
Resume Packet

NO.	STUDENT	GRAD DATE
1	Almanaseer, Huda	May 2017
2	Basseyn, Simon	May 2017
3	Casey, Christine	May 2017
4	Celata, Elizabeth	May 2017
5	Damania, Siddharth	Aug 2017
6	Daniels, Lauren	May 2017
7	Dashputre, Vikram	May 2017
8	Dender, Allison	May 2017
9	Estrada, Raul	May 2017
10	Ewell, Kenneth	May 2017
11	Farbman, Jared	May 2017
12	Fennell, Kevin	May 2017
13	Goberstein, Andrew	May 2017
14	Goodman, Julie	May 2017
15	Han, Jason	Aug 2017
16	Holler, Brandon	May 2017
17	Hu, Yang	May 2017
18	Ibragimova, Oxana	May 2017
19	Jain, Shubhra	Aug 2017
20	Jayakar, Amit	Aug 2017
21	Kandimalla, Kunal	May 2017
22	Kao, Albert	May 2017
23	Kapur, Gyan	May 2017
24	Katz, Matthew	May 2017
25	Kim, Susan	Aug 2017
26	Klestadt, Andrea	Aug 2017
27	Kornetzke, Aaron	May 2017
28	Li, Xiangming	May 2017
29	Mahadevia, Ravi	May 2017
30	McLaughlin, Matthew	May 2017

NO.	STUDENT	GRAD DATE
31	Mishkin, David	May 2017
32	Moreno, Marcus	May 2017
33	Nambiar, Aseem	May 2017
34	Pai, Norman	May 2017
35	Prendergast, Margot	May 2017
36	Rahman, Michael	May 2017
37	Rizzo, Steven	May 2017
38	Schoen, Jennifer	May 2017
39	Shah, Tejas	May 2017
40	Sillah, Barthalomew	May 2017
41	Stein, George	May 2017
42	Wyatt, Amanda	Aug 2017
43	Ye, Youran	Aug 2017
44	Yeung, Karen	May 2017

HUDA ALMANASEER

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Health Care Management

Philadelphia, PA
2015-2017

- Awarded Joseph Wharton Fellowship and Healthcare Kaiser Fellowship in recognition of professional and academic achievements
- Member of Middle East & North Africa Club (President), Health Care Club, Wharton Charity Fashion Show, Wharton Women in Business, Digital Health Club, General Management Club
- Global Consulting Practicum: Developed recommendations for improving cancer treatment facilities in Ghana and Senegal
- GMAT: 750 (98th Percentile)

NORTHWESTERN UNIVERSITY

Bachelor of Arts in Psychology, Minor in Business Institutions, Certificate in Integrated Marketing

Evanston, IL
2007-2011

- Study Abroad at Arcadia Center for Hellenic, Mediterranean, and Balkan Studies (Athens, Greece)

EXPERIENCE

MCKINSEY & COMPANY

Summer Senior Implementation Coach

Chicago, IL
May-June 2016

- Developed benchmarking standards for adult and pediatric health quality metrics used in a value-based care program
- Created dashboard templates in Tableau Software used for calculating healthcare cost-savings based on quality improvements

NORTHWESTERN MEMORIAL HOSPITAL

Operations and Performance Analyst

Chicago, IL
2014-2015

- Led development of \$170M FY15 and \$190M FY16 Patient Care budgets and constructed dynamic staffing budget workbooks utilized by front-line managers to make daily nursing staffing decisions for inpatient units
- Managed Nurse and Technician staffing for 39 units / ~1000 FTEs and made hiring recommendations to Associate Chief Nurse based on analysis of volume fluctuations and turnover to ensure units are properly staffed and under budget
- Designed and launched pilot for an innovative RN float pool program that allocates nurses of each unit into a more flexible multi-specialty team

CANCER TREATMENT CENTERS OF AMERICA (CTCA)

Decision Support Analyst, Finance

Schaumburg, IL
2013-2014

- Created interactive departmental performance dashboards in Qlikview business intelligence tool for executive leadership, including a 5-hospital physician revenue dashboard
- Quantified financial impact of recent implementation of a surgery supplies project in conjunction with Revenue Cycle
- Developed utilization models, reimbursement trends, and denial rates for a set of genomic tests implemented to help mold a personalized treatment plan for patients

Management Fellowship Rotational Program

2011-2013

- Selected from 400 candidates for 6-person accelerated leadership development program consisting of rotations in core healthcare business functions across hospitals (Philadelphia, Phoenix, Atlanta, Chicago locations) and departments including CEO, Strategy, Operations, Business Development, Finance, and Talent
- Led executive strategy session to explore and concretize growth opportunities based on 5-year patient volume forecast model I established for the hospital
- Prepared final statements required to close books for physician group; Further built cost accounting system by assigning Relative Value Units (RVU) to new procedures

ADDITIONAL INFORMATION

- **Internships:** Marketing Research Assistant, Kellogg School of Management; AMA Foundation Intern, American Medical Association; Development Intern, Citizens United for Research in Epilepsy (CURE)
- **Languages:** Native speaker of Arabic, Conversational in Spanish
- **Technical Skills:** Qlikview Dashboard Modeling, Kronos Labor Analytics, Cognos Budgeting, Lawson Budgeting, AllScripts EPSi & AMPFM, MedAssets XDM Denial Management & CDM Master, Microsoft Products, SPSS, DonorPerfect
- **Interests:** Yoga and Wellness Club, Ski Club, Boxing Club, Traveling, Piano, Surfing

SIMON BASSEYN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Major in Health Care Management **2015-2017**

- **Honors:** Kissick Scholarship - \$15,000 award to 1 student for likely future contribution to health care management; Kaiser Fellowship - \$10,000 award for exceptional professional, academic, and personal achievement
- **Leadership:** Teaching Assistant for undergraduate course on “Clinical Issues in Health Care Management”
- **GMAT:** 770 (99th percentile)

PERELMAN SCHOOL OF MEDICINE, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Doctor of Medicine Candidate **2011-2017**

- **Honors:** Top of class - Honors in all preclinical courses and clerkships; McGraw-Hill/Lange 1st Year Medical Student Excellence Award - 1 of 2 out of class of 165; Academy Health Alice S. Hersh Scholarship - 1 of 2 graduate students nationwide; David B.P. Goodman Award for Meritorious Patient-Centered Research
- **Leadership:** Student representative to AAMC; Co-chair of Bioethics Club; Admissions Committee Interviewer
- **USMLE Step 1:** 269 (99th percentile); **MCAT:** 39T (99th percentile)

New York University **New York, NY**
Bachelor of Arts in Politics, minor in chemistry **2007-2011**

- Graduated Phi Beta Kappa, *summa cum laude*, and Dean’s List each semester. GPA 3.97/4.0
- EMT, responded to medical and trauma emergencies in New York, Israel, and the Gaza Strip

EXPERIENCE

SR ONE **Cambridge, MA**
Biotech Venture Capital Summer Associate **Summer 2016**

- Led and presented to entire partnership project evaluating company creation and investment opportunities in microglia and central nervous system diseases through primary expert interviews and secondary research
- Conducted competitive intelligence research and led strategic projects for portfolio companies in anti-bacterial and innate immune system-based oncology therapy spaces with combined Series A and B financings of >\$100M
- Screened incoming deal flow of >50 companies and conducted scientific due diligence on investment opportunities

LONGITUDE CAPITAL **Greenwich, CT (remote)**
MBA Consultant **January-May 2016**

- Led and presented to managing directors an overview of whole cell therapies in immuno-oncology (CAR-T, TCR, NK), including scientific, clinical, competitive, and investment landscapes, while sourcing 9 potential investment opportunities

MCKINSEY & COMPANY **Philadelphia, PA**
Summer Associate **Summer 2015**

- Analyzed physician performance on quality metrics and presented recommendations for passing thresholds to head of a public sector client with a \$20B budget for an innovative statewide value-based payment program
- Oversaw client’s progress in meeting federal government reporting requirements associated with a \$3MM innovation grant
- Led client workshop on use of a web-based analytics tool for post-engagement data analysis and decision support

UNIVERSITY OF PENNSYLVANIA, CENTER FOR EMERGENCY CARE POLICY AND RESEARCH **Philadelphia, PA**
Health Services Research Fellow **2014-2015**

- Co-developed methodology, interpreted data, and drafted manuscripts as lead or co-author of studies published in *New England Journal of Medicine*, *Medical Care*, and *Journal of General Internal Medicine*, investigating health policy issues related to Medicaid, access to primary care, patient-centered medical homes, and health care reform
- Coordinated \$25,000 University of Pennsylvania Transitions of Care grant, organized multiple interdisciplinary working groups, and led a conference which resulted in seed funding for 5 innovative solutions to transitions of care challenges

ADDITIONAL INFORMATION

Interests: Russian – fluent; Hebrew – conversational. Traveled to 30+ countries. Ran Bronx marathon. Played guitar x13 years.

CHRISTINE CASEY

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Health Care Management Program

Philadelphia, PA
2015-2017

- Kaiser Fellowship and West Scholarship recipient
- 2015-2016 VP of Leadership Development, 2016-2017 Co-President, Wharton Women in Business
- 2016-2017 Venture Fellow, leading an outdoor expedition of peers to summit El Plomo, Andes Mountains

DUKE UNIVERSITY

Bachelor of Arts in Spanish and Latin American Studies, Certificate in Health Policy

Durham, NC
2006-2010

- Cumulative GPA: 3.6; Major GPA: 3.9, Dean's List: 2008 & 2009; ACC Honor Roll 2007-2009
- Duke Women's Lacrosse, 3 year varsity letter-winner and athletic scholarship recipient

EXPERIENCE

MCKINSEY & COMPANY

Summer Associate

Palo Alto, CA
Summer 2016

- Advised medical device manufacturer on integration strategy for new business unit.
- Evaluated market opportunity for hospital inventory management products.

KAISER PERMANENTE OF THE MID-ATLANTIC

Pre-MBA Intern, Strategy and Communications

Rockville, MD
Summer 2015

- Analyzed clinical and operational data to refine strategies to increase physician adoption of new telemedicine platform.
- Collaborated with community advisory board to develop strategy to recruit diverse patient participants for national bio bank.

AVALERE HEALTH

Senior Associate, Health Care Reform Practice

Washington, DC
2013-2015

- Tracked implementation of the Affordable Care Act and assessed impact on business strategy for pharmaceutical manufacturers, health plans, and provider clients. Leveraged research and data analysis to inform client advocacy strategy.
- Conducted risk and opportunity assessments to evaluate coverage and reimbursement of existing and new-to-market drugs.
- Built cost-calculator model and generated patient profiles to illustrate health care spending for patients in California health insurance exchange plans; report published by California Health Care Foundation.
- Selected as lead analyst to create content, including graphics and data analysis, for biweekly press releases featured in the New York Times, Wall Street Journal, Bloomberg, and health policy trade publications.
- Designed and led successful proposal to triple advisory services relationship with key life sciences client to \$300K.

THE ADVISORY BOARD COMPANY

Health Care Consultant, Performance Technologies

Senior Analyst, Research and Insights

Washington, DC
2010-2013

- Led 12 hospital and health system engagements worth \$1.5MM with Crimson Market Advantage. Scoped client strategy and refined priorities for physician outreach by identifying opportunities in key business segments.
- Secured \$350K of new revenue in one quarter as lead consultant on proof of concept contracts. Won executive support by identifying client needs and implementing pilot projects through intensive engagements.
- Retained \$175K in contract value by orchestrating prescriptive project plans to re-engage two at-risk clients. Identified and presented compelling opportunities to executive sponsors. Secured resources and support to continue contract and execute project plan to capture high-priority and profitable referrals.
- Leveraged physician productivity and referral data to develop primary care strategy for leading academic medical center to increase market footprint in three high-priority counties.
- Conducted 1 to 6 month research studies to surface opportunities in hospital payment and delivery reform. Worked in teams to distill research findings into educational, strategy-focused presentations for healthcare C-suite audiences.
- Led in-depth interviews with 40 hospital executives, including CEOs and physician leaders, to gather intelligence from diverse set of health systems and develop best-practice case studies.
- Promoted in role to Senior Research Analyst six months ahead of standard promotion cycle.

ADDITIONAL INFORMATION

- **Interests:** Hiking and trekking, teaching indoor cycling, and listening to and discovering new podcasts

ELIZABETH CELATA

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Major in Health Care Management **2015-2017**

- First Year Honors; Director's List, Spring 2016, Fall 2015; Recipient of Tory Burch MBA Fellowship
- GMAT: 760
- Leadership: WGA VP Careers, Wildmen Hockey Commissioner, Healthcare Business Conference Operations Co-chair
- Member: Wharton Health Care Club, Wharton Women in Business, Consulting Club (Mentor)

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Bachelor of Science in Economics, Majors in Business and Public Policy, Health Care Management **2007-2011**

- Magna cum laude

EXPERIENCE

TAKEDA PHARMACEUTICALS COMPANY **Deerfield, IL**
Commercial Leadership MBA Intern **Summer 2016**

- Served as Strategy and Operations intern to SVP of General Medicines Business Unit, gaining broad exposure across sales, marketing, and managed markets organizations
- Created and facilitated multiple workshops for 70+ participants from commercial organization to help build understanding of a new working model to support organizational changes
- Revised and developed tracker for quantitative metrics to track progress aligned to organizational goals
- Analyzed current vendors and identified opportunities for 30% reduction to support simplification efforts
- Worked with 3 MBA interns to define suite of marketing materials to improve managed markets pull-through

THE BOSTON CONSULTING GROUP **Philadelphia, PA**
Associate **2011-2013**
Consultant **2013-2015**

Primary focus on pharmaceutical sales, marketing and strategy with experience in consumer product, non-profit strategy, mergers and acquisitions, operations and industrial goods

- Served as PTO facilitator covering 10-14 teams with 80-100 consultants, focused on improving team experience and value delivery to clients through conducting 1:1s, sharing synthesized key themes and facilitating group discussions
- Managed Associate conducting survey of MDs to identify perceptions third-to-market pharmaceutical product launch
- Analyzed company and investor projections to set 3-5 year commercial strategy for Global Pharmaceutical company, worked with client teams in 10 countries to implement new centralized model for commercial support operations
- Identified growth opportunities for mature brand through qualitative research and data analytics; supported execution of recommendations including content development for sales meeting and creation of scorecard for use by executive team
- Worked with client team to develop new operating model for US Oncology business to address changing market
Designed new sales force deployment model for US pharmaceutical company, resulting in ~35% reduction in sales force
- Held variety of leadership roles in home office across recruiting, mentorship and social committee

