

## Healthcare Payer BPS: Managing Effectiveness

## **Gainwell Technologies**

## **Report Abstract**

June 2021

By Ashley Singleton

Market Analyst

NelsonHall

8 pages

## **Contents of Full Report**

- 1. Background
- 2. Revenue Summary
- 3. Key Offerings
- 4. Delivery Capability
- 5. Target Markets
- 6. Strategy
- 7. Strengths & Challenges
- 8. Outlook



### Who is This Vendor Assessment For?

NelsonHall's healthcare payer BPS managing effectiveness profile on Gainwell is a comprehensive assessment of Gainwell's offerings and capabilities, designed for:

- Sourcing managers monitoring the capabilities of existing suppliers of digital services and healthcare payer BPS effectiveness services and identifying vendor suitability for RFPs
- Vendor marketing, sales, and business managers looking to benchmark themselves against their peers
- Financial analysts and investors specializing in the healthcare payer BPS sector.

### **Key Findings & Highlights**

This NelsonHall vendor assessment analyzes Gainwell's offerings and capabilities in healthcare payer BPS managing effectiveness services.

Gainwell supports healthcare payer BPS effectiveness services through claims management, enrollment and eligibility, member administration, customer contact centers, provider administration, care management, payment accuracy, and quality monitoring and reporting. Gainwell employees have deep domain expertise to support state Medicaid programs and state-specific requirements. Digital solutions offered include capabilities in RPA, AI/ML, multi-channel communication, and chatbots in member and provider portals.

## Scope of the Report

The report provides a comprehensive and objective analysis of Gainwell's healthcare payer BPS managing effectiveness services offerings and capabilities, and market and financial strengths, including:

- Identification of the company's strategy, emphasis, and new developments
- Analysis of the company's strengths, weaknesses, and outlook
- Revenue estimates
- Analysis of the profile of the company's customer base, including the company's targeting strategy and examples of current contracts
- Analysis of the company's offerings and key service components
- Analysis of the company's delivery organization, including the location of delivery locations.



# **Healthcare Payer BPS Managing Effectiveness Services Vendor Assessments also Available for:**

- Capgemini
- Cognizant
- Conduent
- Exela Technologies
- EXL
- Genpact
- HGS
- Infosys
- NTT DATA
- Wipro
- WNS



### **About The Author**

Ashley is a market analyst with global responsibility for NelsonHall's Healthcare Payer and Insurance BPS research programs.

Ashley supports both buyers and sellers of healthcare payer and insurance BPS services as they develop and execute their business strategies, operations, and go-to-market approaches.

Ashley joined NelsonHall in 2020, bringing over 5 years' experience with healthcare service providers and healthcare payers. Previously, Ashley was responsible for the market research and plan design of Medicare Advantage plans for a health payer.

Ashley can be contacted at:

Email: ashley.singleton@nelson-hall.com

Twitter: @AshleyS\_NH



### **About NelsonHall**

NelsonHall is the leading global analyst firm dedicated to helping organizations understand the 'art of the possible' in digital operations transformation. With analysts in the U.S., U.K., and Continental Europe, NelsonHall provides buy-side organizations with detailed, critical information on markets and vendors (including NEAT assessments) that helps them make fast and highly informed sourcing decisions. And for vendors, NelsonHall provides deep knowledge of market dynamics and user requirements to help them hone their go-to-market strategies. NelsonHall's research is based on rigorous, primary research, and is widely respected for the quality, depth, and insight of its analysis.

We would be pleased to discuss how we can bring benefit to your organization. You can contact us via the following relationship manager: Guy Saunders at guy.saunders@nelson-hall.com

#### Boston

Riverside Center, 275 Grove Street, Suite 2-400, Newton Massachusetts 02466 Phone: +1 857 207 3887

### London

Unit 6, Millars Brook, Molly Millars Lane, Wokingham, RG41 2AD Phone: + 44(0) 203 514 7522

### **Paris**

4 place Louis Armand, Tour de l'Horloge, 75012 Paris

Phone: + 33 1 86266 766

Copyright © 2021 by NelsonHall. All rights reserved. No part of the publication may be reproduced or distributed in any form, or by any means, or stored in a database or retrieval system, without the prior written permission of the publisher. The information provided in this report shall be used only by the employees of and within the current corporate structure of NelsonHall's clients, and will not be disclosed to any other organization or person including parent, subsidiary, or affiliated organization without prior written consent of NelsonHall. NelsonHall exercises its best efforts in preparation of the information provided in this report and believes the information contained herein to be accurate. However, NelsonHall shall have no liability for any loss or expense that may result from incompleteness or inaccuracy of the information provided.