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## TriZetto Inks Unisys Deal to Boost European Presence

By Neil Versel

The TriZetto Group, a Newport Beach, Calif.-based developer of software for health benefits administration, is trying a new strategy to boost its overseas presence.

By signing a marketing deal with the Dutch subsidiary of consulting firm and systems integrator Unisys, TriZetto is not only making its largest push into Europe to date, but also creating a model for other international agreements, according to Chuck Sanders, TriZetto's vice president for strategic alliances. "I think Europe is a tremendous growth opportunity for us. We're not just going to sit back and wait for an RFP," Sanders says.

TriZetto last week selected Unisys Nederland NV to sell, distribute, and maintain its products in the Netherlands, a country with a competitive, private health insurance market within the framework of a universal health system for its 17 million inhabitants. The five-year, non-exclusive deal represents the first international channel-partner agreement for TriZetto, which already does business in Portugal, Mexico, and China through its own sales force.

"This is a very different relationship here," Sanders says. "This is a channel play"

According to Sanders, it would take a couple of years for TriZetto to develop its own sales channel for Holland. Instead, Unisys will get TriZetto up and running there almost immediately. "They have the long-standing relationships with health insurers in the Netherlands. They know the laws, they know the customs," Sanders says.

Unisys will sell three lines of TriZetto software, including the flagship, enterprise administration system for claims

processing, billing of member premiums, membership administration and customer service functions. Also included in the marketing partnership is TriZetto's add-on workflow application to automate various manual processes and a set of extensions, drivers, and adaptors for integrating the enterprise system with applications from other vendors.

"Health insurers here are taking a strategic, progressive view, wanting not just to adjudicate payments for medical services, but to help manage members' health," Unisys Nederland account executive Hans van der Zweth says in a written statement.

TriZetto says its previous international experience means that the applications are already code-formatted for easy translation into Dutch by Unisys.

In an e-mail, van der Zweth says the partnership will include TriZetto's real-time claims adjudication module, which lets health care providers know exactly what the patient's responsibility will be so they can collect fees at the time of service, saving the time-consuming and expensive process of billing after the fact. However, he says no Dutch health plan is using any TriZetto software yet.

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