



# Medicaid BlackBook

## Vendor Review

### eSystems

#### What they do (self-reported)

*We provide strategic IT solutions and services with primary practice areas in Java and Microsoft-centric e-Business solutions, IBM Cúram, ERP solutions, Enterprise Application Integration, Data Warehousing / Big*

|                       |   |                       |            |
|-----------------------|---|-----------------------|------------|
| <b>Year founded</b>   | 1999  | <b>Annual Revenue</b> | \$16.5M    |
| <b># of Employees</b> | Est @ 100   | <b>Category</b>       | Technology |
| <b>Website</b>        | <a href="http://www.esystems-inc.com/">http://www.esystems-inc.com/</a> |                       |            |

## OVERALL EVALUATION



3.7

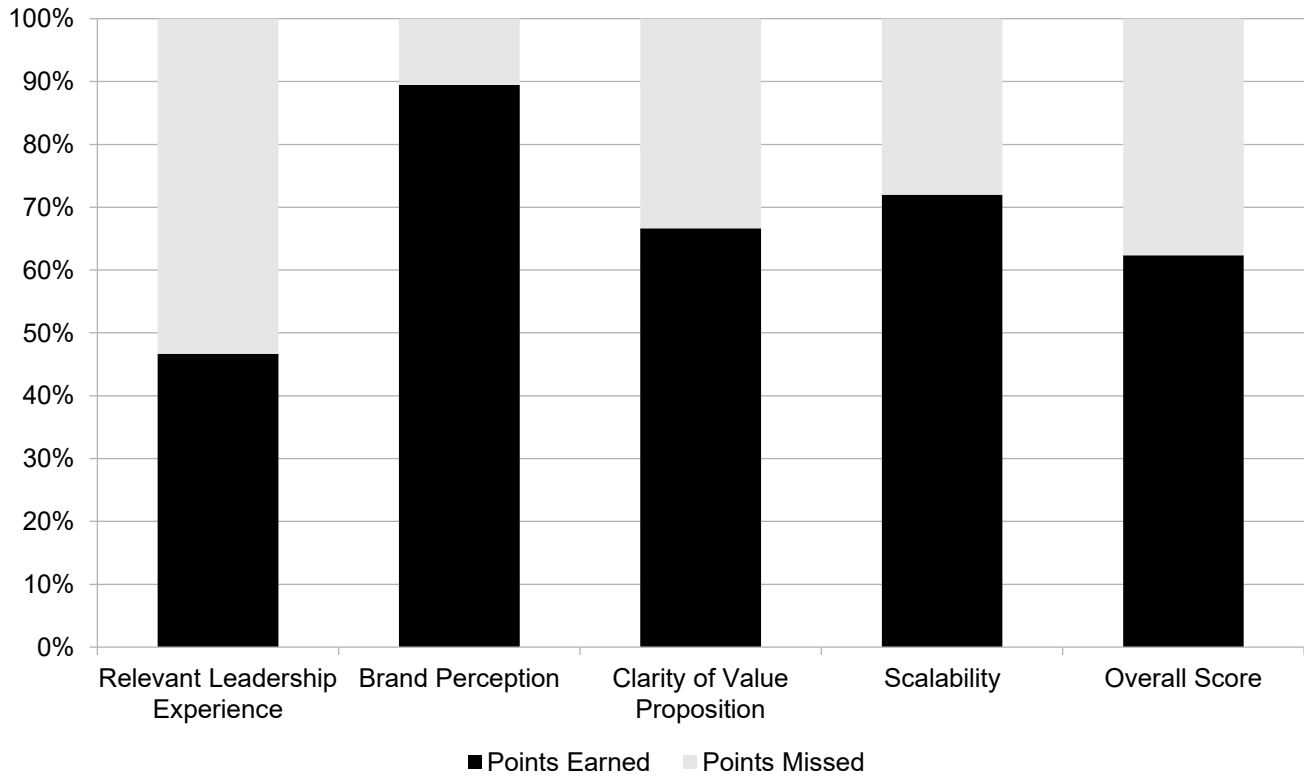
#### Recommended use of ratings

1 or 2 stars: Request client references before beginning discussions. If no references are available, request follow up in 6 months if there is an expected need for solution / servicesHave junior staff review available collateral

