Outlook: San Diego
Business Profiles

"Librarians Run Our Business" Says International Library Information Management Leader

Why do library managers and users in the U.S., Europe and Asia give themselves "high fives" once they experience EOS International's advanced library information management systems?

Tony Saadat, CEO

"Why shouldn't they? They direct the design of our products and services," explains Tony Saadat, CEO of EOS International. "Through each stage of development of Q Series, GLAS® and e-Library, our development staff continually asks clients about their needs and objectives. Then we deliver more than expected — with unequaled new levels of precision, flexibility and ease of use. The results are products simple enough for the novice yet powerful enough for the most demanding users within large corporate, legal, medical and government libraries."

"Service excellence" to the library industry is nothing new for Mr. Saadat or EOS International. After earning a solid reputation for building strong organizations (some from the ground up) by setting new standards for client responsiveness, maintaining total product quality and pursuing ongoing innovation, Saadat was named CEO by company founder and chairman of the board Scot Cheatham in 2002. "Saadat's dedication to maintaining long-term relationships with clients, increasing accessibility and exceeding clients' expectations matches our own corporate philosophy," says Cheatham.
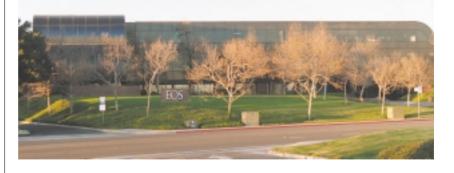
Saadat's efforts are paying off for the 21-year-old, privately-held company. Today, EOS International is one of San Diego's fastest growing companies — a rare success story in an industry experiencing more downsizing than expansions.

EOS International's visionary use of technology has set the standard and become the dominant force in the industry. The company won the Most Innovative Product Award at Computers in Libraries. Additionally, the Q Series was nominated for the prestigious Computerworld Smithsonian Award and accorded a permanent place in history at the Smithsonian Institution's National Museum of American History's Permanent Research Collection on IT Innovations. After conducting an exhaustive evaluation of library automation vendors, Internet strategists at ISITE Design described EOS International's technology this way: "The combination of powerful searching, flexible platforms and cost proved to be a formula no one else could touch. No other vendor was even close to the capabilities of the EOS system."

Under Saadat's leadership EOS International's most important product will remain quality customer care. "We have discovered in these past few months that your technology is only one of the great strengths of your organization. Your support and care of my library's needs has been just remarkable. I look forward to the years that our library and EOS are in a partnership together," says Shawn Fielding, Sr. Librarian of Denver Botanic Gardens.

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