ECONSULT COPRORATION **Philadelphia, PA**
Consulting Intern **2010-2011**

- Researched and drafted reports on variety of topics including: economic and qualitative impacts of 7 major universities, economic tax incentives of various governments to support a Caribbean country drafting a new business tax policy
- Modeled potential economic impact of improvements to public transportation system of a major city
- Created organizational system for cataloguing company's past projects and archiving deliverables

ADDITIONAL INFORMATION

- **Interests:** Avid Philadelphia sports fan, travel, cooking and trying new restaurants
- **Skills:** proficient in MS Word, Excel, and PowerPoint, Alteryx, Constant Contact, Adobe Photoshop and InDesign

SIDDHARTH DAMANIA

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate, Major in Health Care Management

2015 – 2017

- Honors: Joseph Wharton Fellowship for “outstanding record of academic, personal, and professional achievements”
- Leadership: Health Care Major Advisor; TA for Intro HC Course; Wharton Health Care Conference Sponsorship Board
- Additional Involvement: Health Care Club; Wharton Community Consultants; Comedy Club; Dance Studio

STANFORD UNIVERSITY

Stanford, CA

Master of Arts in Public Policy

2011 – 2012

Bachelor of Arts in Economics

2008 – 2012

- Honors: Stanford Alumni Association Award of Excellence for top 10% of graduates demonstrating “commitment to the university through involvement, leadership, and extraordinary Stanford spirit”; Stanford Performing Arts Award
- Leadership: Basmati Raas National Dance Team (Captain & Choreographer); Stanford Economics Association (Co-Founder)

EXPERIENCE

MEDTRONIC, PLC (DIABETES GROUP)

Minneapolis, MN

Summer Associate, Business Development & Strategy

Summer 2016

- Led development of comprehensive product, technology, and market strategy for new consumer disease management product, identifying >4 MM patient opportunity; defined Medtronic’s future-state role in the glucose monitoring space
- Designed and implemented new business models for nascent type II diabetes business, devising partnerships with pharmaceutical and technology companies and identifying penetration strategies for existing portfolio

OLIVER WYMAN

New York, NY

Associate

2015

Senior Consultant

2014

Consultant

2012– 2013

- Managed project teams to deliver fact-based solutions for senior executives, with focus in industry-leading Health & Life Sciences practice; recipient of Client Service Award, recognizing one engagement annually for greatest client impact

Business Analysis & Strategic Insight

- Built market attractiveness model for due diligence of regional clinics; conducted market analysis on enrollment, reimbursement, and competitive trends for managed care; analysis used by PE client to inform ultimate buy decision
- Identified 80x ROI (\$40M) from improving fraud detection rates by deploying complex data mining and machine learning algorithms for a federal agency; developed and presented strategy to cross-functional client team, including Commissioner

Health Innovation & Multi-Stakeholder Transformation

- Conducted 200+ interviews to design and execute redesign of a top 10 nonprofit healthcare system, orienting client around best-in-class patient experience and network expansion; interfaced with 12 C-level executives

Organizational & Operational Improvement

- Developed rigorous, quantitative models to forecast operations under stress test scenarios for a top U.S. commercial bank (\$60BN in assets); tools vetted and approved for use by Federal Reserve during in-depth capital review process
- Benchmarked organizational structure, capital planning, and governance for large retail bank; presented findings to Board, CEO and CFO, guiding \$5M engagement extension

SPIRITUAL NUTRIENTS (Family-owned natural products business)

Minneapolis, MN

Operations & Business Development Consultant

2012 – 2015

- Developed online brand management product suite for manufacturers; created pitch presentations to secure 25% of new customer relationships and first-ever exclusive distribution contracts with the fastest-growing natural products companies
- Conducted market analyses to support customer acquisition strategy, growing business to \$3M (50%) in annual revenue

ADDITIONAL INFORMATION

- Statistical Programs: Excel, Stata, SAS, SQL (working knowledge)
- Activities: Captained national dance teams and privately auditioned for America’s Got Talent (NBC) & Live to Dance (CBS)
- Community Involvement: Reach the World; Mental Health Association of SE PA; Stanford Admissions Interview Program

Lauren Beth Daniels

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EDUCATION

The Wharton School at the University of Pennsylvania

Philadelphia, PA

Master of Business Administration Candidate, Statistics and Operations Major

2015 - 2017

- GMAT: 760 (99th Percentile); Awarded the Charles Turlinski Dr. Fellowship for academic and professional accomplishment
- Selected Fellowships: Student Life Fellowship, Leadership Venture Fellowship
- Club Leadership: Tech Club Trek Leader, Cluster Council Student Life Representative, Wharton Graduate Association Board
- Club Membership: Data Analytics, GUIDE (Undergraduate Mentorship), Food, Outdoor, and Ski & Snowboard

Wake Forest University

Winston-Salem, NC

Bachelor of Arts in Psychology, Cum Laude

2005 - 2009

- Club Leadership: Lilting Banshee Comedy Troupe, Delta Delta Delta Sorority, Ruckus Ultimate Frisbee

PROFESSIONAL EXPERIENCE

GOOGLE

Mountain View, CA

Product Manager Intern

Summer 2016

- Designed and launched pilot campaign, analyzed data, and gathered requirements to frame product strategy and specifications for sample product distribution through Google Express; this new ad format within Google launching Q4 2016 is projected to result in \$10M annual revenue

SIMULMEDIA INC.

New York, NY

Simulmedia is a startup in the advertising technology space that brings digital concepts to TV by using advanced analytics to better target ads towards more relevant viewers on television. Funded by Union Square Ventures and other high-profile VCs, Simulmedia has generated ~\$50M in revenue annually

Sr. Product Manager

2013 - 2015

- Recruited internally to help product team understand operational processes; only product manager promoted within 15 months
- Led project team of engineers and data scientists to design and implement ad network features that reduced report creation time by 20% and decreased prediction error by 5%
- Assessed existing processing practices for main data source and ran an initiative that uncovered and remedied eight separate issues; company passed a third party verification as a result
- Analyzed and modeled business workflow to determine resource allocation and breaking points, recommendations led to CTO's decisions to increase database infrastructure

Marketing Manager

2012 - 2013

- Drove creation and execution of branding strategy that defined product and sales materials; produced materials specifically aimed to drive clients through the funnel, resulting in a 40% increase in business
- Led client retention plan that included event planning for C-level executives, which increased revenue 3x over the following two quarters for participating clients
- Managed company presence at Consumer Electronic Show and Cannes Media Festival, highlighting expertise in big data by writing talking points for CEO and CRO; resulted in a deal in a new vertical and increased business with four existing clients

Sr. Operations Manager

2011 - 2012

- Designated second-in-command to department lead; only team member promoted within 12 months
- Designed and built Salesforce interface to manage all sales activity and campaign tracking, enabling inventory team to track the ROI of media being purchased, negotiate rates and reduce overall vendor pricing by 30%
- Managed the execution of over 100 campaigns through planning, buying, trafficking, and reporting
- Created VBA templates to prototype product innovations based on client's needs and reduce manual processes, allowing the company to run 3x capacity without adding staff

Sr. Account Manager

2011 - 2011

- Initiated and executed report for four sales directors and executives and provided support in client meetings; generated first client sale not initiated by CEO
- Trained and managed Jr. Account Management team of five
- Developed and built processes and structures for reporting streamlining workflow and increasing team capacity by 15%

Attention Analyst

2009 - 2011

- Conducted research and data analysis to influence business decisions on system data processes, helping to build the foundation of the company's data utilization process and targeting criteria

ADDITIONAL INFORMATION

- **Community Involvement:** Simulmedia Social Committee (Founding Member and Philanthropy Chair), Rebuilding Together
- **Technical Skills:** Proficient in Salesforce, Confluence, Jira, Trello, VBA, Tableau, Photoshop, and Illustrator; Working knowledge of R, Python, and SQL
- **Interests:** Avid hiker (four continents, nine countries, 15 states), enthusiastic cook, skilled crafter

VIKRAM A. DASHPUTRE

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Health Care Management

Philadelphia, PA

2015-2017

- First-Year Honors, recipient of Kaiser Family Foundation Grant
- Member of Wharton's Healthcare Club, Digital Health Club, Politics & Public Policy Club

THE UNIVERSITY OF NORTH CAROLINA AT CHAPEL HILL

Bachelor of Science in Business Administration; Concentration in Finance

Chapel Hill, NC

2006-2010

- GPA: 3.84 / 4.00; earned BSBA with Highest Distinction
- Morehead-Cain Scholar: full merit scholarship based on leadership, academic achievement, and public service

EXPERIENCE

DAVITA HEALTHCARE PARTNERS

Summer Associate, Integrated Care Partnerships

Denver, CO

2016

- Led development of business case for risk-based partnerships with payors and providers managing small dialysis populations; conducted needs assessment for potential partners, including Medicare ACOs and regional health plans
- Proposed strategy to manage risk internally by building actuarial model, simulating distribution of potential outcomes, and recommending specific payment structures and partnership types to pursue

ENHANCED EQUITY FUNDS

Private Equity Associate

New York, NY

2013-2015

- Collaborated with five functional areas of a loss-making clinical laboratory portfolio company to produce a detailed liquidity forecast, operating budget, and multi-phase cost savings plan establishing a path to profitability
- Executed roll-up strategy for \$80MM national pain management practice by coordinating due diligence, deal execution, and refinancing processes related to add-on acquisitions
- Assessed new investment opportunities in the hospitalist, radiology, and home care industries, by generating financial projections, evaluating market opportunities, and analyzing business models, ultimately resulting in three executed LOIs

NEWYORK-PRESBYTERIAN MORGAN STANLEY CHILDREN'S HOSPITAL

Analyst, Morgan Stanley Ambassador Program

New York, NY

2012-2013

- Selected through competitive process as only individual across multiple divisions within Morgan Stanley to be loaned for a full year of service to NewYork-Presbyterian Hospital
- Managed project to design a standardized clinical pathway for pediatric asthma patients across two inpatient facilities at NewYork-Presbyterian Hospital with a goal of decreasing treatment variation and optimizing resource utilization
- Led committee to improve patient throughput and created dashboards to monitor hand-off issues, turnaround time, and best-practice compliance as part of system-wide efforts to reduce length of stay and improve coordination across departments

MORGAN STANLEY

Analyst, Healthcare Investment Banking Group

New York, NY

2010-2012

- Ranked as one of two top performing analysts across entire healthcare group for two years in a row based on technical skills, project management, communication, judgement, and leadership
- Developed financial models to assess corporate valuation, calculate financial impact, and determine ability to raise and repay debt during the M&A advisory process for Alkermes in its \$1Bn merger with Elan Drug Technologies and related financing
- Designed analytical framework to be used as a basis for transaction negotiation and led due diligence conversations between management teams in Sigma-Aldrich's \$350MM acquisition of BioReliance Corporation

ADDITIONAL INFORMATION

- **Interests:** Travel, mindfulness techniques, foreign policy, and international cuisine
- **Other:** Fluent in Marathi; proficient in Spanish; previously held U.S. State Department Secret Security Clearance

ALLISON DENDER

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Healthcare Management

- Directors List (top 10% of Class), First Year Honors, Wharton Fellowship Recipient
- President, Private Equity & Venture Capital Club; Member, Healthcare and Tennis Clubs; Field Application Project Consultant, Docent Health

Philadelphia, PA
2015-2017

WASHINGTON UNIVERSITY IN ST. LOUIS, OLIN BUSINESS SCHOOL

Simultaneously earned Graduate and Undergraduate degrees in 4 years: Combined GPA: 3.8/4.0

Master of Science in Finance

- Charles F. Knight Scholar (Distinction awarded to the top three graduate students); Beta Gamma Sigma
- *Bachelor of Science in Business Administration, Majors in Finance and International Business, Minor in Spanish, magna cum laude*
- Scholarship Recipient; President, Alpha Kappa Psi Business Fraternity
- Captain, Women's Varsity Tennis – Nationally ranked #14 in NCAA Division III

St. Louis, MO
2006-2010

EXPERIENCE

COMMUNITY VETERINARY PARTNERS *Portfolio company of Cortec Group, a \$1.1 billion fund* MBA Intern and Board Observer

- Analyzed opportunities for operational improvement across 21 hospitals for President / COO and CFO
- Motivated practice managers to implement price increases that add \$500,000 of annual revenue

Philadelphia, PA
Summer 2016

SENTINEL CAPITAL PARTNERS *Middle market private equity firm investing a \$1.3 billion fund* Senior Associate

- Promoted from Associate; evaluated 200+ investment opportunities; defended recommendations to partnership; monitored the development of portfolio companies including financial reporting, acquisitions, organizational structure, executive recruiting, and corporate strategy; Board Observer of four portfolio companies
 - Developed fund level annual investor meeting presentations, working directly with the Managing Partner
- Select Investment and Portfolio Management Experience*
- Hospice Advantage (sold to Hospice Compassus) – Leveraged buyout of a regional hospice care provider
 - Played leading role in financial, accounting, industry, reimbursement, and regulatory diligence to model and analyze the impact of future payment reform, and prepared investment recommendation leading to successful acquisition
 - Executed roll-up investment thesis by leading analysis, negotiations, and execution of 13 add-on acquisitions
 - Corporate Visions – Leveraged buyout of a provider of marketing and sales enablement solutions
 - Analyzed complex financial accounting changes and developed pro forma financials
 - Managed an Associate and third party consultants to execute leveraged buyout transaction
 - North American Rescue – Provider of trauma-medical equipment to the military and first responder markets
 - Executed successful sale to Blue Wolf Capital
 - Critical Solutions International – Provider of IED-detection vehicles
 - Created management incentive structure to align management and investor incentives
 - Sourced letters of credit and developed cash flow analysis; won \$74 million international contract

New York, NY
2012-2015

PIPER JAFFRAY & CO.

