December 30, 2019

Reference Letter from Waters Corporation

Waters Corporation is a world leader in specialty measurement with a goal to improve health and wellness using high-value analytical technologies and the latest scientific discoveries. Established in 1958, today we count 7000+ employees, 40,000+ customers in 35 countries, with 15 manufacturing facilities and products sold in 100+ countries.

Waters Corporation designs, manufactures, sells, and services analytical technologies in areas such as liquid chromatography, mass spectrometry, and thermal analysis. We pride ourselves in discovering new pharmaceuticals, guaranteeing water and food safety, and overseeing the integrity of a chemical entity in production.

Our mission at Waters Corporation is to consistently deliver benefit to our clients. When Jim Waters started the company, he envisioned that we will always positively impact our customers, employees, shareholders, and society in general. To do that, we strive to deliver the most sought-after products to our customers as fast as possible, keeping the highest quality possible. At some point, our goal to deliver high-quality products at a fast pace uncovered a lack of internal resources, and we realized that to accelerate the release of our solutions we needed a reliable software development partner. We chose Itransition due to their proven technology expertise, a portfolio of projects in the healthcare and pharmaceuticals domain, and experience in organizing processes in multinational distributed teams.

We started working with Itransition in October 2017, when we first required QA, and later DevOps and development services to automate product deployment. We have been impressed with the project results and in January 2018 we continued our collaboration with software development. Itransition's team have excelled at proving their frontend expertise with a focus on the Angular technology stack. Having visited Itransition's development offices in 2018, we realized the scope of the company and the wide range of services it provides. We have started onboarding full-time Itransition developers for our backend projects as well.

One of the projects in production included developing common UI components with the help of Angular, which are now being used across several Waters web projects. On another project, Itransition's team developed a part of complex sample submission, processing and analysis solution development, responsible for displaying sample results via charts and reports.

Thanks to Itransition's smooth and well-thought-out onboarding process, we were able to double the team in just a month and seamlessly add team members to our projects whenever necessary. We

began our collaboration with just 6 team members, and today we are working with dozens of experts and QA specialists from Itransition across 6 different projects.

Itransition also demonstrated the ability to effectively collaborate with our decision-makers at different levels, for example, working onsite with product owners to generate requirements for delivering market-ready product increments. Itransition has also provided experts with not just technical skills – their onsite representative merged the roles of business analyst and technical lead, delivered in-depth technical and system analysis on different projects, as well as served as a knowledge transfer leader for the offsite teams.

Thanks to Itransition's technology expertise and experience in setting up development processes in multinational distributed teams, we have been able to accelerate delivery, scale teams up without slowing down development, and increase team velocity and productivity. All the above helped us speed up proving product viability, hitting important milestones, and showing demos to key company players. Close collaboration between Itransition developers and QA specialists, as well as continuous test coverage of the delivered software, also resulted in a higher overall quality of code.

We appreciate Itransition's ability to accelerate the velocity of any team, onboard at any phase, and provide a wide variety of high-quality services while following a flexible on-demand approach. Therefore, we strongly recommend Itransition as a reliable software vendor to anyone looking to enrich their teams with experienced professionals in any technology and business domain.

Sincerely,

Oren Wiesler,
Director of Engineering Management, Waters Corporation