



Accelerating Business, Accelerating Careers



Xela Spotlight

Healthcare: Medicaid and Life Sciences

Healthcare

The Xela Group can help you meet the growing demands of Healthcare IT by delivering talented professionals with the right combination of technical and functional expertise.

We recruit talent with expertise across the broad spectrum of Healthcare application delivery systems, and we have experience working with:

- State and Local Government
- Healthcare Payers
- Healthcare Providers and Associations
- Managed Care Organizations (HMOs, PPOs, PBM)
- Medical and Pharmaceutical Manufacturers
- Biotechnology Companies

Medicaid

The Xela Group has experience working with 30+ state Medicaid (MMIS) programs. We have recruited, screened and hired hundreds of staff with this experience both technical and functional. Our candidates have helped the States re-engineer many business processes and redesign the way the programs run.

We understand:

- Managed Care
- Claims
- Prior Authorization
- Adjudication
- Provider
- Eligibility
- Analytics
- Portal
- Long-Term Care

We deliver:

- Architects
- Business Analysts
- Developers
- Testers
- Project Managers
- Technical/Functional Leads
- EDI Specialists
- Product Owners
- Scrum Masters



Life Sciences

The Xela Group has worked with some of the leading biotechnology and pharmaceutical companies to deliver IT professionals who have the technical skillsets and domain expertise to hit the ground running. Our team has experience providing both technical and functional IT talent for client accounts of all sizes, and we can scale quickly to support large initiatives.

In addition, we have provided solutions for critical initiatives of all sizes and scope, including:

- PMO
- SAP Implementations
- Service Desk
- Clinical Trials
- SAS Analytics
- Vendor Management

Notable Successes

UPSKILLING FOR A HEALTHCARE TECHNOLOGY CONSULTING COMPANY

Challenge	A leading technology consulting company needed 25 resources with an uncommon combination of several technical skillsets and a functional understanding of a specific Healthcare system.
Solution	We created a 5-week program to cross-train and upskill a class of 25 of our recruits with the additional technologies and functional/domain knowledge required for our client's engagement.
Results	After the completion of the training, the consultants were able to start their assignments immediately, and as a result, the client was able to support their engagement much faster and at a lower cost than expected.

AGILE TEAM RAMP-UP FOR STATE HEALTHCARE EXCHANGE

Challenge	A large technology integrator needed to quickly establish Agile teams to create a claims processing system for one of the largest state healthcare exchanges.
Solution	We created a recruiting task force and process focused on sourcing developers, business analysts, functional testers, automation testers, and architects that had a cross-section of experience with state government, medical claim processing, EDI, and Agile.
Results	With the 30+ resources we delivered, Agile teams were formed as planned and work began on schedule.

Notable Successes

- > Application development support for a revamp of a State Medicaid claims eligibility system
- > Delivered 50+ IT professionals in one month to support a global health service company's key initiatives
- > Support for a Salesforce.com implementation for a state health department
- > BA, Development, and Testing support for a leading HMO provider
- > Delivery of 50 consultants in 2 years to support the development of a Federal disability claims processing system

Why Choose The Xela Group

Founded by a core group of industry experts with 20-25+ years of experience each, **the Xela Group provides IT talent and solutions that reduce your hiring lifecycle and drive collective success.**

Our philosophy is built on partnership. We offer our clients:

- **Unparalleled experience.** We have tenured recruiters and a leadership team with 20-25+ years in IT staffing.
- **Proven track record.** We deliver IT talent to Fortune 1000 and SMB companies nationally.
- **Strategic partnership.** We develop a close relationship with you in order to best serve as your advocate.
- **Flexible engagement models.** We eliminate unnecessary operational barriers.
- **Customized solutions.** We listen to your needs and then tailor a plan to your hiring criteria.

If you are ready to partner with us to accelerate your business,
call **703.213.5419** or visit us online at **thexelagroup.com**.



1818 Library Street, Suite 500 | Reston, VA 20190 703.213.5419 | www.thexelagroup.com

*The Xela Group is proud to be part of
the following industry organizations:*



MEMBER OF
American Staffing Association