Investment Banking Analyst Industrial Growth and Financial Sponsors Investment Banking Groups

- Received Associate promotion offer; accumulated extensive transaction experience including LBOs, mergers, acquisitions, equity and debt offerings
- Sell-side advisor to Petrochoice (portfolio company of KRG Capital Partners) on sale to Greenbriar Equity Group
- Assisted with start-up of the Industrial Technology practice by creating industry materials and sourcing new clients

New York, NY
2010-2012

GOLDMAN SACHS

Summer Analyst Bank Debt Portfolio Group

Credit Analyst/Intern Credit Risk Management and Advisory (Finance Division)

New York, NY / London, UK
Summer 2009
Fall 2008

ADDITIONAL INFORMATION

- Founder of TactSense – Provider of sensory stimulation products for dementia patients
- **Community Leadership:** Youth, Inc. (venture philanthropy) Junior Board Executive Co-Chair, Fiver Children's Foundation Junior Board, Alzheimer's Association Junior Board, Women's Investor Network
- **Interests:** tennis, running, cooking, travel

RAUL ESTRADA

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate, Major in Health Care Management **2015-2017**

- First Year Honors, recipient of Kaiser Family Foundation Scholarship for professional and academic accomplishments
- Admissions Fellow, member of the Health Care Club, and board member of Wharton's Latin American Students Association
- Advisor for San Diego-based diagnostics start-up and winner of the JHU-Pfizer 2015 Case Competition

INSTITUTO TECNOLOGICO Y DE ESTUDIOS SUPERIORES DE MONTERREY **Monterrey, MEX**
Bachelor of Science in Biotechnology Engineering, Major in Molecular Biology **2007-2011**

- G.P.A. 95/100, *summa cum laude*, Certificate in Research and Innovation (2011)
- Exchange program with the Faculty of Arts and Science at the University of Toronto (Aug-Dec 09)

EXPERIENCE

PALADINA HEALTH (subsidiary of DaVita Healthcare Partners) **Denver, CO**
Summer Associate, Redwoods Leadership Development Program **2016**

- Developed a predictive model to identify key drivers of enrollment across demographics, infrastructure, client engagement, and outreach strategy variables. Analyzed information for 97% of covered lives and develop recommendations to improve.
- Interviewed clients, patients, and top executives from four companies across the enterprise to identify needs and areas for improvement in enrollment process. Identified and prioritized 22 initiatives that became the team's strategic scorecard.
- Designed strategy and pilot for the launch of a recommendation program for the corporate and retail clients.

BAIN & COMPANY **Mexico City, MEX**
Senior Associate Consultant **2012-2015**

- Performed commercial due diligence on a leading Mexican biosimilars manufacturer, identifying potential current and pipeline product risks in the context of regulatory changes and competitive pressures in the industry. Developed financial model to estimate IRR from R&D spend under different cost scenarios.
- Developed integrated financial model to determine drivers of under-performance and impact of changing Bancassurance client's \$600M portfolio of life insurance policies. Benchmarked telemarketing operations and campaign design process, increasing sales effectiveness in this channel by 25%, and recommended new insurance product with multi-year coverage, resulting in ~US\$50M incremental revenue for the company.
- Performed financial due diligence and competitive analysis for US\$10B insurance client's acquisition of a US\$150M Latam assistance services company; identified NPV ~US\$50M in additional value for the acquisition.
- Developed organizational restructuring models and calculated HR costs in a post-merger integration of a US\$8B Mexican consumer goods company with a US\$40B global client. Used dynamic model to test personnel combinations vs costs and identify US\$150M in savings from the redesign.
- Identified 10+ operations performance improvement initiatives to reduce costs in a US\$400M Central American cement company. Conducted external benchmarking to identify and quantify the opportunities, and coordinated supply chain and operations teams from the client to implement these initiatives, which resulted in a 7% decrease in the company's total cost.

BILL & MELINDA GATES FOUNDATION **Seattle, WA**
Integrated Development Associate, Diagnostics, Global Health Initiative (Externship) **2014-2015**

- Led team of two program officers to conduct primary and secondary research to assess viability of funding a US\$500M project for multi-disease, point-of-care diagnostic tool for community health centers in sub-Saharan Africa.
- Interviewed infectious disease experts to pinpoint support needs and synergies, and prioritize investment areas for the Foundation's Diagnostics portfolio of investments. Identified top 8 diagnostic priorities, refocused \$15M of investments to develop products to serve these priorities.
- Created tool for the Foundation's Ebola emergency response team to assess capabilities of 30+ in-vitro diagnostic companies to respond to the Ebola crisis; selected 4 companies for funding of US\$6M to develop fast, accurate and cheap diagnostic tools to triage patients in the current Ebola epidemic in West Africa.

ADDITIONAL INFORMATION

- Native Spanish speaker, proficient in French
- Enthusiastic traveler with visits to 25 countries in 4 continents
- Passionate about new technologies, healthcare, social impact, soccer and boxing

KENNETH W. EWELL

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

M.B.A. Candidate; Majors in Health Care Management and Organizational Effectiveness

Philadelphia, PA
2015-2017

- Leadership Fellow; Nonprofit Board Fellow (Cristo Rey Philadelphia); Omnicom Communication Fellow
- Member of General Management Club, Health Care Club, PE/VC Club, Food Club, Wine Club
- GMAT: 760 (99th percentile)

PRINCETON UNIVERSITY

Bachelor of Arts, Economics

Princeton, NJ
2005-2009

- Senior Thesis: *The Top 10% and Economic Growth in America, 1929-2006*
- Men's Varsity Lightweight Crew (2005-2009); VP, Princeton Pre-Business Society (2007-2009)

EXPERIENCE

MEDTRONIC

Leadership Development Rotational Program (LDRP) Intern, Diagnostics

Minneapolis, MN
June-Aug. 2016

- Identified and presented business case opportunity to division General Manager for entry into new \$120M+ market for LINQ, an implantable remote patient monitor; initiated pilot study discussion with large hospital; recommended next steps
- Analyzed economic value case using payer dataset; identified up to \$12M in system savings achievable within 5 years
- Collaborated with functional groups across Medtronic; sourced and conducted interviews with 6 leading surgeons to understand status quo and market needs; commissioned and managed qualitative market research study with \$40K budget
- Received highest rating from direct manager (5/5)

QUVAT CAPITAL PARTNERS

Junior Associate

Senior Analyst

Singapore; Jakarta, Indonesia
2014-2015
2013-2014

- Evaluated and managed emerging markets investments; managed and led exits for \$500M Indonesian private equity fund
- Reported directly to founder & CEO, who currently serves as Indonesia's trade minister
- Led individuals and cross-cultural teams in major transactions, including \$100M IPO of Indonesian cinema chain operator Blitztheater in partnership with Korean conglomerate co-investor, and sale of King Koil Shanghai to CITIC Capital Partners
- Initiated and led training and mentorship program for 12+ junior analysts; named Head of Training by CEO

IMPACT INVESTMENT EXCHANGE

Social and Financial Analyst Intern

Singapore
Oct. 2012-Dec. 2012

- Partnered with social entrepreneur to build operating model for Sun-eee, a clean energy company, leading to \$450K capital raise and electricity provided to 9,100 Cambodian families for the first time; received full-time offer at end of internship

PRINCETON IN ASIA

Fellow

Manila, Philippines
2011-2012

- Selected by Princeton University's 118-year-old service fellowship organization to lead non-profit initiatives in Manila
- Provided leadership and support for Kearny Alliance (export-led job creation) and Called to Rescue (anti-child trafficking)
- Designed application-based program to create bottom-of-the-pyramid jobs through ongoing marketing and support to a portfolio of local entrepreneurs; presented to Kearny Alliance Executive Director
- Led first fundraising for Kearny Alliance scholarship program, funding 25% of an int'l trade-focused MBA scholarship

J.P. MORGAN SECURITIES, LLC

Analyst, Healthcare Investment Banking

New York, NY
2009-2011

- Closed transactions including Epocrates \$86M IPO, sale of mtm laboratories to Roche for \$260M; served on buy-side for \$1.2B high-growth medical technology company and sell-side for \$250M revenue cycle management company
- Selected to coordinate Princeton recruiting events; consolidated, tracked, and managed feedback on all analyst candidates

ADDITIONAL INFORMATION

- **Volunteer Work:** Youngest member of 7-person investment committee for Sovereign's Capital, a multiple-bottom-line emerging markets investment fund (June 2013-June 2015); founder of Inklings Singapore, a 35+ member community focused on values-driven market transformation (est. Apr. 2014)
- **Interests:** Road biking, rowing, scuba diving (Advanced Adventure certification), traveling, and C.S. Lewis

JARED FARBMAN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Major in Management and Finance **2015-2017**

- Member of Wharton's General Management Club, Analytics Club, Sports Business Club and Consulting Club
- Vice President of Education for Wharton Sports Business Club, 2017
- Leadership Representative for Cluster Council; Create leadership activities for MBA student body, 2016-2017
- Director's List, Spring of 2016; First Year Honors, 2016-2017
- Global Consulting Practicum Engagement Leader; Led MBA consulting team to perform primary and secondary market research and analysis, to develop a strategy to improve Australian Rugby participation by 12% over three years, 2017

PHILADELPHIA UNIVERSITY **Philadelphia, PA**
Bachelor of Science; Major in Finance and Marketing **2007-2011**

- Dean's List Award for Academic Excellence, 2007-2011
- Pitcher, Men's DII Varsity Baseball, 2007-2011

EXPERIENCE

WASHINGTON NATIONALS **Washington, D.C.**
Business Strategy & Analytics Intern **Summer 2016**

- Created statistical model that identifies a fan's likeliness to purchase season tickets in order to double the return on sales and marketing resources
- Analyzed performance of new product by using customer data, cannibalization rates, and lifetime values to determine future strategy of the product
- Evaluated the efficacy of Nationals' ticket brokers by reviewing secondary sales behavior to ensure agents' behaviors and incentives were aligned

THE VANGUARD GROUP **Malvern, PA**
Line Manager of Investment Data Management **2014-2015**
Supervisor of Security Data Group **2012-2014**
Vanguard Accelerated Development Program **2011-2012**

Leadership and Teamwork

- Led 20 individuals to source, store, validate and distribute investment account data for entire organization's fund accounting, fund administration and enterprise purposes
- Managed relationships between Information Technology Group and downstream data consumers to execute hundreds of new data services costing \$5 million
- Directed team to implement million-dollar technology projects that provided accurate data reporting through the web and other marketing tools
- Guided six supervisors to create monthly leadership development forums for leaders within Vanguard's Fund Financial Services Group
- Produced new calibrated standards for operational employees to bring consistency to the performance management process and the allocation of annual bonuses totaling \$900,000

Strategy

- Created and presented to senior management a three-year strategic business plan to build a scalable team as data services and costs grow
- Extended team's presence to the United Kingdom and Australia to support the data needs of Vanguard's global portfolio managers
- Designed and executed a strategic plan that shifted \$500,000 in resources to create a new data team in Vanguard's Phoenix, AZ office in order to further diversify operations

ADDITIONAL INFORMATION

- **Community:** Board of Trustees Member and Finance Committee Member for YouthBuild Philadelphia Charter School; Provide financial and strategic oversight to an organization that gives high school dropouts a second chance of earning a diploma
- **Interests:** Sports, Board Games, Education, Philadelphia

KEVIN FENNELL

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Health Care Management

2015-2017

- *Awards:* Director's List (top 10% of class), Kaiser Fellowship (for professional and academic achievement, 2015)
- *Leadership:* Summer Placement Mentor for Health Care Mgmt. Program, VP of Analytics/Business Development for Digital Health Club, Director of Content for 2016 Wharton Health Care Business Conference
- *Extracurricular:* Member of Wharton Health Care, Entrepreneurship, and Out for Business Clubs
- *GMAT:* 770 (99th percentile)

STEPHEN M. ROSS SCHOOL OF BUSINESS, UNIVERSITY OF MICHIGAN

Ann Arbor, MI

Bachelor of Business Administration (With High Distinction)

2008-2012

- *Awards:* Phi Beta Kappa, James B. Angell Scholar Award (granted for academic excellence with GPA of 4.0 and full course schedule for multiple consecutive semesters), University Honors (2008, 2009, 2010)
- *Cumulative GPA:* 4.1/4.3 (similar to 4.0 scale with A+ weighted as 4.3)

EXPERIENCE

ALEDADE, INC.

Bethesda, MD

Summer MBA Intern

Summer 2016

- Developed pitch document for commercial payer contracts and conducted market prioritization analysis for Commercial Payer Lead, incorporating information on local market footprint, cost position, and competitive payer landscape
- Owned end-to-end development of investor pitch presentation for new debt and equity financing, preparing Aledade Founders and Executive Director of Finance and Operations to present to Silicon Valley Bank and JS Capital Management
- Collaborated with market, clinical, and technology leads to pitch new referral management product for affiliated specialists
- Created presentations and financial projection tool to assist with new physician recruitment, developing insights on practice implications of MACRA / MIPS, Medicare Alternative Payment Programs (APMs), and Medicare Shared Savings Program

STRATEGY& (FORMERLY BOOZ & COMPANY)

Chicago, IL

Associate (post-MBA level) – Health Strategy

2014-2015

Consultant (pre-MBA level) – Health Strategy

2012-2014

- Early promotion to post-MBA level at 18 months (standard promotion time is 3 years); responsibilities included ownership of analytics work streams, senior client collaboration and presentation, and support of firm business development. Select examples of client engagements include:
- **Regional Health Plan – Customer Experience Strategy & Design**
For executive operations officer of a regional Blue plan interested in transforming customer experience:
 - Collaborated with analytics team to develop customer segment profiles outlining customer pain points and needs
 - Conducted ideation sessions with internal Director and VP stakeholders to design new service model for target segments
 - Developed business model to forecast market potential and net return of customer experience transformation, identifying >\$200M in operating income potential through increased efficiency and growth in market share and customer cross-sales
 - Coordinated with analytics and design teams to support development of board presentation outlining strategy and design
- **Collaboration of Health Systems – Care Bundle Product Development**
For executive strategy officers of several leading medical Centers of Excellence (COEs) interested in care bundles:
 - Analyzed national claims database to identify top 10 medical conditions driving >60% of employer medical cost
 - Defined potential care bundle product concepts across conditions and patient risk segments (acute to chronic illness)
 - Tested viability of product concepts in the market through survey and focus groups with 500+ large group employers
 - Developed and co-conducted four executive workshops to determine partnership model and go-forward strategy
- **Community Health System – Physician Group Strategy**
For CEO and Board of Trustees of a community health system seeking to maximize value from physician group:
 - Conducted local market assessment of competitive players and maturity of key trends, including: health system consolidation, physician employment, risk-based contracting, and shift to retail care
 - Developed and presented to Board of Trustees analysis of financial value created by physician group for health system
 - Created detailed service line growth strategy and capability development plan for physician network

