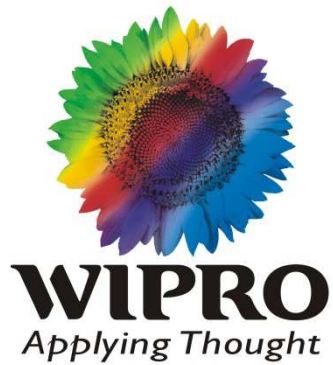


# Safe Harbor

This presentation may contain certain “forward looking” statements, which involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those that may be projected by these forward looking statements. These uncertainties have been detailed in the reports filed by Wipro with the Securities and Exchange Commission and these filings are available at [www.sec.gov](http://www.sec.gov). This presentation also contains references to findings of various reports available in the public domain. Wipro makes no representation as to their accuracy or that the company subscribes to those findings.

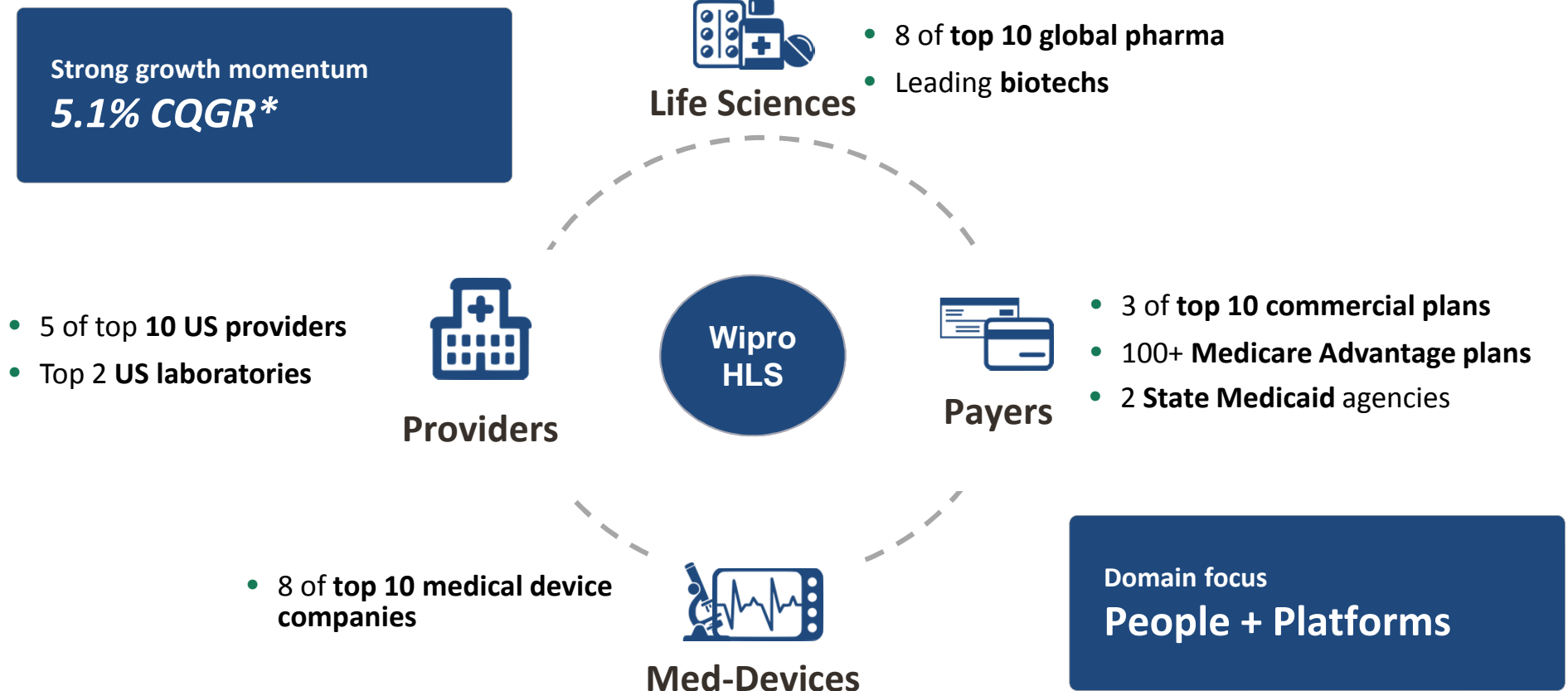


# Healthcare and Life Sciences

Sangita Singh



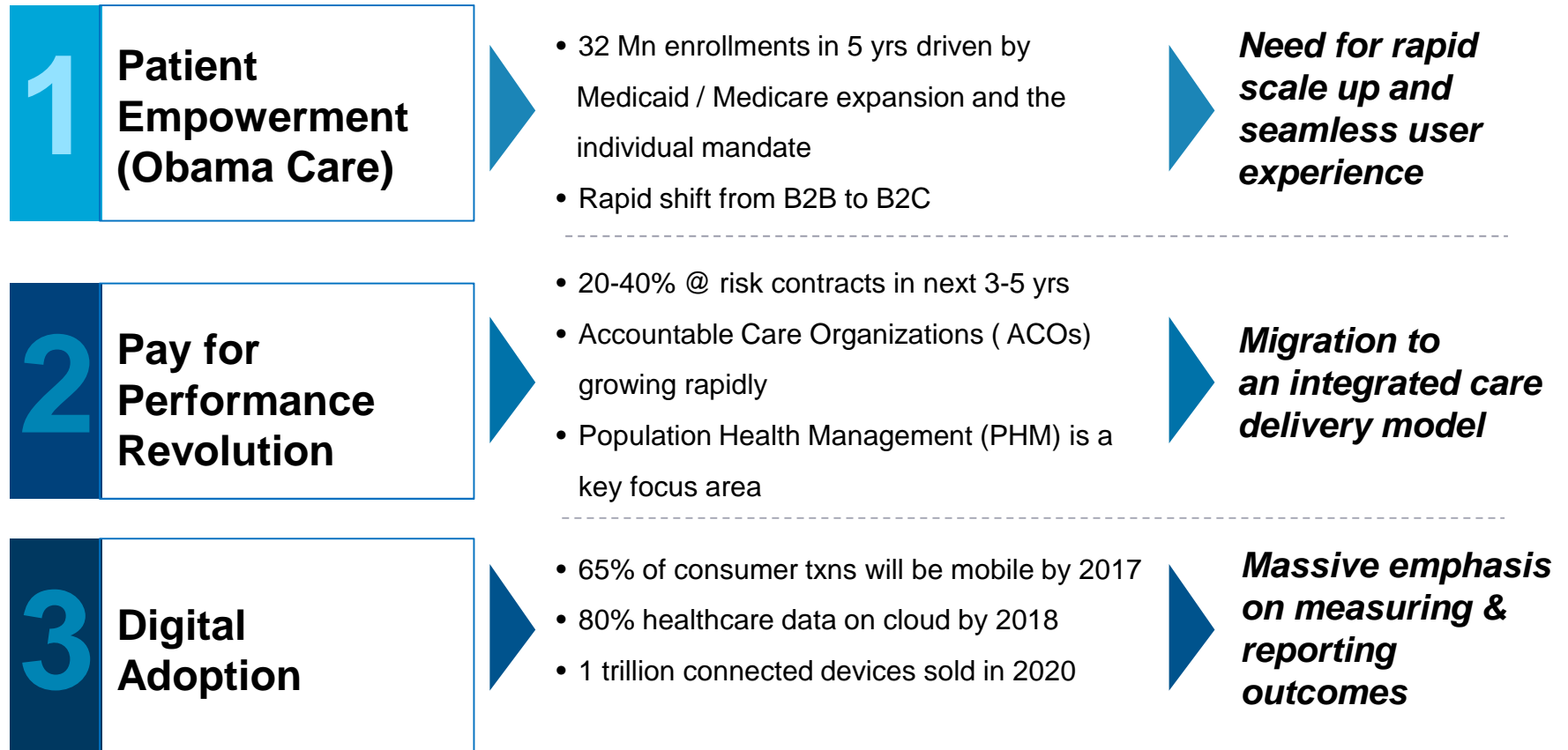
# Wipro HLS: At the forefront of the interconnected health ecosystem



