IKS® HEALTH

Quality Practice. Quality Care.

Media Kit

INDEX

IKS Health revitalizes the clinician-patient relationship while empowering healthcare organizations to thrive. We take on the chores of healthcare — spanning administrative, clinical, and operational burdens — so that clinicians can focus on their core purpose: delivering great care.

Combining pragmatic technology and dedicated experts, our solutions enable stronger, financially sustainable enterprises. By bringing joy and purpose back to medicine, we're creating transformative value in healthcare and empowering clinicians to build healthier communities.

From our foundation in 2006, we have grown a global workforce of 14,000 employees serving over 150,000 clinicians in many of the largest hospitals, health systems, and specialty groups in the United States.

For more information, please visit us at: http://www.ikshealth.com/.

Clinical Support Solutions:
Our Clinical Support Solutions help providers deliver better clinical outcomes, more efficient care, reduce clinician burnout and lower medical costs, resulting in improved physician and patient satisfaction as well as increased enterprise value. All of this while restoring the primacy of the physician-patient relationship in the exam room & beyond.

Revenue Optimization Services:
Our purpose built Revenue Optimization Services reduces administrative burden, maximizes revenue and enables growth at scale while using a variable cost model. Delivered using a technology led platform we transform revenue cycle management, prevent denials, facilitate the patient-provider care journey and maximize contract utilization.

Digital Health Solutions:
Our Digital Health Solutions are a robust platform that delivers data-driven value and expertise across the care continuum. It enables provider enterprises to leverage the full potential of their technology assets by helping them build, enhance, maintain and support these critical parts of their IT infrastructure. From a Unified Data Platform to Robotic Process Automation and creating bespoke technology solutions, IKS Health's Digital Health Solutions help solve some of provider enterprises biggest challenges.

Value Based Care:
As insurance reimbursement models move towards paying for outcomes, managing population health holistically becomes more important for provider enterprises. Our value-based care solutions allow provider enterprises to succeed across the spectrum of risk by building a patient-centric, provider-led delivery model that coordinates care across the continuum and delivers better clinical, operational and financial outcomes.

News Center

IKS Health Acquires U.S. Tech Firm For $200 MN |Sachin K. Gupta | Business News
IKS Health acquires U.S. tech firm for $200 MN and eyes IPO. Annual revenue of combined entity to be $300 mn. Sachin K. Gupta shares insights on the business outlook. IKS Health was found 17 years ago to solve some very important structural issues in U.S. Health Care.
https://www.youtube.com/watch?v=-vG-NemyPBI&list=PPSV

The Economic Times
October 31, 2023

Rakesh Jhunjhunwala-backed IKS Health acquires AQuity Solutions for $200 million

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Your Story
October 31, 2023

Rakesh Jhunhunwala-Backed IKS HEALTH Acquires AQuity Solutions For $200M

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The Hindu Business Line
November 1, 2023

Health-tech firm IKS Health acquires US-based AQuity Solutions for $200 million

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Business Standard
October 31, 2023

Jhunjhunwala family-backed IKS Health acquires US tech firm for $200 mn

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Fortune India
November 1, 2023

Jhunjhunwala family-backed IKS Health acquires U.S. health-tech firm for ₹1,600 cr; plans IPO by Q4 FY24

Click here to read.

Pharmabiz
November 1, 2023

IKS Health acquires AQuity Solutions to provide comprehensive administrative, clinical and financial services for healthcare organizations in US

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Opinion | The Healthcare ecosystem needs fundamental transformation

LiveMint | August 10, 2020 | Sachin K. Gupta

- *Driving patient behaviour change can only be done if we make significant investments in collecting, curating, processing, leveraging data*
- *Care delivery systems looking to make meaningful impact through data face a number of challenges, the most critical one is collecting data from various sources*

Prevention is better than cure. There couldn't be a better time to apply this adage to the healthcare delivery system than now. The care delivery system globally has been built primarily around large health systems, hospitals and facilities to deal with specific acute care episodes, procedures and emergencies. This approach has served to increase the total cost of care because it focuses on treatment of diagnosed conditions and not on the overall health of the population.