ADDITIONAL INFORMATION

- **Statistical Programs:** Experience using R, JMP, Stata, Excel (including VBA coding)
- **International:** Extensive volunteer experience in Costa Rica and Brazil; proficient in Spanish and Portuguese
- **Interests:** Enjoy Rocky Mountains skiing, ecotourism, and University of Michigan sports (especially football and hockey)

ANDREW GOBERSTEIN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Majors in Health Care Management and Finance **2015-2017**

- Recipient of Kaiser Fellowship for outstanding academic, professional, and personal achievements
- Active in PE/VC Club, PE/VC Conference (Middle Market PE Panel Manager), IM Club, Healthcare Club, Wharton Hockey

BENTLEY COLLEGE **Waltham, MA**
Bachelor of Science in Finance; Minor in Law; completed curriculum in 3.5 years **2005-2009**

- GPA = 3.6/4.0. Honors: President's List, Dean's List, Atlantic Hockey Conference All-Academic Team
- Member of NCAA Men's Division One Ice Hockey team, Trading Room staff member, and orientation leader

EXPERIENCE

FRAZIER HEALTHCARE PARTNERS - private equity firm with \$3 billion AUM **Seattle, WA**
Private Equity Summer Associate **Summer 2016**

- Led all aspects of financial and business due diligence resulting in a platform investment of a dermatology group (pending)
 - Developed and began implementation of 100-day plan including EMR upgrade and laboratory planning and optimization

COURT SQUARE CAPITAL PARTNERS - private equity firm with \$6 billion AUM **New York, NY**
Private Equity Associate – Healthcare Group **2012-2015**

- Promoted to 3rd year associate
- Assessed over 40 investment opportunities, submitted 8 final round bids and entered exclusivity in 4 processes
- Developed healthcare IT sector thesis with senior operating executive, generating 8 actionable investment opportunities
- Actively monitored and served as Board observer for The Harvard Drug Group and Physiotherapy Associates

Select Transaction and Portfolio Management Experience

Final-phase negotiations with healthcare conglomerate to carve-out a ~\$475 million laboratory equipment distribution business

- Performed business and financial due diligence; led distribution sourcing diligence that uncovered a \$5-10mm annual cost of goods reduction opportunity
- Negotiated with four lenders to secure \$310mm of committed financing
- Built detailed operating model including organic growth initiatives and cost saving opportunities

Exclusive diligence and discussions with ~\$325 million revenue cycle management business

- Involved in all aspects of due diligence and analysis; most significantly identified the appropriate pro forma EBITDA that normalized for increased headcount driven by ICD-10
- Translated add-on acquisition-driven investment thesis into financial model with 3 add-on operating cases

Physiotherapy Associates, a \$400 million outpatient physical therapy provider

- Worked with CFO and COO to complete financial analysis to identify underperforming clinics, resulting in ~\$4mm of annual EBITDA savings from the restructuring of over 50 clinics
- Managed the rolling 13-week cash flow forecast to determine daily liquidity and manage liability obligations

The Harvard Drug Group, a \$1.2 billion distributor and virtual manufacturer of generic pharmaceuticals

- Monitored company for three years; involved with all internal and CFO analyses used to make operating decisions
- Completed \$117mm add-on acquisition of Rugby OTC Drug Line from Watson Pharmaceuticals, \$555mm refinancing to fund dividend recapitalization, and \$1.1bn sale to Cardinal Health

J.P. MORGAN SECURITIES LLC **New York, NY**
Investment Banking Analyst, Financial Sponsor Group (FSG) **2009-2012**

- Ranked as top-tier analyst each year; served on multiple leadership committees within FSG and across the investment bank
- Executed leveraged finance, M&A and equity transactions on behalf of large-cap and middle market private equity clients
- Notable Transactions: Global Coordinator on The Carlyle Group's \$671mm IPO; financed Protection One's \$545mm credit facilities to fund a dividend to GTCR; financed The Carlyle Group and H&F's \$3.9bn take-private LBO of PPD

ADDITIONAL INFORMATION

Interests and Community Involvement: Minds Matter NYC Mentor/Team Leader (2013-2015), New York MS Society Chapter Ambassador (2014-2015), hockey, golf, skiing (annual trips to Beaver Creek / Vail), and cooking

JULIE S. GOODMAN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Management

2015-2017

- Awarded Kaiser Fellowship for Health Care Management based on professional, academic and personal achievement
- Admissions Fellow, Member of Health Care, Digital Health, Women in Business, Wine, Food, Ski & Snowboard clubs

CORNELL UNIVERSITY

Ithaca, NY

Bachelor of Science in Engineering, Major in Operations Research and Engineering

2007-2011

- Bachelor of Science in Engineering, Major in Operations Research and Engineering

EXPERIENCE

ATHENAHEALTH

Watertown, MA

Clinical Operations MBA Intern

Summer 2016

- Collaborated with physicians, nurses, physician assistants, medical assistants and front desk staff to identify ways to eliminate, shift and optimize client work as part of athena's strategy to reduce client work
- Utilized SQL to analyze 40,000+ clinical and administrative documents to propose 12 opportunities to reduce client work
- Presented analysis and recommendations on process redesign and best practice initiatives for document management; audience included CEO and executive leadership

DELOITTE CONSULTING, LLP

Boston, MA

Consultant

2013-2015

- Led deliverables, managed client expectations, and cultivated junior practitioners as pivotal member of service delivery team
- Collaborated with IT and business teams to drive prioritization, analysis and resolution of operational challenges
- Managed, initiated, and implemented new processes and technologies to increase operational efficiencies
- Served clients within healthcare industry, including:
 - **\$60B U.S. Based Health Insurance Company – Healthcare Analytics Implementation**
 - Led requirements gathering for development of 55 reports for static and ad hoc reporting
 - Managed 18 onshore and offshore resources in testing data, reporting, and web layers for implementation of enhanced solution resulting in costs savings of \$6+M/year
 - **\$60B U.S. Based Health Insurance Company – Capacity Planning and Process Engineering**
 - Collaborated with 30+ provider, care management and information management professionals to manage intake of work through prioritization and capacity planning for 800+ onshore and offshore resources
 - Evaluated current state and assessed gaps in processes to identify improvement opportunities to design future state intake process for healthcare analytics organization

DELOITTE CONSULTING, LLP

New York, NY

Business Technology Analyst

2011-2013

- Gathered and researched data on technical procedures and industry specific solutions in order to solve business problems
- Assessed current state processes and performed gap analysis to identify improvement opportunities
- Created models to link and analyze technology capabilities and business value
- Served clients on technology projects, including:
 - **\$30B Global Health Insurance and Health Services Company – Finance Transformation**
 - Facilitated workshops with key stakeholders, including Chief Accounting Officer and VP of Financial Planning & Analysis, to design four-year finance roadmap to address controllership and FP&A capabilities
 - Developed business case for reinvigorating \$133M failing finance transformation and created flexible cost model to analyze impact of implementing 14 initiatives based on the proposed finance roadmap
 - **\$12B US-Based Food Company - Global SAP ERP Implementation**
 - Established program governance approach for \$582M SAP implementation across 21 countries
 - Identified key cutover activities and designed reporting dashboards to enable issue identification and resolution for deployment of finance, logistics, and manufacturing solution to 130 key Canadian users

ADDITIONAL INFORMATION

- **Languages:** Spanish – Conversational, French – Basic
- **Community – Professional:** Women's Initiative (WIN) Lead and Volunteer, Digital Mentoring Founder and Mentor, Technology Health Plans Development Program Lead, Pulse Quarterly Healthcare Newsletter Section Lead
- **Community – Charitable:** Excel Academy Tutor, Women's Lunch Place Volunteer, Cornell Alumni Interviewer
- **Interests:** Competitive Sailing, Cycling, Downhill Skiing, Running, Oscar Nominated Films

JASON HAN

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EDUCATION

- THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA** Philadelphia, PA
Master of Business Administration Candidate; Healthcare Management Program 2015-2017
- Member of Wharton's Healthcare Club, Digital Health Club, Out4Biz, and Real Estate Club
 - Selected to participate the *Semester in San Francisco* program focused on entrepreneurship and technology
- UNIVERSITY OF PENNSYLVANIA** Philadelphia, PA
Bachelor of Science in Economics; Major in Finance 2006-2010
Bachelor of Science in Chemistry ; Life Sciences and Management Program
- COLUMBIA UNIVERSITY** New York, NY
Healthcare Informatics Certificate Program 2012

EXPERIENCE

- CLOVER HEALTH** Jersey City, NJ
New Markets MBA Intern 2016
- Developed analytics dashboards to enable network management team to drive profitability in local markets
 - Evaluated attractiveness of new markets to support firm's growth goals
 - Built operations workflow tool to support physician contracting, credentialing, and network expansion
- XIAOMI** Singapore
Southeast Asia Growth MBA Intern 2015
- Formed go-to-market strategy for new markets including Thailand and Vietnam
 - Reconciled Xiaomi's global P&L financial statements across 9 countries
 - Developed smartphone market forecasts framework based on a systematic and structured approach
- NEW YORK PRESBYTERIAN** New York, NY
Manager, Project Leader 2012-2015
- Led the project management / consulting team of 9 within the clinical analytics department
 - Partnered and engaged with front-end clinicians in the design and implementation of Health IT solutions
 - Hosted the first Hackathon at NYP to identify opportunities to reduce patient length of stay at the hospital
 - Launched a mobile iOS application with partner BrightContext for push iphone notification for providers
 - Led workteam for submission of clinical quality measures for Meaningful Use Program with \$6 million incentive dollars
 - Managed implementation and training of real-time analytic tool to 20 nurse managers and care coordinators
- ACCENTURE** New York, NY
Analyst 2010-2012
- Published Thought Leadership: Building on Meaningful Use: Three Opportunities for High Performance
 - Managed collaborative work team to build system-wide metrics scorecard consisting of 30 members, including CMIO's, service line directors, and clinical leadership across 12 facilities for large catholic healthcare system
 - Conducted competitive assessment and identified major trends of the EMR market space for Healthcare IT Provider
 - Built scenario-based business plan for proposed joint venture of new wellness management program and modeled impact of upward trend in diabetes-related costs on self-funded employers groups for Leading Non-Profit Academic Center

Previous Work Experience: Insight Strategy Advisors, Merck & Co., Penn: Dept. of Organic Chemistry, Penn: Dept. of Pathology and Laboratory Medicine, Nicholas Piramal India Ltd., Philadelphia, Kaiser Permanente.

ADDITIONAL INFORMATION

- **Interests:** Traveling, Suburban Architecture, Interior Design, Furniture
- **Positions:** *Past:* Project Advisor for Columbia Health Informatics Certificate Program
- **Languages:** Native speaker of Mandarin Chinese

BRANDON M. HOLLER

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Health Care Management

Philadelphia, PA
2015-2017

- Leadership Fellow
- Member of Health Care Club, Digital Health Club, Wharton Rugby Football Club, Wine Club, Dance Studio
- Managing Editor of “*The Pulse*” publication for the Wharton Health Care Business Conference

NORTHWESTERN UNIVERSITY

Bachelor of Science in Industrial Engineering and Economics

Evanston, IL
2004-2008

- Active in New Student Orientation, Sigma Chi Fraternity, Intramural Volleyball Captain
- Derby Days Chairman in charge of week long student led events to raise funds for Chicago Children’s Hospital

EXPERIENCE

QUARTET HEALTH

Business Development Summer MBA Intern

New York, NY
Summer 2016

- Developed economic model to quantify the value proposition to hospitals and health systems operating in fee-for-service reimbursement environments and proactively addressing transition to value-based reimbursement arrangements.
- Supported multiple sales campaigns developing messaging, economic models, and engaging with potential customers.
- Performed scan of adjacent digital health companies and prioritized potential partnerships to augment core capabilities.

HEALTHSCAPE ADVISORS

Manager

Senior Consultant

Chicago, IL
2014-2015
2011-2014

- Performed behavioral health transition strategy including capability assessment, evaluation of vendor solutions, contract development and negotiations securing over \$90M in savings from baseline over 3 years.
- Managed the 18-month large scale business transition implementation of new behavioral health vendor through project lifecycle including business requirement development, oversight of technical and business solution development, and a testing and readiness assessment ensuring a successful go live.
- Led 5-person analyst team through customization of Payer Risk Adjustment Analytics across 4 regional business units of \$52B multi-state health plan. Developed a portfolio of customized strategic intervention action plans for each business unit to improve risk measurement of enrollee population in preparation for poster-reform (ACA) operations.

FTI CONSULTING, HEALTHCARE PRACTICE

Senior Consultant

Consultant

Chicago, IL
2011-2011
2008 - 2010

- Led analytical development of innovative new Clinical Effectiveness service offering using comparative statistical analysis and data visualization to identify physician variation and track financial and clinical impact of process redesign initiatives.
- Performed comparative statistical analysis of physician clinical effectiveness identifying \$24M in cost savings. Co-led 15-member cross-functional process redesign team to improve cost efficient care of lower joint knee and hip replacement surgeries.
- Conducted due diligence for service line alignment for \$230M academic level 1 trauma center. Performed profitability analysis, market sizing, growth opportunity identification and cost reduction strategies. Contributed to proposed strategic plan for realignment with capital invested in orthopedic and cancer service lines with projected ROI of 7x over 15 years.