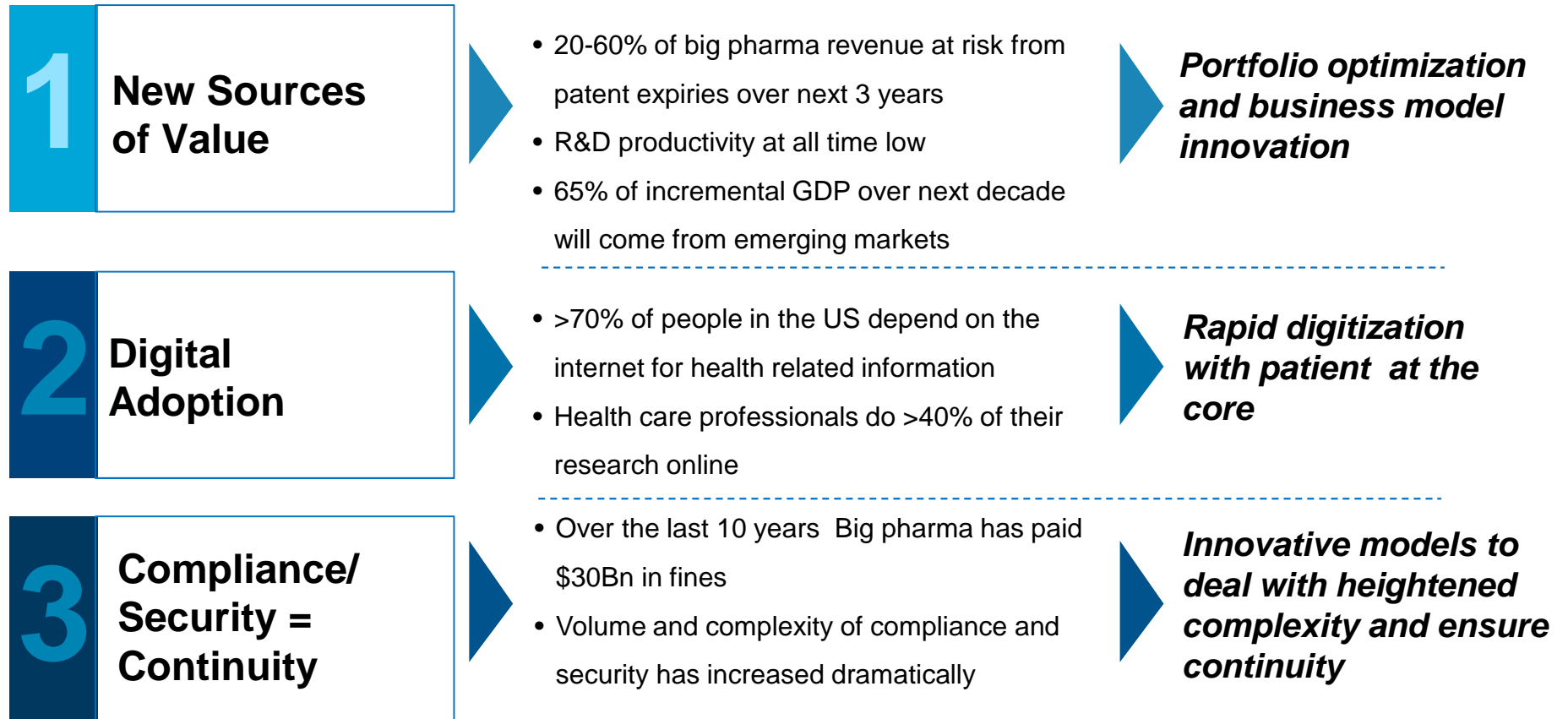
\* Over past six reported quarters

## Key drivers for Healthcare (Payers and Providers)

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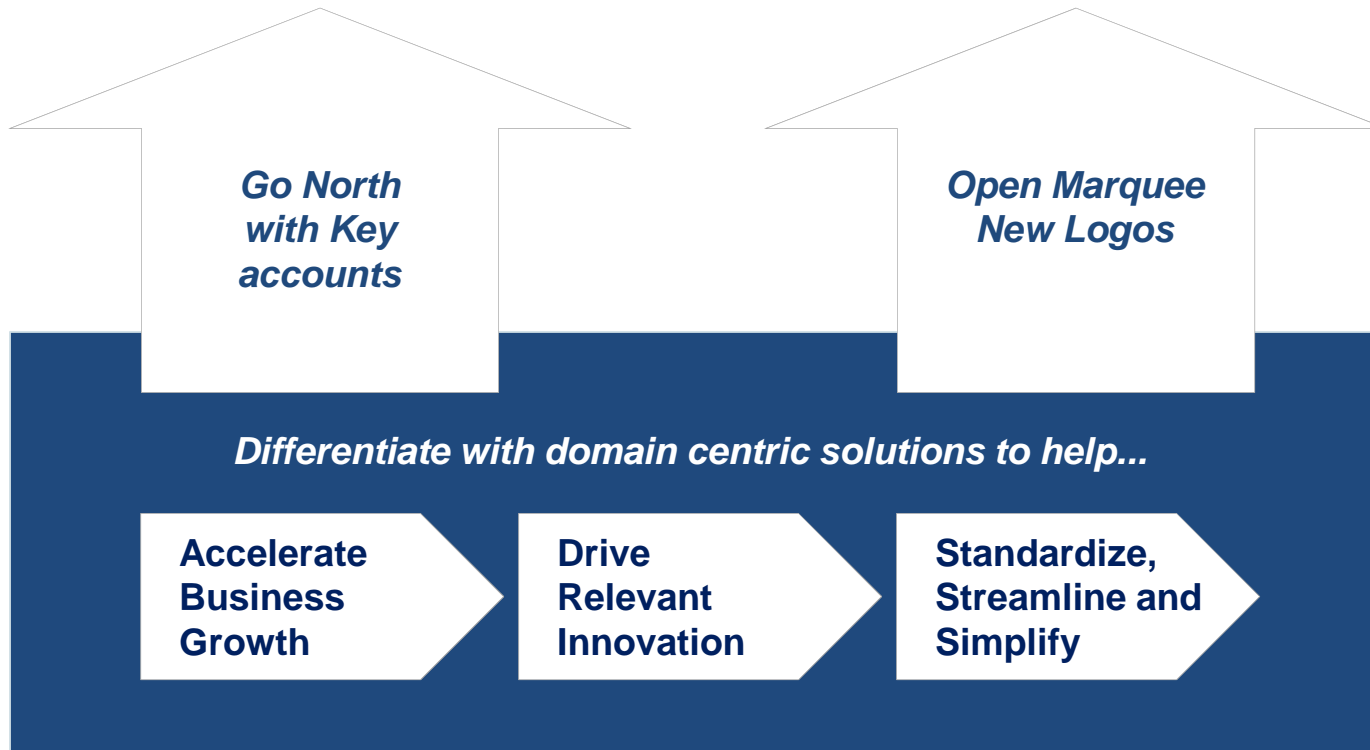


# Key drivers for Life Sciences and Medical Devices



## Our mission is to enable our clients to deal with these trends

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# Turning industry drivers into growth drivers for Healthcare clients

**1** *Need for rapid scale up and seamless user experience*

**2** *Migration to an integrated care delivery model*

**3** *Massive emphasis on measuring & reporting outcomes*

## Accelerate Business Growth

- Address market expansion through **Medicare/Medicaid enrollment platforms**
- **Integrated Delivery Network (IDN) integration** playbook
- **Digital offerings** to enhance patient / member/physician experience

## Drive Relevant Innovation

- Analytics solutions to drive **population health management, plug revenue leakage**
- Business model innovation through technology: **remote patient monitoring, channel expansion, Duals management**

## Standardize, Streamline and Simplify

- **Simplify landscape:** IT applications (EHR, claims, supply chain), BPO (RCM, claims) and Infrastructure
- Streamline **enterprise security** to monitor cyberattacks
- Unleash the power of **workflow automation**

# Turning industry drivers into growth drivers for Life Sciences & Med Devices clients

**1** *Portfolio optimization and business model innovation*

**2** *Rapid digitization with patient at the core*

**3** *Innovative models to deal with heightened complexity*

## Accelerate Business Growth

- Enable **digital transformation** through **omni-channel adoption**
- Deliver **rapid M&A integration** and **expansion in emerging markets**
- Ensure **business continuity** with focus on **compliance & security as a service**