3 or 4 stars: Have small team of mid-level staff conduct limited introductory meeting

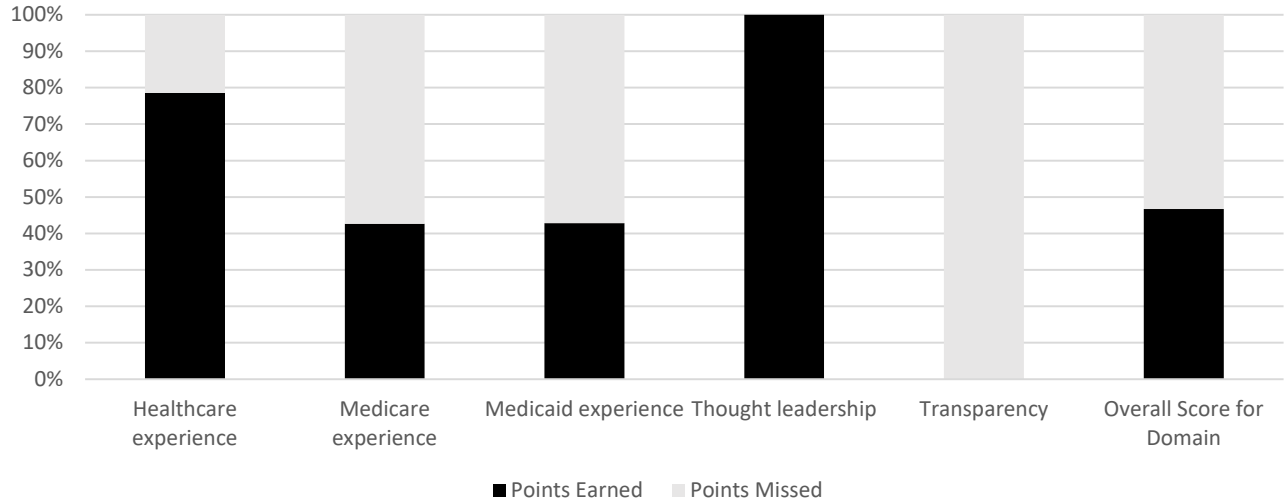
4 or 5 stars: Have mid-level staff conduct additional vettingInvite vendor for in depth discussion series, including senior staff

# Overall Scoring



Systems Integrator with HHS and Medicaid footprint, beginning to capture emerging opportunities around work requirements monitoring. Evaluated with high scores on most domains. Allocation of key C-Suite roles and clearer presentation of performance metrics could push score higher.

# Relevant Leadership Experience



Note: Components are weighted differently. Contact your Medicaid Black Book consultant for more information on scoring calculations.