ADDITIONAL INFORMATION

- **Interests:** Member of Wharton Rugby Football Club, Assisted with annual rugby tournament as first year
- **HealthScape Advisors Center for Operations:** Volunteered for internal Center for Operations while maintaining leadership position with a long term client implementation resulting in firm recognition for “Living Our Values.”
- **Enroll America Volunteer:** Participated in “Get Covered America” campaign helping uninsured low-income individuals get access to health benefits

YANG HU

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate, Major in Health Care Management

2015-2017

- Awarded Joseph Wharton Fellowship and Kaiser Fellowship for outstanding academic and professional accomplishments
- Co-Chair of the Student Admissions Program; Vice President of the Wharton Global Health Volunteers Club
- Member of Wharton Health Care Club, Social Impact Club, and Greater China Club
- Project Manager of a Field Application Project consulting for a San Francisco-based telemedicine startup on growth strategy

UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Bachelor of Arts, Major in Economics; summa cum laude; Distinctions in Economics: GPA: 3.8/4.0

2008-2012

- Transferred to Penn from Rice University in 2010 after earning 3.8/4.0 GPA in Mathematical Economic Analysis
- President of Penn Undergraduate Economics Society, umbrella organization for the largest major at Penn
- Founder and President of Rice Chinese Theater

EXPERIENCE

CLINTON HEALTH ACCESS INITIATIVE

Phnom Penh, Cambodia

Volunteer, Malaria Team

May-August 2016

- Conducted an assessment of grant and financial management systems at the National Malaria Center (CNM), Ministry of Health in Cambodia with an objective to increase spending of \$18 million grants awarded to CNM from The Global Fund to Fight AIDS, Tuberculosis and Malaria (GFATM)
- Developed a Grant Management Manual to formalize the policy and procedures for spending and managing GFATM grants awarded to CNM
- Analyzed the Cambodia national forecasting methodology for malaria drugs and diagnostics and developed a new forecasting tool for recommendation to CNM

DELOITTE CONSULTING LLP

New York, NY

Consultant

2014-2015

Business Analyst

2012-2014

- Developed cost reduction and process improvement initiatives for a regional hospital system. Led 10 executive strategy workshops and created financial models resulting in over \$1 million in savings
- Defined a rigorous approach to analyze the cost of over 800 technology applications at a global bank. Conducted due diligence and led 6 workshops for the technology team to increase its cost transparency
- Team lead for the design and implementation of Connecticut's Health Insurance Exchange mandated by Obama Care. Designed enrollment functionalities and managed \$40 million worth of project deliverables, including a Business System Design and Organizational Readiness Plan
- Created a knowledge management tool for a global biotech client to cover 100 molecular, imaging, and clinical trial databases. This served as the foundation of an industry-wide biomedical research platform
- Improved document migration processes for a global pharmaceutical company's U.K. and China teams. Performed analysis of R&D data to successfully implement a clinical trial documentation system
- Modeled FTEs required to install over 1,000 pharmacy plans and analyzed large benefit option datasets for a large healthcare organization to enter a 10-year partnership with a Pharmacy Benefit Manager
- Assessed a nonprofit organization's success metrics and created a strategy playbook. Defined metrics that track the organization's progress towards meeting its goal of helping at-risk youth find jobs
- Conducted local store visits and country-specific competitor and channel analysis for a children's apparel retailer. Findings contributed to a three-year roadmap for global expansion in China, Brazil, and Germany
- Team lead for Deloitte diversity recruiting at the University of Pennsylvania. Started a recruiting program that introduces consulting to students through community service

ADDITIONAL INFORMATION

- **Interests:** Author of personal blog with over 1,000 followers, yoga, ballet, exploring new places on foot
- **Position:** Co-founder of UBoost Career, a non-profit career coaching group for international students
- **Language:** Native speaker of Chinese Mandarin

OXANA IBRAGIMOVA

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Multinational Management

Member of Wharton's Consulting Club, Women in Business, Public Speaking Club, and Storytellers Club

Philadelphia, PA

2015-2017

PLEKHANOV RUSSIAN ACADEMY OF ECONOMICS

Department of International Economic Relations, Specialist Degree in Economics

Diploma with Honors

Moscow, Russia

1998-2003

EXPERIENCE

GRANT THORNTON

Partner (01/2011-07/2015) – Director (10/2009-12/2010) – Senior Manager (02/2009-09/2009)

Performance Improvement

- Supervised and completed automation of document flow in record time; GT Russia was acknowledged 1 of 15 most efficient member firms, later assigned with facilitating automation process in CIS countries
- Led national project on the standardization of working papers; resulting in decrease of staff time by 15%
- Improved internal processes and controls; as a result, firm received "No Exceptions" report from GTI Global for the 1st time in firm's history

People Development

- Established a robust system of recruitment from Intern to Partner levels, allowing triple increase in department personnel over the past 5 years
- Developed department's overall training program and motivation scheme, held 100+ internal training sessions, increased transparency of career growth which decreased annual staff turnover by 45% over 5 years

Corporate Strategy

- Supervised initial evaluation and subsequent post-merger adaptation of 4 new member firms (Latvia, Estonia, Lithuania and Mongolia, total of 100+ new professionals serving 100+ clients)
- Initiated and evolved business development on IT, Telecom and Media market thus growing the firm's audit and assurance turnover by 25% and increasing brand recognition in respective segments
- Developed and implemented measures resulting in growth of department profit by more than 20%

Moscow, Russia

2009-2015

ERNST & YOUNG (EY)

Manager (07/2006-02/2009) – Senior Audit Consultant (03/2006-06/2006)

- Got promoted to Manager within only 3 months as a result of taking over Team leader functions on 1st-year assignment
- Managed 4-6 engagements at a time along my tenure
- Actively participated in recruitment processes: conducted 500+ job interviews and designed several events and initiatives attracting several hundreds of university graduates
- Oversaw training and development of 10+ counselees

Moscow, Russia

2006-2009

PRICEWATERHOUSECOOPERS (PwC)

Senior Consultant (10/2005-03/2006) – Audit Consultant (10/2003-09/2005) – Intern (01/2003-09/2003)

- For 3 years combined audit functions with work for PwC Academy (designed and delivered trainings to external clients)
- Initiated, prepared and delivered in cooperation with Top-10 Russian universities 100+ recruitment and educational events for final year students, raising awareness of audit profession among future potential employees and clients
- Received 2 Appreciation Awards, based on input into student educational programs and graduate marketing activities

Moscow, Russia

2003-2006

ADDITIONAL INFORMATION

- **Interests:** Strive to explore new continents and regions (have been to 70 countries); Enjoy photography (recent images published in Digital Photo (UK), December 2014 issue); Sports (established a personal record of 15,000 rope jumps)
- **Positions:** founder of CHORDOMA.RU, a Charity Foundation targeted at assisting people afflicted with chordoma disease; assisted 10+ patients in getting free professional medical treatment worth more than US\$ 2 million, bringing their chances of long-term survival up to 80%
- **Languages:** Native speaker of Russian

SHUBHRA JAIN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Healthcare Management, Finance

Philadelphia, PA
2015-2017

- Recipient of Merit based Joseph Wharton Fellowship and Kaiser Foundation Fellowship
- Commercializing Penn Technologies as an Associate at PCI Ventures

STANFORD UNIVERSITY

Masters, Mechanical Engineering, Major in Biodesign

Stanford, CA
2010-2012

- Designed an anticoagulant monitoring kiosk to potentially impact 2 million patients in the United States (Bio-design/California Healthcare Foundation)
- Achieved 30% reduction in manufacturing costs and 20% reduction in assembly time of a cardiac catheter for Medtronic
- Represented School of Engineering in Cross-disciplinary Healthcare Innovation Partnership Initiative
- Formulated key performance indicators to assess user feedback for a low cost CPR simulator for developing countries (Center for Advanced Pediatric Education)

KASTURBA MEDICAL COLLEGE

MBBS (= MD); Top 5% of the class

Manipal, India
2003-2010

- Represented India to present research in Young European Scientist Meeting, Portugal
- Invited delegate for paper presentation at Moving Academy of Medicine and Biomedicine, Pune

EXPERIENCE

BANK OF AMERICA

Summer Associate, Investment Banking, Healthcare

New York, NY
Summer 2016

- Performed credit risk considerations analysis and industry benchmarking for a \$1bn Term Loan refinancing for a \$30bn Market Cap Healthcare Services Client
- Identified potential M&A targets for a high precision surgical instruments company with market deep dive, financial comparable analysis and sophisticated strategic screening criteria
- Executed due diligence for a \$655mn sponsor acquisition financing for a medical device company

PARKLAND CENTER FOR CLINICAL INNOVATION

Product Manager

Dallas, TX
2014-2015

- Led conceptualization and development of clinical prediction and surveillance software for U.S. hospitals and health systems.
- Managed product lifecycle from conception to release of a \$2.3 million IT solution for risk surveillance and prediction of Sepsis; reduced mortality by 17% and enhanced treatment compliance by over 100% at a 1000 bed county hospital.
- Redesigned a surveillance application to predict the need for ICU transfer. Investigated clinical workflows to identify issues, defined and prioritized new product requirements, brainstormed innovative solution by collaborating with clinical and analytics team.

INDEPENDENT CONSULTANT

Sunnyvale, CA
2011-2014

- Conceptualized an elegant solution for Healthbridge.me, a healthcare mobile app startup; outlined their fund raising strategy and drafted grant applications
- Led resource forecasting, allocation and strategic planning for the epidemiology division with a budget of 1.5M\$ in Allergan, a global pharmaceutical company; identified growth opportunities
- Developed the fund raising strategy and led crowd funding campaign for a biosensor startup by developing key marketing messages, promotional materials and pricing strategy
- Analyzed population health surveys, market research reports, and evaluated competitive technologies to develop the go-to-market strategy and pricing model for a medical device startup
- Identified unmet clinical needs and evaluated market attractiveness to outline growth opportunities with a potential market of \$2 billion for Cordis, a cardiovascular devices client; synthesized recommendations in a 200-page strategy handbook

ADDITIONAL INFORMATION

- **Interests:** Nonprofits, Alumni activities, Hackathons, Latin Dancing, Martial Arts

AMIT JAYAKAR

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major Healthcare Management

- Member of Wharton's Healthcare Club, Sports Business Club, and Squash Club

Philadelphia, PA
2015-2017

GEORGETOWN UNIVERSITY

Bachelor of Arts, Double Major in Mathematics and Economics

- South Asian Society Marketing Director and Chess Team

Washington, DC
2005-2009

EXPERIENCE

WELLTHIE

Business Development Manager

- Managed fundraising process for Wellthie's first institutional investment round by navigating the funding strategy and communication to potential investors during a successful close of the initial \$500,000.
- Created sales infrastructure and go-to-market strategy for targeting prospects of a new core product, which led to the signing of the first enterprise broker customer.
- Conducted contract term negotiation with a Fortune 500 customer, leading to a 10% increase in recognized recurring revenue.

New York, NY
Summer 2016

MIAMI CHILDREN'S HOSPITAL

Business Specialist

- Negotiated \$5M bundled payment surgery contract with multiple commercial insurance payers. Benchmarked the base-line economics of the hospital and insurance carriers to ensure that the participants' profits were not negatively affected with the transition to a population health management model.
- Developed pilot model for a \$50M service line to assess financial feasibility of value-based health care.
- Implemented new surgery protocol to drive contribution margin increase of 13%. Integrated a custom software tool with physician workflows to drive new best practices.
- Published internal whitepaper to educate other hospital service lines on how to implement value based care.

Miami, FL
2014-2015

VISTA EQUITY PARTNERS

Senior Analyst

Select Investment Experience:

- Evaluated and executed eight software acquisitions accounting for ~\$2B across multiple verticals including healthcare, learning management, energy, and transportation.
- Led detailed business due diligence with management teams, industry experts, and advisors to assess operational strategies, including customer retention, market expansion, and sales rep productivity; directed in-depth due diligence process of the \$800M carve-out acquisition of Omnitracs from Qualcomm.
- Managed fundraising team strategy and authored marketing memoranda for fundraising and investor communication, resulting in the successful raise of the \$1.1B Vista Foundation Fund II.

San Francisco, CA
2011-2014

Select Portfolio Company Experience:

- Implemented a unified sales optimization and customer relationship management tool at two portfolio companies over four months to help integrate sales, billing, and support, resulting in +25% productivity in account management coverage.
- Collaborated with P2 Energy Solutions' CEO, CFO and VP of Sales to develop a dynamic operating model to forecast product cross-sell opportunities; model supported the investment thesis behind P2 Energy Solutions' sale.

ADDITIONAL INFORMATION

- **Prior Work Experience:** Marsh & McLennan: Actuarial Analyst (2009-2011).
- **Accomplishments:** U.S. Chess Federation Scholastic National Champion (2002).
- **Interests:** Travel: Consumed McDonalds in 29 countries, Basketball sabermetrics, and squash.
- **Positions:** Wharton Healthcare Business Conference Sponsorship Director.

KUNAL KANDIMALLA

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Majors in Health Care Management, Finance & Management

2015-2017

- Received Herman O. West and Wharton Fellowships for leadership, professional achievement and academic excellence
- GMAT: 750 (98th percentile)
- Second place in Janssen Pharmaceuticals Case Competition; teaching assistant for Health Services Systems course
- Active in the Healthcare Club, Digital Health Club, Private Equity & Venture Capital Club and Wharton Ice Hockey
- Served on a six-student team advising Docent Health, a venture-backed company offering a technology and services solution to increase hospital patient satisfaction, on defining and modeling patient lifetime value

UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Bachelor of Arts in Economics; Minor in Health Care Management & Biological Basis of Behavior

2006-2010

- Graduated with both departmental Honors in Economics and Latin Honors
- Leadership roles in multiple organizations focused on education and mentorship

EXPERIENCE

NOVARTIS PHARMACEUTICALS

Basel, Switzerland

Intern, Corporate Strategy, a four-person team reporting to CEO of \$200Bn global pharmaceutical company

Summer 2016

- Drove analyses and presentation creation for company-wide 5-year strategic planning process for Executive Team offsite
- Helped with operational framework for novel managed care business that uses digital health technologies to manage enrollees
- Conducted competitor benchmarking and drafted a memo for CEO on competitor digital health strategies to support investment

AGIOS PHARMACEUTICALS, a public pharmaceutical company focused on oncology and rare diseases

Cambridge, MA

Manager, Business Development & Operations

2014-2015

Analyst, Business Development & Operations

2014

- Led sourcing and evaluation for product acquisition and collaboration opportunities; prioritized and presented assessments to R&D leadership; efforts led to multiple deal discussions with potential partners
- Conducted financial, commercial and scientific due diligence to support existing development programs and propose new drug targets; presented assessments that led to internal investment in 2 new rare disease programs
- Drove broad business analyses for several corporate development initiatives as requested by Executive Team and BOD

Selected Projects:

- Performed financial and comparable analyses during deal negotiations with Celgene to support contract terms for \$1Bn drug
- Assisted in drafting buy-side business development strategy for BOD and facilitated consensus among company leadership
- Worked with senior leadership to create co-promotion models and partnering scenarios for pipeline oncology franchise
- Provided project management and analytical support in evaluating partnering options for ex-US launch of rare disease drug