Healthcare systems across the globe have started to recognize the importance of taking care of an individual early in the care continuum, especially to manage chronic conditions. Coordinating care across the care continuum is a key challenge and moving to proactive care requires effectively stratifying the population, understanding the potential disease risks and engaging patients at the right place and the right time. As the COVID pandemic accelerates the move to virtual/remote care, it opens up the possibility of engaging the patients in their living rooms, moving beyond the exam room. Driving patient behaviour change can only be done if we make significant investments in collecting, curating, processing and leveraging data. This includes all manifests of data related to a patient: their past medical, family and social history (PMFSH), their interactions with the healthcare ecosystem and financial data related to care delivery.

Care delivery systems and physician enterprises looking to make a meaningful impact through data face a number of challenges, the most critical one is collecting data from various sources and across care settings because of lack of interoperability and lack of digitization. Another key challenge is to curate and process it into discrete data which is difficult given that a lot of data is in physical form or images. Other challenges include storage, security, ownership and making it available in the form of actionable insights.

All key stakeholders in the care delivery system suffer because of lack of the right data at the right time. For patients it affects safety because social or medical history is not recorded / available in electronic form, which could lead to clinical errors. Physicians spend more time reordering tests or searching for results, which could lead to delays or errors in medical judgement due to lack

of all information related to the patient. For the broader Healthcare system, it increases the overall cost of care with duplicate testing and repeat diagnosing. These are the manifestations of 'avoidable suffering' as described by Dr. Thomas H. Lee and Deirdre E. Mylod in their essay in HBR in 2013. The 'avoidable suffering' that comes from the dysfunction of the Healthcare system and how we have become used to it instead of fixing it.

Through the history of the medical profession, it has been the physician's role to gather patient data to determine the right treatment path. In the past, this information was documented only to a small degree, focused on the immediate needs of the patient. However, with increasing administrative and clinical complexity, Physicians need support and tools to ensure that they have the precise insights and data needed to make the right clinical decisions.

Taking away their burden to collect, curate, stratify and tabulate patient data is critical so they can focus on caring and curing for the patients. We often ignore that a physician's job involves a significant amount of emotional labour, the term coined by Dr. Hochschild, referring to the emotional requirements of a job. A physician is expected to build trust with the patient and their family quickly, so they follow their professional advice. A physician is expected to make life and death decisions objectively, while leaving aside personal gain, exhaustion or trauma. This needs tremendous mental and emotional energy, which today is wasted because of lack of a strong foundation built on data.

Healthcare enterprises need to make that journey from digitization of all data

where it is stored in an electronic form, to digitalization of data such that it is stored, classified and available in the right discrete structures to leverage advanced data science tools to enable Digital Transformation of how care is delivered.

In this journey, it is important to keep into account the needs of all stakeholders in the care delivery system. However, the most important factor is to ensure that all processes are designed around the most important relationship in healthcare - the patient-physician relationship. Physicians are at the centre of driving change and improvement in a care delivery system. Helping them restore the primacy of the patient-physician relationship by giving them the right data at the right time to drive proactive care instead of reactive care is the only path to deliver a radically different and significantly more efficient healthcare ecosystem.

*Click here to read at the source.

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MAIN INDEX

BACK TO NEWS CENTER

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January 03, 2023

Role of digital transformation in enabling health equity

Click here to read.

Express Healthcare Magazine
December 5, 2022

Prioritizing Non-Communicable Diseases In The Post-Pandemic World

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Physicians Practice
September 17, 2020

Practice Administration Stability and Key Determinants of Success

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Economic Times CIO
August 10, 2020

The Future Of The Indian Healthcare Industry: Tech Driven And Agile

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Financial Express
October 15, 2023

How AI Is Helping Streamline Administrative Tasks

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The Times of India
March 29, 2023

Leveraging AI to redefine value-care proposition

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The Hindu Business Line
March 21, 2023

Advancing Role Of Delivering The Best Customer Service In Healthcare Industry

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Healthcare Radius
June 9, 2022

Transforming Healthcare With Technology

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Medical Economics
February 28, 2022

The tech savvy physician: The hidden burdens of telehealth

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Financial Express
April 10, 2021

Covid-19 impact: Integrating technology with healthcare to tackle physician burnout

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The People Management
May 21, 2023

Why HR Leaders need a business mind with a people focus?