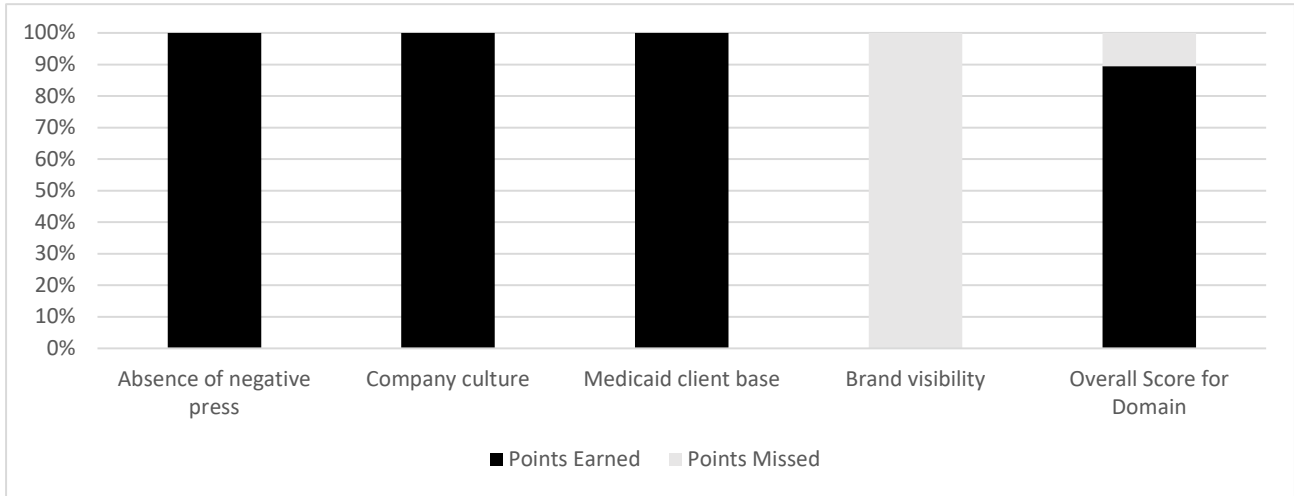
## Analyst Notes

Most in C-suite rated as moderate to extensive on healthcare, with limited Medicaid experience  
 Thought leadership focus is generalized to public sector  
 Key roles not identified (COO, CFO, Sales Executive)

## Why this domain matters

- 1) All our clients tell us the number one failure point for new vendor partners is misunderstanding fundamentals of the Medicaid space.
- 2) Many firms misrepresent their understanding of the Medicaid space, usually due to an error of assuming a higher level of similarity to commercial and Medicare than is merited.

# Brand Perception



Note: Components are weighted differently. Contact your Medicaid Black Book consultant for more information on scoring calculations.

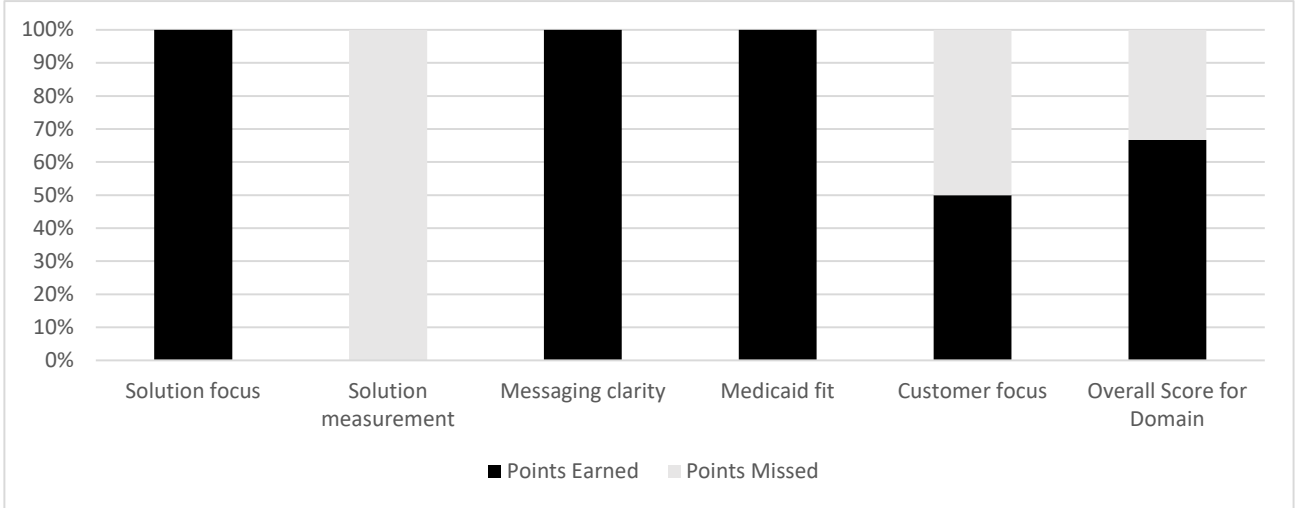
## Analyst Notes

No litigation identified  
Internal culture rated as healthy/stable with 4/5 stars on 21 Glassdoor reviews  
Existing Medicaid client base for eligibility and enrollment  
Low brand visibility based on search

## Why this domain matters

- 1) Vendors must work to create a perception of their value. You need an independent assessment of what the marketplace thinks of the organization and its solutions/ services.
- 2) Many large partnering mistakes could have been avoided by simple screens for things like lawsuits and negative press.