PUTNAM ASSOCIATES, a healthcare strategy consulting firm serving global top 10 pharmaceutical clients

Boston, MA

Consultant

2014

Analyst, Associate & Senior Associate Consultant

2010-2013

- Completed over 25 projects, including revenue forecasting, market and opportunity analysis, brand positioning and growth strategy, pricing and market access strategy, product development, patent loss brand retention and sales force optimization
- Led teams of 2-3, oversaw day-to-day project management, managed client requests and presented deliverables

Selected Projects:

- Led strategic forecasting efforts as client contact for blockbuster cardiovascular product across US, EU and Asia-Pacific markets
- Led team in conducting longitudinal quantitative physician research for \$5Bn oncology franchise across US and EU5
- Devised novel brand positioning and health insurance strategy to increase patients by 30% for \$1Bn arthritis franchise
- Established robust framework to generate and screen 14 multiple sclerosis clinical trial designs, 2 of which client pursued
- Developed patient flow revenue models of lung and prostate cancer markets to inform go/no-go clinical trial decisions

ADDITIONAL INFORMATION

- **Community:** Member of Board of Directors of English at Large (2014-2015), a nonprofit that provides free English lessons to immigrants and refugees in 21 Boston area communities; Volunteer Nonprofit Consultant at Pivot Consulting (2014-2015); mentor to underprivileged young adults through Year Up (2014-2015)
- **Languages:** Native speaker of English; conversational Telugu; basic Spanish
- **Interests:** International cuisine; amateur photography; travel

ALBERT KAO

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Marketing and Operations Management

2015-2017

- Member of Technology Club, Co-President of Wharton Asian American Association of MBAs, Leadership Fellow
- GMAT: 770/800 (99% percentile)

MASSACHUSETTS INSTITUTE OF TECHNOLOGY

Cambridge, MA

Bachelor of Science in Chemical-Biological Engineering (GPA: 4.8/5.0)

2008-2012

- President of Chinese Students Club, Public Relations & Fundraising Coordinator for Camp Kesem, Vice President & Treasurer for Phi Beta Epsilon Fraternity

EXPERIENCE

JUNIPER NETWORKS

Sunnyvale, CA

Product Manager, Security Business Unit

Summer 2016

- Created strategy and roadmap for a flagging product (additional \$10M opportunity per year) by designing and running interviews & survey (with 35%+ response rate), analyzing revenue and support metrics, and conducting competitive analysis
- Defined go-to-market plan by creating product positioning from identified customer segments, use cases, and selling motions
- Produced Market Requirement Document to describe customer needs, company opportunity and business goals, and prioritized product requirements

DELOITTE CONSULTING

Boston, MA

Consultant, Technology Practice

2014-2015

Business Technology Analyst, Technology Practice

2012-2014

Ranked in highest tier (top 5%), received top rating on all project evaluations, and recognized with three awards for outstanding client service and community impact

Strategy and Execution

- Conducted market research and Subject Matter Expert (SME) interviews to survey the competitive landscape, identify key product features, and adapt overall strategy to industry trends
- Established privacy operations for \$8M HIPAA Initiative, supporting the client's expansion into healthcare, by developing business processes that met compliance and minimized the change management needed across departments
- Designed and implemented issue escalation process for three client organizations, an outside vendor, and Deloitte's internal team to address enrollment challenges for client's 370k website users; achieved alignment with organizations' leadership on goals and procedures, managed vendor adaptations, and developed employee training

Leadership and Cross-Functional Teamwork

- Led team of eight through system tests and headed production support team, resulting in successful delivery and issue resolution for a new Back Office portal used daily by 2,000 caseworkers
- Supported project management operations for leadership to illustrate progress, understand risks, and prioritize tasks
- Managed testing team to design tests around use cases to validate integration with local and state technology systems

Analytical Skills

- Developed financial model and sensitivity analysis to forecast investment requirements and create clarity on execution risks
- Resolved cross-functional and highly sensitive user issues by analyzing and verifying faulty website logic, generating potential solutions, and partnering with client organizations and the development team to design and implement changes

ADDITIONAL INFORMATION

- **Interests:** Physical challenges (half marathon, Patagonia trekking, Insanity workouts), cooking (mostly Chinese cuisine) and potlucks, Hip-Hop and Indian dance
- **Community Involvement:** Innovation Product Spotting Team: standardized process identifying internal collateral for maturation into market products. Alumni Association Membership Co-chair for Camp Kesem (a camp for children whose parents have or have had cancer): co-led team of six and increased alumni involvement by piloting a new Advisory Board structure and running an alumni recognition campaign.
- **Language:** Mandarin (Intermediate)
- **Technological Skills:** Project experience with SQL, SoapUI, SharePoint, Microsoft TFS, JIRA

GYAN KAPUR

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Finance and Entrepreneurial Management

2015-2017

- Coursework: Venture Capital, Economics of Healthcare Services Delivery, E-Health, Healthcare Entrepreneurship.
- In-semester intern at DreamIt Health; Startup Bootcamp Digital Health Venture Fellow.
- Spring 2016 directors list (top 10%); first year honors (top 20%); Semester in San Francisco.

New York, NY

2005-2009

COLUMBIA UNIVERSITY

Bachelor of Arts; Major in Mathematics and Economics

- GPA 3.75. Double major in Economics and Mathematics, with a focus on abstract mathematics.
- Took graduate-level coursework in abstract mathematics. Sole undergraduate to take PHD coursework in the finance department (Econometrics, Time Series Econometrics, Finance Theory.).

EXPERIENCE

MILESTONE VENTURE PARTNERS

New York, NY

Associate Intern, Healthcare IT/Services Venture

Summer 2016

- Intern for \$125mm venture firm, investing out of recently raised \$25mm fund dedicated to healthcare IT and services.
- Responsible for due diligence on a chronic care management opportunity and a post acute care solutions company.
- Sourced potential investment opportunities, including post acute care solutions and connectivity provider, company focusing on precision dosing for narrow therapeutic window drugs, and major broker for exchange that is expanding lines of business.
- Significantly involved in oversight and relationship management of a managed cloud service provider portfolio company.
- Access to all aspects of investment process, including diligence, board discussions, follow-on funding decisions, portfolio oversight, deal sourcing, and deal selection.

GATHER HEALTH

Beijing, China

Senior Business Analyst and Member, Management Team

2014-2015

- Healthcare-technology startup with platform for doctor-patient interaction and adherence monitoring for chronic disease.
- Lead development process of Gather platform. Manage the interaction between product and development teams, including the progress of individual developers, and work to prioritize features in context of business needs.
- Own financial analysis of business case for Gather based on projected staffing, customer acquisition, and customer pricing in each center. With rest of management team, decide on appropriate staffing, customer acquisition, and service models given cost limitations, customer acquisition targets, and revenue targets based on business unit, retention, revenue, and cost models.
- After Gather had issues setting up legal entities in India and Hong Kong, took responsibility for operational concerns. Set up legal entities, bank accounts, HR, and interacted with operations in Hong Kong, India, and the United States.

CITIGROUP

New York, NY

FX Options Trader

2009-2013

- New York dealer for 30+ million revenue commodity currency vanilla and exotic trading book. After one year, promoted to co-book runner globally. Market made large option requests (500 mm+) and managed analysts and overall risk position. Implemented procedures for sanity checking prices on at the money options on crosses and relative value assessment.
- New York dealer and second most senior member of 50+ million revenue structured products (tarns, monte carlo python structured products) simultaneous to commodity currency work. Priced and executed without supervision multiple 1mm USD profit deals with Corporate clients, worth roughly 10mm USD/year as well as managing risk positions during NY hours.
- Previously managed electronic options market making business. After addition to business took the electronic market making business from consistently losing 1.2mm USD to making > 1mm USD.
- Initially New York dealer for multi-currency exotics. Instrumental in re-evaluating hedging for leveraged products and taking business from -30mm in revenue to flat to 4mm in revenue.
- Consistently profitable segregated relative value book exploiting relative value opportunities in the options market.

ADDITIONAL INFORMATION

- **Interests:** Enjoy mountaineering. Spent 3 months climbing mountains between time at Citigroup and Gather.
- **Programming:** Proficient in Perl and VBA. Working knowledge of Python and C++.
- **Languages:** Ability to understand and communicate Spanish.
- **Angel Investing:** Optimus Outcomes (autism), Vizi Health Solutions (post-acute), Massive Bio (precision oncology).

MATTHEW L. KATZ

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Management

2015-2017

- Director's List (Fall 2015 & Spring 2016), First Year Honors
- Recipient of Healthcare Management Kaiser Fellowship, based on professional, academic, and personal achievement
- Student Life Fellow, GUIDE mentor to undergraduate student, teaching assistant for Health Services System
- President of Canada Club, VP of Treasury for Public Speaking Club
- GMAT: 760 (99th percentile)

WESLEYAN UNIVERSITY

Middletown, CT

Bachelor of Arts, Major in Economics and Government; GPA: 3.84

2007-2011

- Honors in government, elected to Phi Beta Kappa (2011), Dean's List (2010, 2011), Hallowell Prize for outstanding senior in social sciences, White Prize for excellence in economics, White Fellowship for excellence in government
- Wesleyan Cross Country, Track & Field (2007-2011), Team Captain (2011)

EXPERIENCE

CIGNA

Philadelphia, PA

Value-Based Reimbursement, Summer Associate

Summer 2016

- Designed and executed comprehensive study of Cigna's ACO support model. Identified key value drivers from provider perspective. Research included over 40 internal interviews, 10 external interviews with ACO provider leaders, and extensive analysis of national survey data. Presented final report and strategic implications to a variety of company leaders including the CMO and multiple VPs.
- Structured quantitative key driver analysis of national ACO survey. Analysis used to inform the effective application of support resources moving forward.

BLUE SHIELD OF CALIFORNIA

El Dorado Hills, CA

Intermediate Configuration Analyst

2014-2015

Associate Configuration Analyst

2012-2014

- Performed data analysis, solution engineering, and testing for suite of insurance software. Ensured new systems supported business processes by collaborating closely with other Configuration, Quality Assurance, Business, and Consultant teams.
- One of three analysts selected to develop a new internal testing team. Designed and implemented new workflows and standard operating procedures. Within a year, team awarded *Carpe Diem Award* for "exceptional initiative and execution."
- Headed testing of new software extension. Given expanded role beyond traditional job function. Identified three critical design flaws and directed troubleshooting to meet go-live date on time. Recognized by manager with *Spot Bonus Award*.
- Led process design for critical weekly maintenance testing, cutting cycle time by 50% to meet needs of business partners.
- Collaborated to create department social committee, increasing team engagement scores by 15% over one year. Based on success was appointed by director to serve on business unit-wide engagement working group.

Operations Management Trainee

2011-2012

- Completed competitive rotational program across Installation & Membership, Customer Service, and Claims departments. Conducted three process improvement projects as well as executed hands-on claims processing and customer service.
- Project managed end-to-end mapping of customer onboarding process. Identified key problem areas and bottlenecks. Presented findings to over 25 senior leaders who leveraged information for department specific process redesigns.
- Developed survey to collect feedback on team performance for each rotation. Information used to make real time adjustments to project work and improved communication with relevant resources.

ADDITIONAL INFORMATION

- **Activities:** Wesleyan Resident/Community Advisor (2008-2011): Monitored student residential facilities. Organized 20+ educational and social events ranging in size from five to 400 attendees, fostering a close-knit community.
- **Interests:** Completed three marathons and 10+ half marathons since 2011, enjoy Vinyasa Yoga and multiplayer strategy board games, and am an ardent Oakland Raiders fan.

SUSAN J KIM

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Master of Business Administration Candidate; Health Care Management & Organizational Effectiveness 2015-2017

- Global Health Volunteers (Co-President, Education VP), Health Care Club (Finance VP), Health Care Business Conference Committee (Operations Director), Social Impact Club (Logistics Director), Admissions Program (Co-Chair, Fellow)
- Global Health Volunteers – Elected Program Manager for volunteer service engagement centered on delivering a business plan and Social Return on Investment analysis for an innovative medical device developed by a nonprofit in Bangalore, India

THE UNIVERSITY OF MARYLAND, COLLEGE PARK College Park, MD
Bachelor of Science in Information Systems & Marketing, Bachelor of Arts in Psychology 2007-2011

- Banneker/Key Merit Scholarship covering full tuition, room, and board

EXPERIENCE

Collaborative Health Systems (Universal American) White Plains, NY
The largest operator of Accountable Care Organizations in the U.S., with over 4,000 providers across 20+ ACOs covering ~250k lives 2016

- Initiated development of a customized population health dashboard prototype alongside a clinical team in integrating disparate data sources to provide a predictive analytics tool to monitor beneficiary health across several levels
- Conducted market research to assess regional ACO and primary care physician group landscapes and trends within the U.S.

