



## Healthcare IT Services Q1 2016 Update

### M & A, Client Wins, Partnerships, Leadership Announcements

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

## KEY UPDATES :

- Wipro announces leadership changes across the board, acquires Healthplan Services for \$460 M
- Dell Services, formerly Perot Systems, is sold to NTT for a little over 3 BN
- IBM's Watson Health unit acquires Truven Health Analytics, a provider of healthcare data integration and analytics solutions for US \$ 2.6 billion
- GE Healthcloud launch names TCS and Cap Gemini as SI partners
- Cognizant to develop TranZform, a healthcare data integration platform leveraging Trizetto and Orion Health technologies

## ACCENTURE

1. Accenture Federal Services has recently entered into a two-year consulting agreement with ONC to help government agencies create a framework to collect, analyze and leverage the Patient Generated Health Data (PGHD). Accenture will, during its service contract, determine best practices, challenges, success stories and do a gap analysis with the objective of integrating the PGHD data with the clinical records and to improving the overall clinical care, and lastly contribute to research.
2. The 43rd U.S. Army Surgeon General Horoho will lead Accenture defense health practice and oversee business strategy, growth and operations.



## CAPGEMINI

Capgemini, named a GE Health Cloud Partner, will leverage its business and digital expertise for its work on Predis to provide consulting and end-to-end solutions on the GE Health Cloud.

## COGNIZANT

Cognizant is developing a technology solution named Cognizant Health TranZform, which aggregates data from multiple systems, including Cognizant's TriZetto payer core administration platforms, physician practice management systems, EHRs and other healthcare databases.

The solution is being developed with technology from Orion Healthcare and it can provide consumers with information – such as costs for procedures, ratings of doctors, locations of health clinics, and data that is relevant to their specific conditions or care regimens. This should help "consumers make better-informed decisions about the cost and quality of their care while assisting healthcare providers and payers to drive greater levels of consumer engagement, satisfaction and operational efficiency."

## DELL

1. Dell's IT consulting division, formerly Perot Systems, has been purchased by NTT for just over \$3 billion. This helps Dell shed its non-core business to fund the \$67 Billion EMC acquisition slated for October 2016. NTT Data has its North American headquarters in Plano, TX.
2. Dell announces IT outsourcing deals with Dubai Health Authority, Blue Cross & Blue Shield of Rhode Island, Harvard Pilgrim Healthcare and Baystate.

## GE HEALTHCARE

GE Healthcloud welcomes new partners, launches new apps to ecosystem connecting 2M imaging systems worldwide. The GE Health Cloud system built exclusively for the healthcare industry will connect more than 2 million imaging machines worldwide and will provide cloud-based analytics for IT professionals.

- Expansion advances industry shift to value-based care
- Capgemini and Tata Consulting Services sign on as first Systems Integrators
- GE Healthcare unveils its own financial, imaging and life sciences analytics apps to go live mid-2016



## HCL TECHNOLOGIES

HCL announced its launch of IoT Incubation Center in Redmond, Washington where they will build vertical solutions focused on two key growth areas – Industrial & Manufacturing, and Life Sciences & Healthcare (Remote patient monitoring)

## IBM

IBM's Watson Health unit acquires Truven Health Analytics, a provider of healthcare data integration and analytics solutions for US \$ 2.6 billion. Truven Health is a leading provider of cloud based healthcare data, analytics and insights. Through this acquisition IBM gains extensive data spanning cost, claims, quality and outcomes information.

## TATA CONSULTANCY SERVICES

TCS named GE Health Cloud Partner. TCS and GE will work together to create an innovative "Industry Solutions Ecosystem" leveraging TCS business and digital expertise to enrich GE's Predix platform.

## WIPRO

1. Signed an agreement to acquire 100% of shares in Tampa, Fla. based HealthPlan Services from Water Street Healthcare Partners. This deal is worth \$460 million. HealthPlan services offer technology platforms and fully integrated BPSaaS solution to health insurance companies in international, group and ancillary markets. Wipro expects to be a leader in administrative services in US Healthcare Insurance with this deal
2. Wipro appoints Patrick Dupuis to its board of directors - he brings with him a valuable experience of being a leader of BJC Healthcare apart from other industries where he has proven financial and business strategies acumen.
3. Dr. Patrick J. Ennis, a widely respected technologist and venture capitalist is appointed to Wipro's Board of Directors, effective, April 1
4. TK Kurien was appointed as the Executive Vice Chairman and Abidali Z Neemuchwala as the Chief Executive Officer and Member of the Board of WIPRO
5. Jeff Heenan-Jalil appointed as the Sr. Vice President & Global Head, Healthcare, Life Sciences & Services. He will be responsible for the business unit's P&L, strategy, and operations.



## OTHER

1. **Altensoft-** acquires a pioneer CRO services company PVR Technologies, thereby growing in the Healthcare and Life Sciences business. This acquisition brings key expertise to Alten in Clinical Research through the addition of more than 200 consultants, biostatisticians, SAS and R programmers and expanding capabilities in Clinical Data Management, analysis, and reporting.
2. **Infogain-** a global business and IT consulting leader successfully completed the acquisition of Blue Star Infotech's IT operations in February 2016. Infogain enhances its digital transformation offerings by leveraging Blue Star Infotech's expertise in cloud, mobility, SAP and analytics and with this move, expanding its capacity to enter new verticals in many industries, including healthcare.
3. **INFINX,** a leading player in the Healthcare Revenue Cycle Industry, announced its strategic partnership with Canopy Partners, a leading healthcare management service organization (MSO) based in Greensboro, N.C., to provide ICD-10 coding solutions to the radiology market. This collaboration adds global talent, domain expertise and technology tools that will help the imaging industry overcome current coding challenges, thus delivering significant benefits.
4. **Mphasis:** Private equity major Blackstone Group has signed a definitive agreement with Hewlett-Packard Enterprise (HPE) to buy a majority stake in Mphasis marking its largest acquisition in India so far.
5. **Persistent Systems:** Persistent Systems Ltd. acquires Australia's PRM Cloud Solutions Pty Ltd. PRM is a cloud application development firm and partner of US-based Salesforce.com PRM focuses on healthcare, construction & property management.



## AUTHOR

### PADDY PADMANABHAN



Paddy is CEO of Damo Consulting Inc. He is an accomplished business leader and entrepreneur with over 15 years of experience in the healthcare sector. He has been a senior leader in top-tier consulting firms, and has been a strategy advisor to healthcare CIOs. Paddy has led large global operations teams in India, the Philippines, and South America. He has successfully built a \$150M healthcare technology services business, and has been a part of two Silicon Valley analytics start-ups.

You can follow him @paddypadmanabha



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#### USA

One Lincoln Center 18W140 Butterfield Road Oakbrook Terrace  
Suite 1500 Oak Brook, Illinois, 60181 Phone: +1 630 613 7200

#### INDIA

603/11/A, 19th Main Road, 2nd Floor, Sector 2,  
HSR Layout, Bangalore 560 102 (India)

Email: [info@damoconsulting.net](mailto:info@damoconsulting.net) | website: [www.damoconsulting.net](http://www.damoconsulting.net)