## Drive Relevant Innovation

- **Patient Centricity (commercial):** patient targeting, enrollment & adherence
- **Patient Centricity (R&D):** patient recruitment & retention
- **Rapid new product development** for med-devices

## Standardize, Streamline and Simplify

- Enable **global shared services**
- **Optimize** applications (R&D, tech-ops, commercial, and Infrastructure)
- Leverage power of **automation** to drive efficiency and user experience



## Accelerate business growth: Case example

CLIENT: 100 Medicare Advantage Health Plans

Delivering **SaaS** based **Medicare Platform** services. Exclusive CMS partner for Duals Demonstration



### What We Did

- Eligibility and Enrollment Platform for **12mn** Medicare beneficiaries across US
- Financial reconciliation platform processing **\$6bn** in annual payments
- End to end Duals Demonstration Platform

### Business Value Delivered

- Processed **2mn** new Medicare enrollments in 2014 with CMS acceptance rate of 99.5%
- 5-10% increase in health plans reimbursements from CMS
- Automated enrollment for **100,000 duals** across 6 states
- Improved CMS compliance and Star Ratings

# Drive relevant innovation: Patient Centricity

**1** Improve patient engagement

Global Pharmaceutical Major	
What we did	Business value delivered
<ul style="list-style-type: none"> <li>Medication adherence management and analytics platform tracking drug efficacy evidence across therapy areas</li> </ul>	<ul style="list-style-type: none"> <li>25% reduction in drop out rate during clinical trials</li> <li>Track higher refill rates and stakeholder loyalty</li> </ul>

**2** Better utilize patient data

Leading US based biotechnology company	
What we did	Business value delivered
<ul style="list-style-type: none"> <li>EHR/EDC integration to enable real world patient data integration</li> </ul>	<ul style="list-style-type: none"> <li>Enhanced clinical trial efficiency with 30 % cost reduction</li> <li>Simplified business processes</li> </ul>

**3** Enhance patient value proposition

A mobile health start up company	
What we did	Business value delivered
<ul style="list-style-type: none"> <li>Remote patient monitoring for better treatment outcomes                             <ul style="list-style-type: none"> <li>Cardiac and Fetal therapy</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>Real time patient monitoring enabling lower cost of treatment and data accuracy</li> </ul>

## Standardize, streamline and simplify: Case example

CLIENT: TOP 2 'NOT-FOR-PROFIT' US HEALTH SYSTEM

*Leading IT infrastructure transformation across 105 hospitals in 19 states*



### What We Did

- End to End IT Infra management covering 90K users; 10K servers, 5 EMR systems
- Integrated 7 large acquisitions
- Enabling Next-Gen IT infrastructure including Cloud enablement, Unified Communication, Cyber security analytics

### Business Value Delivered

- **~\$80Mn cost savings**
- **Reduced M&A integration** timelines by 50%
- **Reduced clinician provisioning** time by 80%
- **Improved IT Cybersecurity** and compliance

**We continue to be highly ambitious for the future!**

**CHANGING THE FACE OF  
MODERN HEALTHCARE**

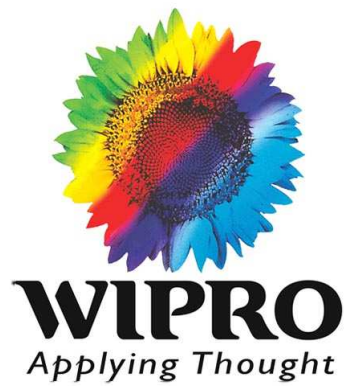
Wipro at the forefront  
of enabling  
**Personalized Medicine  
through Genomics**

Wipro's Compliance  
Center of Excellence  
is making healthcare  
safer

Millions of people in  
emerging markets have  
**Access to World Class  
Treatments  
due to Wipro**

100Mn+ Diabetics  
lives improved  
Through Wipro's  
**Patient Centric  
Platforms**

**Enabling Clients | Improving Lives**



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# Thank you

Sangita Singh

