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Decision Resources Group Sets Course in Helping Leading Healthcare Companies Understand the Convergence of Healthcare Markets

Acquires Healthcare Business Insights, a Leader in Provider-Focused Research and Services

Burlington, MA – May 14, 2015 – Decision Resources Group (DRG), a subsidiary of Piramal Enterprises Ltd., announced today that it has acquired Healthcare Business Insights (HBI), a trusted provider of best practice research, training and services to more than 1,400 hospitals across the U.S. HBI's member-centric Academies enable hospitals and health systems to share best practices and understand how best to address today's most critical issues, with a focus on providing actionable solutions leading to significantly enhanced performance.

Jim Lang, CEO of DRG, said, "We are delighted that HBI, a clear leader in the hospital insights market, will become a part of the DRG family, marking our entry into the provider space. The dynamic combination of HBI's provider-focused services with DRG's world-class data and life sciences research will help America's hospitals and health systems successfully navigate the complicated post-Affordable Care Act healthcare landscape. Healthcare is converging in the acceleration toward value-based care. Every innovative move, whether a new treatment, device, technology or process, will require collaboration among industry constituents to manage cost and deliver quality outcomes. Together, we will help our clients enhance their ability to deliver value."

"The key players in the healthcare industry—from payers to providers and those in between—are rallying around the pursuit of clinical and financial performance," said Mark Luck Olson, President of DRG Global Consulting Services. "HBI's proprietary data, analytics capabilities and deep domain expertise uniquely position us to help healthcare leaders improve performance today and navigate to a brighter future tomorrow."

Mike Doyle, CEO of HBI, added, "HBI is a 'customer-first' organization, and we are extremely proud of what we have built over the last decade, deliberately executing on our business model with a servant's heart. Attaining our continued growth—with over 1,400 hospital members—while achieving industry-leading renewal rates year-over-year is not an easy task, and we look forward to maintaining those great relationships going forward. Our team is very excited about joining DRG, as they share the same service-minded philosophy and vision for helping the healthcare industry. We believe our combined resources only serve to bring more value to our members."

About Decision Resources Group

Decision Resources Group offers best-in-class, high-value data, analytics and insights products and services to the healthcare industry, delivered by more than 700 employees across 15 global locations. DRG companies provide the pharmaceutical, biotech, medical device, financial services and payer industries with the tools, insights and advice they need to compete and thrive in an increasingly complex and value-based marketplace. DecisionResourcesGroup.com.

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About Healthcare Business Insights

Healthcare Business Insights is a leading provider of in-depth research and thoughtful insights across the core business functions found in hospitals and health systems nationwide. HBI's membership programs, which include Revenue Cycle, Information Technology, Supply Chain and Cost & Quality, help executives and their teams through offering actionable strategies, analytic tools and advisory support based on HBI's objective best practice research. In doing so, HBI enables leaders to drive initiatives that improve their organizations' patient satisfaction levels, quality outcomes and financial health. HealthcareBusinessInsights.com.

About Piramal Enterprises Ltd.

Piramal Enterprises is one of India's large diversified companies, with a presence in the healthcare, financial services and information management sectors. In the healthcare space, PEL is one of the leading custom manufacturing players globally, has a presence in the global critical care segment with a portfolio of inhalation and injectable anaesthetics, and its OTC business is ranked no. 7 in India. PEL also has a strong presence in the Financial Services space in India, principally investing in sectors such as Real Estate and Infrastructure, and has strategic equity investments in Shriram Group, a leading financial services conglomerate of India. PEL acquired DRG in 2012 as the cornerstone of its entry into the global information management industry. Piramal.com

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