



HEALTHCARE IT SERVICES: Q2 2016 Update

M & A, Client Wins, Partnerships, Leadership Announcements

This complimentary report is a round-up of select healthcare sector updates from major IT services companies. The focus of the report is on M & A activity, customer wins, partnerships and new product initiatives, and leadership announcements.

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KEY UPDATES

- **Accenture and GE Healthcare** introduced a new offering to help improve medical claims processing and related cash flow for healthcare providers. The alliance targets medical claims management, one of the largest areas of lost revenue estimated at \$2 billion in the U.S. healthcare system. Accenture integrated its Intelligent Patient Platform with Salesforce Health Cloud, giving life science and healthcare providers the ability to deliver a personalized patient experience
- **Cognizant's TriZetto and McKesson Health Solutions** agree to integrate McKesson ClaimsXten™ and ClaimsXten™ Select clinically-based claims auditing solutions with TriZetto's QNXT™ enterprise core claim administration system. The collaboration between the two underscores the companies' commitment to helping payers of all sizes simplify the management of increasingly complex clinical and reimbursement policies
- **Dell Healthcare:** Dan Allison, formerly managing director of technology and healthcare consulting firm DEAllison Enterprises, has joined Dell Services as vice president and global general manager of the firm's healthcare and life sciences division.
- **Wipro** open sourced its Big Data Ready Enterprise BDRE product enabling accelerated big data implementations, and entered into a partnership with Hortonworks to give momentum to the initiative
- **Infosys** entered into a global strategic initiative with Amazon Web Services (AWS) to make transitioning to the cloud easier and faster, and expanded its relationship with Microsoft to accelerate Azure-based and other digital transformations for customers.
- **TCS:** Epic Systems which won a \$940 million verdict against TCS has asked a US court to reduce the punitive damages awarded to \$220 million to bring it in line with Wisconsin law.

ACCENTURE

- 1** Accenture and GE Healthcare introduced a new offering to help improve medical claims processing and related cash flow for healthcare providers. The alliance targets medical claims management, one of the largest areas of lost revenue estimated at \$2 billion in the U.S. healthcare system
- 2** Accenture integrated its Intelligent Patient Platform with Salesforce Health Cloud, giving life science and healthcare providers the ability to deliver a personalized patient experience



3

Sagacious Consultants, part of Accenture recognized as top performer in EHR systems in KLAS' 2016 Epic Consulting Report and also having the most validated projects and widest EPIC module experience of all firms

4

Accenture announced the appointment of Debra (Debbie) A. Polishook as Group Chief Executive an outstanding leader with a track record of successfully running different parts of business during her 30-year career with Accenture. Manish Sharma will replace her as group Operating Officer

COGNIZANT

1

McKesson Health Solutions and TriZetto, a Cognizant company, have agreed to integrate McKesson ClaimsXten™ and ClaimsXten™ Select clinically-based claims auditing solutions with TriZetto's QNXT™ enterprise core claim administration system. The collaboration between the two market leaders underscores the companies' commitment to helping payers of all sizes simplify the management of increasingly complex clinical and reimbursement policies.

DELL

1

Dan Allison, formerly managing director of technology and healthcare consulting firm DEAllison Enterprises, has joined Dell Services as vice president and global general manager of the firm's healthcare and life sciences division.

2

Dell and SAP announced new combined efforts in cloud, big data, and the Internet of Things (IoT) at the 2016 SAP SAPHIRE NOW conference in Orlando, Florida. The deepened partnership could make it easier for Dell shops to deploy SAP solutions in the cloud and quicken the pace for data analysis as well

3

Dell Services ranked as No.1 in Global IT Services for Healthcare Providers based on 2015 revenue by Gartner for the seventh consecutive year



INFOSYS

1

Infosys announced a global strategic initiative with Amazon Web Services (AWS) to make transitioning to the cloud easier and faster, and additionally, an expanded relationship with Microsoft Corp. to accelerate Azure-based and other digital transformations for customers. Infosys Ltd will collaborate with Microsoft Corp to deploy advanced analytics solutions to support healthcare organizations in their digital transformation.

2

Infosys will partner with District of Columbia to create the The District of Columbia Access System (DCAS) a milestone venture that will simplify access to important social programs for 200,000 residents. The system will eventually be extended to support other DC health and social programs, providing the District's citizens and caseworkers with a way to check eligibility for various health and social programs through a single application.

WIPRO

1

Wipro open sourced its Big Data Ready Enterprise BDRE product enabling accelerated big data implementations. BDRE will also open opportunities across industry verticals that organizations can successfully leverage

2

Wipro launched Data Discovery Platform – an analytics solution for generating pertinent business insights across the value chain of an industry through pre-defined "apps".

TATA CONSULTANCY SERVICES

1

Epic Systems, which won a \$940 million verdict against TCS , has asked a US court to reduce the punitive damages awarded to \$220 million to bring it in line with Wisconsin law. The Wisconsin law limits the punitive damages to twice the amount of compensatory damage. The original verdict was \$240 million in compensatory damage and \$700 in punitive damages.



OTHER HIGHLIGHTS

1

Tech Mahindra Limited and ArisGlobal, a leading provider of cloud-based software solutions for life sciences have partnered to provide a complete end-to-end solution for IDMP regulatory compliance. Tech Mahindra also joins "Dell Boomi Partner Program," leveraging AtomSphere® iPaaS solution for its Customer Experience integration offerings.

2

Virtusa completed the acquisition of 51.7% of the fully diluted outstanding shares of Polaris Consulting & Services. VirtusaPolaris, their new market-facing brand, represents the combined strengths of Virtusa and Polaris, including strong software engineering heritage, deep domain expertise and focus on applying innovation to solving critical core business issues for clients.

(Readers may also be interested in downloading our quarterly earnings analysis of the major IT services firms which can be [downloaded here](#))



About Damo Consulting

Damo Consulting is a Chicago-based management consulting firm that works exclusively in healthcare. Our clients include healthcare enterprises and technology firms. We provide global sourcing advisory, growth strategy consulting, market intelligence and digital marketing solutions.

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