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Ebix signs deal with Nigerian HMO

ATLANTA -- Ebix Inc., a supplier of software and e-commerce services to the insurance industry, has signed a contract with Hygeia HMO, one of the largest health maintenance organizations in Nigeria, to implement its managed health-care information administration system.

Hygeia HMO is one of 62 Health HMOs in Nigeria. It has a nationwide network encompassing hundreds of hospitals and clinics that are contracted to work with it. The HMO also operates a flagship hospital, Lagoon Hospitals in various cities including Apapa, Ikeja and Victoria Island, Lagos.

The contract with Ebix involves Ebix providing the entire back office managed health-care information administration system for Hygeia. The Ebix system will enable Hygeia to not only automate their operations nationwide and position them for growth, but also provide much needed connectivity with the National Health Insurance Scheme for both regulatory and automation purposes, according to the company.

"We are committed to fulfilling our mission of being the first choice for health-care solutions of international standard in Nigeria. We wanted a partner who could deliver proven world-class cutting edge technology to drive our efforts to automate our health-care administration," said Kola Awokoya, Hygeia HMO managing director. "Ebix was a natural choice to power our automation efforts since it provided us with the right blend of proven systems, technology excellence and a commitment to service the African health-care markets."

"We are excited to be chosen by one of the largest and most prominent HMOs in Nigeria for its back office needs. It is a validation of our strategy to globalize and customize our systems for various geographies," said Jose A. Lopez, Ebix vice president of sales. "This contract provides us a good reference point to offer our services to other HMOs, insurance companies and brokers in Africa, with insurance delivery and administration automation getting a lot of attention across the continent now."

Headquartered in Atlanta, Ebix has more than 30 offices in Brazil, Singapore, Australia, the United States, New Zealand, India and Canada. Ebix products have been used to conduct \$100 billion in insurance premiums.

Robin Raina is the president and chief executive officer of Ebix.