Deloitte Consulting, LLP Arlington, VA
Business Technology Analyst, Consultant, Senior Consultant 2011-2015

- Coordinated and interacted directly with Food & Drug Administration (FDA) clients across 5 domains to understand business challenges and present data analytics visualization solutions that consolidate all major data sources towards enhanced communication and analysis
- Oversaw and facilitated FDA testing efforts to provide updated reports, dashboards, and database functions via SQL script to meet all deadlines toward the development of an end-to-end enterprise ready big data analytics solution
- Successfully standardized and presented project-related internal process improvements to senior management and clients via advocating and implementing government-supplied COTS tool for requirements gathering, report and dashboard development, and testing efforts
- Led writing efforts for 1 FDA and 3 Department of State (DoS) government contract winning proposals and recompetes, assisting in adding \$15 million in contracts
- Managed functional team and oversaw 10 testing and development human resources in implementing and transitioning a yearlong modernization application release for DoS enrollment website, serving 9+ million U.S. citizens/nationals and 250+ global U.S. consulate offices, resulting in a 50% reduction in information required by users to complete system enrollment
- Selected by leadership to present formal demonstration outlining effective use of DoS's consular system to over 30 consular officers stationed around the world
- Analyzed and reported statistical and historical trends of system usage and performance to assist in driving client decision making during an engagement for travel enrollment services and global crisis management applications
- Produced new USAID country profiles used in proposals for Honduras, Iraq, Mozambique, and South Africa. Drove efforts to highlight Deloitte's efforts in establishing gender equality in developing countries
- Managed and led team across 6 workstreams of approximately 25 volunteers in organizing and executing 24 on-campus events, increasing hiring yield from 15 in FY13 to 29 in FY14, quadrupling engineering hires and increasing brand awareness

Northern Virginia Family Services Oakton, VA
Volunteer 2012-2014

- Attained Certified Application Counselor certification to counsel families enrolling in affordable health care through interpreting the Health Marketplace program, assisting clients manage and complete enrollment forms, and providing affordable healthcare materials every weekend during the open enrollment period
- Led/volunteered in Head Start program (organization promoting under-served children) events in FY12, FY13, and FY14

ADDITIONAL INFORMATION

- **Interests:** Running (Completed multiple half marathons and marathons), hiking, attending concerts/festivals, and excelling at exploring new places for dessert (especially within the ice cream realm)

ANDREA KLESTADT

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Management

2015 – 2017

- Awarded Howard E. Mitchell Fellowship (full-tuition, merit-based scholarship awarded to 10 students annually)
- Non-Profit Board Fellow at Children's Crisis Treatment Center, VP of Social for Wharton Digital Health Club, Leadership Development Officer for Wharton Women in Business, Director of Academics for Wharton Hispanic American MBA Association, Marketing Committee Lead for Return on Equality Coalition
- GMAT: 740 (97th percentile), 6/6 Analytical Writing Assessment, 8/8 Integrated Reasoning

YALE UNIVERSITY

New Haven, CT

Bachelor of Arts; Major in Cognitive Science

2007 – 2011

- Graduated magna cum laude with Distinction in the Cognitive Science Major, GPA 3.87/4
- Awarded Richard U. Light Fellowship for immersive study of Chinese language and culture in Beijing (Summer 2009)

EXPERIENCE

QUARTET

New York, NY

Operations Summer Intern

Jun 2016-Aug 2016

- Identified range of metrics to quantify behavioral health provider engagement and inform incentive contracts; produced dynamic Excel tool to consolidate these metrics and enable field representatives to diagnose and address engagement issues
- Recommended improvements to operational processes, marketing, and product to increase behavioral health provider engagement with Quartet based on field research and quantitative analysis
- Recruited passionate patient advocates for Quartet through developing and executing social media campaign

ZS ASSOCIATES

New York, NY

Business Associate Consultant

Dec 2013 - Jun 2015

Business Associate

Aug 2011 - Dec 2013

New Product Launch Strategy Development

- Shaped the US and global launch strategies of 9 different pharmaceutical/biotech products through a combination of quantitative analyses and qualitative global market research interviews with over 200 stakeholders
- Collaborated closely with a small team to help a Japanese pharmaceutical company with no presence outside Japan develop a US and EU launch plan and marketing strategy for a new product; identified an opportunity to pursue a novel product indication that could more than double forecast revenue in the US
- Diagnosed declining sales for a recently launched oncology drug; enriched client's understanding of customer attitudes and recommended improvements to customer support programs, contributing to reversal of sales decline

Sales Force Design

- Managed team of offshore consultants in India to restructure US oncology sales force of a top 10 global pharmaceutical company; ensured delivery of results in half the standard timeline for this type of project
- Programmed in SAS to manipulate large datasets in order to identify appropriate target physicians for a market-leading analgesic product; used results to design optimal geographic deployment for sales force, and led deployment review workshop with 5 ZS facilitators and 10+ client field managers to gain buy-in on new structure

Firm Leadership

- Spearheaded a team to develop a forecast model informed by analysis of sales data, secondary epidemiology research, and qualitative research; client satisfaction led to 4 repeat engagements for other products and indications
- Fostered networking and professional development among ZS women as Women's Leadership Initiative office co-chair
- Mentored 4 new hires and transfers, providing peer-to-peer support and motivation

LUCID 360

Shanghai, China

Consumer Analyst Summer Intern

Jun - Jul 2010

- Engaged Chinese consumers through interviews and online communities to identify drivers and barriers underlying buying behavior, informing brand strategy for global clients such as Wrigley and McDonald's

ADDITIONAL INFORMATION

- **Interests:** Skiing, photography, travel
- **Languages:** Conversational in Spanish and Mandarin

AARON KORNETZKE

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Majors in Health Care Management and Marketing

2015-2017

- Commercialization Acceleration Program – Consultant: Consultant for early stage (pre-seed) life science companies
- Authors@Wharton – Student Committee: Plan and manage speaker events featuring world-class authors; 100's of attendees
- Wharton Digital Health Club – VP of Finance: Manage all financial related matters for the club
- Wharton Health Care Business Conference – Marketing Committee: Developed and led the conference's digital strategy
- GUIDE Mentorship Program – Mentor: Mentor for Wharton undergraduate student during the fall and spring semesters

UNIVERSITY OF WISCONSIN – MADISON

Madison, WI

Bachelor of Business Administration, Major in Finance

2007-2011

- Class Rank: 9/585, GPA: 3.9/4.0
- Society of Personal Investments – President: Led the University's largest personal finance student org (~80 members)
- Wisconsin School of Business Quiz Team – Captain: 2nd Place, 2008 Fisher College of Business Biz Quiz Competition

EXPERIENCE

DOXIMITY

San Francisco, CA

MBA Intern – Business Development

2016

- Sourced 3 high-value partnership targets that are now in advanced stage talks. Recommended pursuit of 12 additional targets.
- Developed and recommended a user growth strategy that was well received by senior management and will influence the company's growth strategy. Also developed a framework through which future user growth opportunities can be evaluated.
- Led the strategic assessment of Doximity's API partnership opportunities, resulting in 6 new API partnerships
- Assessed the company's top business development opportunities via market landscaping/sizing as well as competitive analysis which helped senior management to set the strategic priorities for the upcoming quarters

PROCTER & GAMBLE

Cincinnati, OH

Financial Analyst – Corporate Strategy

2013-2015

- Influenced P&G's strategic direction by creating over 25 actionable analyses for senior management, including the CEO, CFO, CMO, Board of Directors and business unit Presidents
- Led P&G's central competitive intelligence operations in close collaboration with 16 business units and 5 regions
- Conducted industry analyses that aided senior management in their decisions to hold or divest each of P&G's businesses
- Created 5 new analytical capabilities including a detailed benchmarking analysis of competitor restructuring programs that helped the CFO improve P&G's own \$10B restructuring plan
- Drove significant productivity gains by centralizing and scaling key pieces of work within the Corporate Strategy team, enabling headcount to be reduced by ~15%

Financial Analyst – Global Business Services

2011-2013

- Led financial analysis and strategy for a cross-functional team in negotiations with 3 IT partners, resulting in the establishment of a new IT infrastructure and service partnership for P&G, valued at \$75M+ over 5 years
- Designed and implemented all financial models and work processes necessary to execute a new application development partnership with Infosys, valued at \$10M+ per year
- Performed financial analysis in support of contract negotiations with IBM, P&G's largest HR services provider with \$200M+ spend over 5 years, leading to a contract renewal worth \$40M+ in savings over 5 years

ADDITIONAL INFORMATION

- **Positions:** President – Wisconsin Alumni Association, Cincinnati Chapter, 2012-2015: Led Cincinnati's University of Wisconsin alumni group of ~1,300 (130 active members). Redesigned Board of Directors structure, generating higher engagement and project ownership. Developed a chapter mission and strategy. Instituted the first volunteering initiative.
- **Community Involvement:** Junior Achievement, Leukemia & Lymphoma Society, American Cancer Society
- **Interests:** Wakeboarding, Surfing, Snowboarding, High Stakes Poker, Soccer, Running, Reading, Guitar

CINDY X. LI

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Finance

2015-2017

- Awarded Joseph Wharton Fellowship (\$32,000) for academic years 2015-2017
- Conference Director of the Wharton Technology Conference, Member of Wharton's Technology Club, General Management Club, Wine Club Board Member, Fight Night Committee Finance Director

UNIVERSITY OF CALIFORNIA, BERKELEY

Berkeley, CA

Bachelor of Arts in Economics and Chinese Language, Cumulative GPA: 3.8

2008-2012

- President of Beta Alpha Psi Professional Business Fraternity (2011); Research assistant for the APEC Study Center and Business & Politics Journal (2011-2012); Member of Case Competition Team (2011)

EXPERIENCE

ALCOA

New York, NY

Corporate Development Intern

Summer 2016

- Developed new terms proposal and financial model for negotiation of a strategic partnership for refinery and hydro assets
- Evaluated 3D printing industry trends, value chain and potential targets and presented investment thesis to Alcoa Ventures
- Collaborated with business units to create new aerospace inorganic growth strategy for value-added business post separation

MORGAN STANLEY

Hong Kong, SAR

Investment Banking Analyst (Industrials, China Coverage)

2012-2015

Summer Analyst (M&A)

Summer 2011

Strategic and Financial Analysis

- Participated in Jintian Pharma US\$185MM IPO, CAR US\$538MM IPO, China XLX Fertiliser RMB250MM bond issuance
- Performed valuation analysis, including discounted cash flow, leveraged buyout and comparable company analysis
- Developed full financial model based on operating metrics, cost breakdown analysis, debt schedule and capex projections
- Participated in drafting key prospectus sections including Strengths & Strategies, Company Overview and Industry Overview based on financial analysis and ongoing discussion with the client, legal, accounting and industry consultant teams
- Performed benchmarking analysis of firm strategy, profit margins and growth rates and cost breakdown to address key investor concerns regarding growth sustainability and outlook for Analyst Presentation and investor meeting materials
- Prepared briefing materials for client board of directors on transaction rationale and key terms for a potential M&A
- Assisted Morgan Stanley APAC CEO and investment banking heads on strategy review and business planning, including identifying market trends, analyzing China investment banking client segmentation, and competitive benchmarking

Cross-Functional Teamwork and Leadership

- Executed 5 completed deals, totaling US\$5.46 billion and numerous potential equity, debt and M&A transactions
- Lead coordinator on 60 member transaction teams, comprised of client, bankers, lawyers, consultants and accountants

Marketing and Client Relationship Management

- Initiated relationship and acted as key contact for two potential clients considering offshore debt and M&A opportunities
- Engaged in regular dialogue with Chief Executive Officers and Chief Financial Officers of clients throughout deal execution
- Collaborated with company finance and operations teams to best present business in investor presentation materials
- Coordinated investor due diligence process by organizing and answering questions on client's operations and industry

ADDITIONAL INFORMATION

- **Interests:** Skiing (14+ years), boxing (4 years, won amateur fight), horseback riding
- **Positions:** Morgan Stanley Analyst Council Community Service Chair and CSR Strategy Consulting Team Director (2015); Internships at International Mining Machinery (Beijing, 2010) and China Investment Corporation (Beijing, 2011)
- **Languages:** Mandarin Chinese (native)
- **Technical Skills:** Financial analysis tools, basic SQL

RAVI MAHADEVIA

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Healthcare Management

Philadelphia, PA
2015-present

- **Honors:** Granted merit-based Kaiser Award for demonstrated experience in health care
- **Leadership:** Director of Sponsorship for the Wharton Health Care Business Conference
- **Active member of:** Wharton Health Care Club, Entrepreneurship Club, Founder's Club, Hockey Club, Golf Club

NORTHWESTERN UNIVERSITY

Bachelor of Science, Psychology

Evanston, IL
2004-2008

- Completed all pre-med requirements and electives in calculus, finance, and statistics. GPA: 3.6/4.0

EXPERIENCE

SOMNIUM SLEEP SOLUTIONS

Founder & CEO

New York City, NY
2012-present

- Developed unique sleep center management contract business model, researching market interest and operational feasibility across the country to establish Somnium Sleep Solutions and open diagnostic sleep centers to treat sleep apnea and other sleep disorders in partnership with specialty hospitals across the country
- Analyzed surgical hospital market, marketed to 50 different hospitals and led 15+ pitch presentations to hospital boards and c-suite members that resulted in winning three 5-year management contracts in Grand Forks, ND, Oklahoma City, OK and South Bend, IN, allowing Somnium to open fully operational sleep centers located within each hospital
- Led set-up of all sleep centers by managing every part of the process: hiring employees, training staff, working with hospitals to integrate sleep center, accounting, obtaining insurance contracts, and marketing to outside physicians, resulting in three centers that service over 100 patients a month and generate \$500k in revenue annually
- Created durable medical equipment (DME) e-commerce website featuring 1,000+ plus products by partnering with major DME vendors (Respironics, ResMed and Fisher & Paykel), resulting in \$50k additional EBITDA and better patient outreach
- Drafted over 500 pages of material covering lab policies, performance management plans, adverse events, etc. and managed two site examinations to achieve national DME accreditation and secure vital Medicare and Blue Cross insurance contracts
- Currently manage all departments of company while at school, hired Director of Operations to run day-to-day activities

LINCOLN INTERNATIONAL

M&A Investment Banking Analyst, Member of the Global Healthcare Group

Chicago, IL
2010-2012

- Conducted due diligence, drafted deal process materials, ran LBO and DCF valuations, and completed other M&A activities, resulting in seven closed transactions that totaled over \$750M in valuations over two years
- Led several client meetings, managed a first-year analyst and was responsible for all major deliverables in the sale of Reichert (manufacturer of ophthalmic instruments) to AMETEK. Performed associate-level work to help Reichert achieve a 10% higher purchase price (\$150M) than original valuation
- Initiated a major healthcare group marketing initiative by composing and sending a weekly healthcare industry update to prospective clients, resulting in 10 closed transactions compared to 7 in the prior year

DELOITTE CONSULTING

Strategy & Operations Business Analyst / Consultant

Chicago, IL
2008-2010

- Created highly detailed analytical model for Nationwide Insurance which predicted number of distribution agents the client should place in a given region based on strategic objectives, input from agents, national marketing trends and end consumer surveys. Model was adopted in a greater distribution planning strategy that resulted in ~\$2M cost savings in the first year
- Interviewed team members for 400 medical device projects and built a resource estimation model for Zimmer. Findings were used in an enterprise resource estimation strategy that resulted in a 10% reduction in head count for the company

ADDITIONAL INFORMATION

- Founded Northwestern Alumni Hospice Volunteer Group (2004) through NU Club of Chicago, which has grown to 10+ alums who return to Evanston every month to serve and to stay connected with NU and the Evanston community
- Completed 30-hr certification course to become a volunteer for the Evanston Hospice Group. Current volunteer at PA Hospice
- Member of American Academy of Sleep Medicine and attend regular conferences / events / meetings
- **Interests:** Passionate international traveler (have visited every continent except for Antarctica), golfer and music producer/DJ