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ET Healthworld
May 13, 2023

Reimagined Career Avenues for Medical Practitioners

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July 24, 2022

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February 24, 2022

Technology - A major player in improving recruiting process in healthcare industry

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People Matters
March 10, 2021

The Hybrid Work Model: The post-COVID way of working

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BusinessWorld People
June 3, 2020

Tips For Working Professionals To Stay InGaged While Working From Home

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Spokespeople Profiles

- **Sachin K. Gupta,** President and Chief Executive Officer
- **Peter Limeri,** Chief Operating Officer
- **Dr. Shane Peng,** Chief Clinical Services and Innovation Officer
- **Hernan Giraldo,** Chief Digital Officer

- **Joe Benardello,** Co-Founder and Chief Growth Officer
- **Dr. Grace Terrell,** Chief Medical Officer
- **Abhay Srivastava,** Chief Human Resource Officer
- **Gaurav Jain,** Senior Vice President, Clinical Support Solutions

Mr. Sachin K. Gupta leads IKS Health as the company's first **Chief Executive Officer, President, and member of the Board of Directors.** Mr. Gupta co-founded IKS Health in 2007 with the goal of building a physician enablement company to help provider enterprises deliver better, safer & more efficient care. Armed with a unique blend of entrepreneurial spirit, executive acumen, and strategic vision, Mr. Gupta continues to shape and lead the organization on the path of rapid growth and success.

Prior to founding IKS Health, Mr. Gupta served as a Director of Strategic Accounts at Lionbridge Technologies, a leading technology enabled service provider. Mr. Gupta led the healthcare provider initiatives at Lionbridge which included partnering with Beverly Enterprises (now Golden Living) in its very successful financial turnaround. Mr. Gupta has a successful history of working in and /or building technology enabled organizations such as Majoris (now Valtech), Rolta and Selectica that enabled Fortune 500 Enterprises to operate more efficiently.

SACHIN K. GUPTA
CHIEF EXECUTIVE OFFICER

13

Since co-founding IKS Health in 2007, **Mr. Joe Benardello,** our **Co-founder and Chief Growth Officer**, has led the organization's strategy and marketing as the organization has grown to serve many of the United States premier health institutions. Addressing the ever-changing challenges and trends of the healthcare industry, he drives solution design, implementation, and delivery to fundamentally address the regulatory, technological, and fiscal challenges facing healthcare organizations today.

With a background in technology, Mr. Benardello served as Vice President at Lionbridge Technologies for several lines of business inclusive of healthcare. He joined Lionbridge Technologies from eTesting Labs, where he built and led the go-to-market strategy. Under his leadership, eTesting Labs was strategically acquired by Lionbridge Technologies in 2002.

JOE BENARDELLO
CO-FOUNDER & CHIEF GROWTH OFFICER

PETER LIMERI
CHIEF OPERATING OFFICER

Mr. Peter Limeri, Chief Operating Officer, is a senior level operating executive with over 25 years' experience, and has demonstrated success in building and/or transforming organizations in both the public and private sectors. He has held senior positions of President, Chief Operating and/or Chief Financial Officer across multiple industries including healthcare, where he specialized in strategic, financial and operational transformations. He was honoured by The Atlanta Business Chronicle as Georgia's CFO of the Year for mid-sized public companies in 2008.

Peter is a member of the board of directors and the chairman of the finance committee for MAP International, a $800 million Christian based international non-profit providing life-changing medicines and health supplies globally to people in need.

