

Working with ION to bring its customer relations and fintech services under one organization will allow it to save customers' time and money in getting new medicines to patients faster.

Managing director Rob Mathieson said: "ION is delighted to be partnering with Quotient Sciences to deliver this transformative project.

"Their industry-leading solution will bring all company activities and intelligence into one platform, improving

efficiency and driving growth across their business.

“This new project award comes off the back of a strong period of growth for ION which has seen the team expand to 42 employees over the last 12 months. The demand for skills is so high right now and that’s why we are proud to have such a talented and dedicated team.

“We don’t take this for granted and have focused our energies on ensuring we can attract and retain the best people. This also includes expanding our ION Academy Programme to help get more young people into tech careers.

“The Quotient project will involve utilising all these great skills across our business. As a team we are very excited and can’t wait to deliver a great result for Quotient Sciences.”

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