

## emids acquires healthcare IT firm Encore

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**Singapore:** emids, a rapidly growing global provider of IT services and solutions for the healthcare and life sciences industries, recently announced the acquisition of Encore, a leading healthcare information analytics company focused on value-based care and electronic health records for providers.

This acquisition is expected to provide emids with an opportunity to address the increasing need for clinical and financial data operation for providers, and complements the company's existing expertise in the payer space.

"As healthcare becomes more integrated and the focus on consumerism grows, payers and providers are working more closely together," said **emids founder and CEO Mr Saurabh Sinha**. "The ability to provide healthcare technology expertise and solutions that serve both payers and providers, as well as healthcare technology partners, will be critical to help our customers succeed in the future. The Indian market has always been of utmost importance to us. Today, the Indian healthcare industry is also undergoing a major overhaul driven by technology and innovation. Along with business opportunities we also look to expand our India operations and workforce."

emids brings decades of experience working with leaders in the payer industry, and with healthcare technology partners, which has given it deep expertise in solving data and technology challenges across segments, enabling it to deliver multiple, targeted solutions.

Encore helps providers plan, implement, manage and optimize clinical and business systems to meet the demands of healthcare reform and improve the quality, cost and coordination of patient care. Rooted in deep operational expertise from working with large and diverse healthcare systems, Encore's services unleash the power of data to fulfill growing information and reporting needs for providers, as well as help them improve performance, care coordination and population health management.

"We have a similar culture that focuses on helping customers succeed and prioritizing the professional development of people in our organization," says Tom Niehaus, who will operate Encore as a business unit within Emids. Encore founder Dana Sellers will be joining emids as a member of the Board of Directors. Commenting on the partnership Sellers says, "Providers are increasingly looking for more value out of their systems, and the combination of emids and Encore will offer a compelling value proposition to our customers,"

The acquisition, which was backed by Baird Capital and Council Capital, adds nearly 200 consultants to Emids' base of 1,500 employees in the U.S. and adds Dallas to its expanding geographic footprint. Expansion also includes a newly opened office in London, a long-standing Bangalore, India, presence, and a Nashville, Tenn-based headquarters. It will also add more than 50 health systems to emids' client portfolio and deepen its healthcare analytics expertise for clients in the payer and provider markets.

The acquisition will be instrumental to align the customer's orientation towards better care management. Encore brings a team of experts with specialized knowledge in clinical and business applications, and the knowledge of working with large and diverse healthcare systems. This will strengthen Emids technical and upstream consulting skill sets which rests with the enterprises/providers. In India emids's offshore delivery centre is based in Bangalore with a strong team of over 1500 healthcare technologists. The aim remains to have concerted efforts to work together in order to have uniform approach, conforming to the value of care and delivery of superlative healthcare experience to patients across geographies in the coming years.