Dr. Grace Terrell is a national thought leader in the US for healthcare innovation and delivery system reform; also a serial entrepreneur in population health outcomes driven through patient care model design, clinical and information integration, and value-based payment models. Dr. Terrell has served as CEO of several companies, including one to make the "move to value" by lowering the cost of care and improving its quality for the sickest, most vulnerable patients.

Dr. Terrell is currently executive in residence at Duke University School of Medicine's Masters in Clinical Informatics program, a Senior Advisor for Oliver Wyman management consulting firm, and a member of the board of directors of Guilford College. Dr Terrell holds a doctorate in medicine from Duke University School of Medicine and a master's degree in medical management from Carnegie Mellon University.

DR. GRACE E. TERRELL
CHIEF MEDICAL OFFICER

As the **Chief Clinical Services and Innovation Officer, Dr. Shane Peng** has created a new business platform integrating multiple regional physician organizations with regional post-acute and ambulatory assets under a single organizational, operational and clinical structure to deliver a comprehensive system of care to achieve the 'Quadruple Aim'.

Dr. Peng has nearly two decades of senior health care executive leadership with multi-state health care systems. He has deep expertise in physician groups, health plans, PBM operations and value-based care models.

He is a veteran in the healthcare world and a national leader in Clinical Quality, Innovation, Physician Performance and engagement demonstrating competence with board of trustees, physicians, religious sponsors, employees, community leaders and elected public officials. Dr. Peng has served on the board of 450,000 member Health Plan, Full Path-Through Pharmacy Benefit Management Company, Midwest Health Initiative and AMGA, an organization that has over 175,000 physician members, delivering care to one in three Americans.

DR. SHANE PENG
CHIEF CLINICAL SERVICES AND INNOVATION OFFICER

ABHAY SRIVASTAVA
CHIEF HUMAN RESOURCE OFFICER

As **Chief Human Resource Officer** at IKS Health, **Mr. Abhay Srivastava** plays an integral role in building an environment conducive for professional growth and in creating a culture marked by agility, focussed execution, collaboration, empowerment and respect. He is extensively involved in developing and implementing talent strategies that will support high growth and realise IKS Health's vision of becoming an organization that delivers insights. Mr. Abhay works closely with operations and foundational teams to ensure high levels of customer satisfaction. To fortify IKS Health's people processes, he leads organizational practices to enable better career alinements, employee experiences, and sustainable workforce. He is also involved in steadfastly building teams with capabilities to drive penetration of IKS Health's products with its clients. His portfolio includes managing people, processes and systems across India as well as in the US.

Mr. Abhay Srivastava has a rich experience spanning over 25 years in managing talent and spearheading team building policies. Prior to IKS Health, he has worked in Cipla, Piramal Pharma and Dr. Reddy's. He has also worked with the Government of India in the capacity of a civil servant. He is an alumnus of Delhi University and Symbiosis Institute of Business Management.

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Mr Hernan Giraldo, Chief Digital Officer leads the Digital Health Solutions and the technology team. He brings over 25 years of industry experience in the technology domain. He is a strategic technology leader with a stellar track record of delivering results in organizations such as Nokia, Cisco Systems, iTOi.ai, Shape Security and Mural among others. Hernan is a Technology Executive with a global career spanning four continents - Latin America, Europe, Asia and USA - as an Enterprise Software and SaaS Leader in Sales, Product Management and General Management.

HERNAN GIRALDO
Chief Digital Officer

Mr. Gaurav Jain, Senior Vice President, Clinical Support Solutions leads a strong technology-led clinical support solutions team. He has been instrumental in the design, development and delivery of emerging technology integration that support the full spectrum of IKS Health clinical solutions and its expanding business.

Gaurav has been associated with IKS Health since its inception and is a passionate advocate of the need for organizations, particularly in the Healthcare sector, to develop the capacity to both imagine and execute technical innovation in clinical processes and practices.

GAURAV JAIN

Senior Vice President, Clinical Support Solutions

IKS Health Logo

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4. Download it on Desktop / Download folder to use

-OR-

Download it: http://bit.ly/35OL6FF

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Thank you

https://www.ikshealth.com/