# Clarity of Value Proposition



Note: Components are weighted differently. Contact your Medicaid Black Book consultant for more information on scoring calculations.

## Analyst Notes

Clear focus and fit for problems addressed in Medicaid space, especially around work-requirements solutions  
 No performance metrics identified; critical given controversy around work requirements policies

## Why this domain matters

- 1) There are many non-unique solutions in the Medicaid space. It is important to quickly understand uniqueness so you can accurately evaluate your options.
- 2) The ability to tie solutions to specific outcome metrics is increasingly important in Medicaid payment systems. General calculations of "ROI" are insufficient.
- 3) Medicaid markets require solutions that are specific to the Medicaid space. Attempting to use a solution that was developed in another payer space without appropriate customization for Medicaid will create

# Scalability



Note: Components are weighted differently. Contact your Medicaid Black Book consultant for more information on scoring calculations.

## Analyst Notes

31/47 mid level managers have 10+ years experience  
Significant surge in job openings, but paired with similar decrease in headcount

## Why this domain matters

1) Most of the vendors we review are in earlier stages of their journey. They may or may not be equipped to take on a much larger project or client.

# Funding Model

Note: This domain is not scored and is provided for context only.

**Model / Stage**

No funding rounds. Privately held.

## Why this domain matters

- 1) Many of our subscribers tell us that the type of funding model for the vendor plays a significant role in their strategy and the way they manage client accounts.
- 2) Our investor subscribers prefer a quick view of how the vendor is financed so that they can understand how this vendor compares to other portfolio companies.


# Leadership Profiles


**Stephen Timmons**  
Public Sector Sales



LinkedIn Profile/Bio  
<https://www.linkedin.com/in/stephen-timmons-33608a10/>

## Experience

-  **eSystems, Inc.**  
4 yrs 5 mos
  - Director, Public Sector Solution Sales**  
Full-time  
Jan 2019 – Present · 1 yr 1 mo  
Princeton, NJ
  - National Sales Lead**  
Sep 2015 – Present · 4 yrs 5 mos  
Princeton, NJ

-  **Director, State & Local Government Solutions**  
UST Global  
Dec 2013 – Sep 2015 · 1 yr 10 mos  
Houston, Texas Area

# Leadership Profiles

## Ashish Mukherji

Owner



LinkedIn Profile/Bio

<https://www.linkedin.com/in/ashish-mukherji-436b074/>



### Entrepreneur/Owner

eSystems, Inc

1999 – Present · 21 yrs

Systems Integration and Information Technology Services



### Assistant Director

Ernst & Young, LLP

1991 – 1999 · 8 yrs



### Consultant

Tata Unisys

1985 – 1990 · 5 yrs

Information Technology Consulting

# Leadership Profiles

**Sam Hua**  
Software Engineering



LinkedIn Profile/Bio  
<https://www.linkedin.com/in/samhua/>



**Vice President, Software Engineering**  
eSystems, Inc.  
Apr 2017 – Present · 2 yrs 10 mos  
Princeton, NJ



**Chief Technology Officer, Sr. Vice President & Vice President of Software Engineering**  
EngagePoint, Inc.  
Sep 2008 – Feb 2016 · 7 yrs 6 mos  
Calverton, MD



**Chief Technology Officer, Vice President of Software**  
Partech International  
1998 – 2008 · 10 yrs  
Boca Raton, FL


# Leadership Profiles

**Ravindra R Guyyala**  
Architectt



LinkedIn Profile/ Bio  
<https://www.linkedin.com/in/ravindraguyyala/>

 **Data Warehouse Architect**  
eSystems, Inc.  
Jan 2018 – Present · 2 yrs 1 mo  
Little Rock, Arkansas Area

 **Data Warehouse Architect (Client)**  
Arkansas Department of Human Services  
Jan 2018 – Present · 2 yrs 1 mo  
Little Rock, Arkansas Area

 **Data warehouse and analytics Architect**  
Cognizant Technology Solutions · Full-time  
Aug 2004 – Jan 2018 · 13 yrs 6 mos