MATTHEW McLAUGHLIN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care

2015-2017

- Winner of Wharton's "Big Idea" Innovation Competition, First Year Honors (top 20% of class)
- Co-chair, MBA Code of Ethics Committee; Cluster Academic Representative; Committee Member, Health Care Conference

STANFORD UNIVERSITY

Stanford, CA

Bachelor of Arts, Political Science

2004-2008

- Coursework at Magdalen College, Oxford, UK: focus on Irish & British History

EXPERIENCE

LAZARD

Los Angeles, CA

Summer Associate (received full-time offer)

2016

- Co-developed marketing materials for the divestiture of a ~\$200mm revenue division of a space technology business
- Managed the sell-side diligence process for a privately-owned regional ethnic food manufacturer (TEV ~\$300mm)

KINGFISH GROUP

Foster City, CA

Principal

2013-2015

- Sourced and analyzed opportunities for the purpose of identifying investments for Kingfish and private equity partners
- Built the healthcare practice's independent sponsor capabilities by developing relationships with 183 high-profile healthcare executives and generated 68 actionable investment opportunities, 6 of which were proprietary
- Managed relationships with 3 of the firm's 10 financial sponsors; successfully renegotiated fee agreements with 2 sponsors, resulting in a doubling of Kingfish's deal fees
- Collaborated with sponsors on 2 transactions representing ~\$150mm of invested capital:
 - \$80mm investment in a psychological services provider
 - \$70mm investment in a landscaping manufacturer and distributor

OLIVER WYMAN

San Francisco, CA & Boston, MA

Senior Consultant

2012-2013

Consultant

2010-2012

- Advised a half dozen global and US clients on engagements including:
 - For a major US industrial supply manufacturer: analyzed drivers of cost and service performance within the client's logistics group and identified ~\$12mm in annual savings
 - For a major US residential supply manufacturer: evaluated the utilization of ~\$96mm in finished goods inventory and developed recommendations to reduce inventory by ~\$22mm
 - For a major US grocer: performed an assessment of the client's cost of goods financial reporting and quantified the organizational and financial impacts of inaccurate reporting

STANFORD STUDENT ENTERPRISES

Stanford, CA

Chief Executive Officer

2008-2010

- Collaborated with Charles River Ventures to launch SSE Labs (now StartX)—a seed accelerator supporting student entrepreneurs. Since its inception, the program has graduated 100+ companies, which have raised over \$400mm in funding
- Managed a ~\$1.8mm revenue business with three primary subdivisions and 50+ employees
 - Advertising - \$650K in revenue: Operated five advertising platforms used by over 450 national and local clients
 - Retail - \$590K in revenue: Managed the back-end operations for a 600 square foot store with \$150K in inventory
 - Design - \$540K in revenue: Executed a strategic shift in the business from design services to design education

ADDITIONAL INFORMATION

- Interests: Interval training, squash, cross-country road trips, and creative writing
- Community involvement: Eagle Scout; Business Mentor, Operation HOPE; and Volunteer, Meals on Wheels

DAVID E. MISHKIN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Majors in Healthcare Management and Entrepreneurship

2015-2017

- Kaiser Fellowship recipient; Big Idea Innovation Competition winner (1st place out of 144 participants)
- Wharton Venture Partners, Director; Private Equity & Venture Capital Conference, Co-Chair
- Member of Wharton's PE/VC Club, Healthcare Club, Design & Innovation Club, Mindfulness Club and Hockey Club

WASHINGTON UNIVERSITY IN ST. LOUIS

St. Louis, MO

Bachelor of Science in Business Administration; Majors in Finance and International Business

2005-2009

- Dean's List; Study abroad, Hong Kong University of Science and Technology

EXPERIENCE

SANDBOX INDUSTRIES

Chicago, IL

Vice President – BlueCross BlueShield Venture Partners

2014-2015

Associate – BlueCross BlueShield Venture Partners

2013-2014

Analyst – BlueCross BlueShield Venture Partners

2012-2013

- Managed a \$325M venture fund investing in seed through growth equity stage healthcare and technology companies
- Prospected and sourced over 250 new investment opportunities by leveraging network and industry research
- Completed 8 new and follow on financings, totaling over \$40M in invested capital:
 - \$3.4M Seed Stage investment in Allay, a benefits and HR administration platform for insurance brokers
 - Formulated investment thesis; surveyed competitive landscape, sourcing 30 companies for investment; negotiated investment exclusivity in a competitive capital raise; ushered transaction through internal committee process
 - \$6M Series C/D investments in Change Healthcare, a provider of consumer engagement and transparency solutions
 - Assisted management team with Series D capital raise and \$135M exit to Emdeon; identified potential investors and acquirers; formulated investment marketing materials; drafted investment structure and term sheets
 - \$12M growth investment in Essence-Lumeris, a provider of ACO enablement software and owner of a 4.5 Star MA Plan
 - Organized monthly calls with Lumeris sales and client services teams to discuss operational obstacles and to identify solutions; conducted comprehensive due diligence with CFO on two follow-on acquisition targets
- Actively supported 6 portfolio companies by attending board meetings; assisted with financial planning, development, recruiting, and sales; generated \$55M in sales contracts between our portfolio companies and our health plan investors

BARCLAYS CAPITAL

New York, NY

Investment Banking Analyst

2010-2012

- Ranked in top tier of analyst class
- Completed 6 M&A advisory deals and financings totaling \$3.3B:
 - Advised Riverstone on its \$350M purchase and financing of seven power plants located in the Northeast
 - Supported sponsors by identifying and conducting due diligence on select assets; provided extensive financial analysis, including construction of various liquidity, M&A and financing models; assisted in drafting legal documents
 - Led a \$1.2B debt financing for MidAmerican to support the construction of the largest solar project in the world
 - Developed financial model; prepared internal credit memoranda and lenders presentations; formulated rating agency strategy; participated extensively in the marketing process, including escorting management on investor roadshow
- Led an 8-member analyst recruiting team to secure commitments from 4 out of 5 of the group's top candidates

ALVAREZ & MARSAL

New York, NY

Bankruptcy Consulting Analyst – Lehman Brothers

2009-2010

- Supported Alvarez & Marsal on the restructuring and dissolution of Lehman Brothers
- Created a complex tracking model to allocate all material expenses (legal, consulting, property, etc.) to the proper debtor and non-debtor entities, shortening a 10-hour weekly process down to 1-hour

ADDITIONAL INFORMATION

- **Interests:** personal investing since age 13, traveled to over 30 countries, skiing, furniture construction, entrepreneurship
- **Network for Teaching Entrepreneurship:** Mentored 22 middle school students to develop business plans; coordinated two organization-wide workplace events for over 50 participants
- **Languages:** Fluent in French; dual U.S. and Belgian citizenship

MARCUS SCOTT MORENO

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Health Care Mgmt and Entrepreneurial Mgmt

Philadelphia, PA

2015-2017

- Member of the Health Care Club, Digital Health Club, Health Care Conference (Content Team), Entrepreneurship Club, Wharton Hispanic American MBA Association (Vice President of Admissions), and Mountaineering and Climbing Club
- 1st place in Wharton's Big Idea Innovation Tournament, 1st place in J&J Case Competition
- Awarded John A. Mayer Fellowship; Fall 2015 and Spring 2016 Director's List (top 10% of Wharton)

HARVARD UNIVERSITY

Bachelor of Arts in Economics. Completed all premedical requirements.

Cambridge, MA

2004-2008

- Executive board member of the Harvard-Radcliffe Christian Fellowship; Treasurer of Latinos in Health Careers

EXPERIENCE

Rezilir Health

Boca Raton, FL

Director of Product Development

2016-Present

- Designed beta versions of the company's first products – patient-centric health and wellness packages and membership model – to make living healthy simple; led physician and patient interviews to refine concepts and features
- Developed market entry and pricing strategy based on market segmentation and competitive landscape assessment
- Curated list of 100+ potential partner communities; helped craft investor and partner pitch deck resulting in closed seed round and first community partnership

CVS HEALTH

Northbrook, IL

Senior Product Advisor, Product Innovation and Management (Pharmacy Benefit Management)

2014-2015

Product Advisor, Product Innovation and Management (Pharmacy Benefit Management)

2012-2013

- Developed and led initiative to expand the product pipeline; engaged cross-functional team of 35 in three-month project; resulted in six product concepts with market potential totaling over \$100M to be prototyped and tested
- Embedded new innovation capabilities; facilitated workshops to train more than 100 colleagues and clients in innovation processes aimed at helping teams develop new product concepts
- Led team to develop enterprise strategy options and conduct diligence to reduce total client pharmacy costs by more than 2% and grow enterprise share by more than 20%; results delivered to senior leadership
- Established Client Innovation Council to engage 20 clients in research, pilots, and dialogue around new product development
- Partnered with sales to craft a strategy anchored on firm's broad product portfolio to assist clients in navigating private exchanges and requirements of health care reform; rolled out strategy and delivered training to over 300 sales colleagues
- Managed forum with \$10B client to explore and to collaborate on new product opportunities
- Chaired mentor/mentee program and monthly analyst meeting focused on the professional development of 15+ analysts

HEALTH ADVANCES

Weston, MA

Consultant

2011-2012

Senior Analyst

2009-2011

Analyst

2008-2009

- Developed go-to-market strategy for novel hospital instrument: Identified market segments and characteristics, devised pricing and sales strategy; designed research instruments including interview guide questionnaires and market research surveys to inform project recommendations; company acquired one year later by major hospital instrument maker
- Supported biotechnology company's franchise strategy: Designed full NPV model to evaluate and prioritize strategic options and initiatives for neurology portfolio; worked closely with client team to determine capital requirements
- Performed as team leader overseeing teams of 2-3, designing analyses, and coordinating day-to-day activities; owned quality of deliverables and presented recommendations to client
- Synthesized primary and secondary market data; integrated findings and recommendations into concise PowerPoint presentations; created research tools and developed dynamic models
- Training chair: Organized training modules, developed and facilitated projects, mentored trainers and trainees
- Led internal Excel training for all new hires

ADDITIONAL INFORMATION

- **Interests:** Volunteering – treasurer for Ugandan non-profit established to provide a home and community for children left to the streets; reading once a week to an elementary school student; hiking extreme landscapes and organizing hiking trips
- **Professional Development:** Management Leadership for Tomorrow (MLT), MBA Preparation Program Fellow, Class of 2017

ASEEM NAMBIAR

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate

Philadelphia, PA

2015-2017

- Selected to serve as a Leadership Fellow; responsible for facilitating Wharton's leadership development program and acting as mentor and coach for first year students
- Member of Wharton's Health Care Club, Private Equity and Venture Capital Club, Wharton FC Soccer Club
- GMAT score of 750

TUFTS UNIVERSITY

Bachelor of Science in Quantitative Economics; Minors in Mathematics and Chinese

Medford, MA

2006-2010

- GPA of 3.9 with summa cum laude honors and dean's list in every semester
- President of the Tufts Economics Society and President of the Singaporean Students' Association

EXPERIENCE

DAVITA HEALTHCARE PARTNERS – Fortune 200 Operator of Dialysis Clinics and Medical Groups

Denver, CO

Redwoods Summer Associate

2016

- Led independent project to develop strategy for DaVita's international expansion of its medical groups business; presented recommendations to cross-functional team of senior leaders
- Prepared international strategy materials used by DaVita's CEO to present to the Board of Directors
- Part of DaVita's Redwoods Leadership Development Program; received full-time offer to return as a Redwoods Resident

WAUD CAPITAL PARTNERS – Private Equity Growth Investor

Chicago, IL

Associate

2013-2015

- Evaluated and executed control-oriented growth equity investments, primarily in healthcare services
- Partnered with management teams of portfolio companies to develop growth strategies, assess performance, evaluate and structure strategic acquisitions, access financing sources and improve corporate governance
- Contributed to development of proprietary investment theses and entry into new sectors by writing industry white papers and mapping target markets, including molecular/genetic testing labs and healthcare IT

Selected Portfolio Company Experience:

Cordant Health Solutions – Provider of Controlled Substance Lab Testing and Pharmacy Services

- Responsible for hands on financial and operational monitoring; utilized rolling weekly cashflow forecast to manage cashflow alongside CFO during a period of constrained liquidity and improve billing and collection processes, resulting in 20% increase in weekly cash collections
- Evaluated financial and strategic rationale for Cordant's organic growth initiatives (e.g. development of a proprietary testing technology) and acquisitions (e.g. expansion into the pharmacy business)
- Observer to the Board of Directors; responsible for corporate governance procedures and facilitating Board meetings

UBS INVESTMENT BANK

New York, NY

Analyst, Financial Institutions Group

2010-2013

Summer Analyst, Financial Institutions Group

2008

- Top ranked Analyst each year; one of seven Analysts across the Americas selected to form UBS's first Analyst Committee
- Developed expertise in cross-border M&A advisory; received offer for direct promotion to Associate

Selected Transaction Experience:

Advised Baring Asset Management on its acquisition of SEI Asset Korea, the largest independent asset manager in Korea

- Took on a senior Associate role, managing a 1st year Analyst and was responsible for day-to-day deal execution
- Managed due diligence and valuation workstreams while coordinating several teams spread across multiple geographies

HEINEKEN ASIA PACIFIC (F/K/A ASIA PACIFIC BREWERIES)

Singapore

Business Development Summer Analyst

2009

- Performed annual profit pool analysis for management and Board of Directors to assess need for strategic M&A
- Benchmarked APB's operating and financial performance against regional competitors and internal targets

ADDITIONAL INFORMATION

- **Interests:** Music (guitarist and drummer), darkroom photography, Liverpool Football Club, recreational tennis
- **International Experience:** US (9 years), China (1 year), Singapore (12 years), Russia (2 years), India (4 years)

NORMAN PAI

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration, Majors in Healthcare, Marketing & Operations, and Statistics **2015-2017**

- Awarded Kaiser Fellowship; Wharton Health Care Management (HCM) program; Wharton Executive Coaching program
- Class TA for *HCMG866 E-Health* (S16); VP of Digital Health Club (Startup Weekend), Asian American Alliance (Marketing), and Health Care Business Conference (Operations); Member of Technology Club, Yoga & Wellness Club
- Consulted on enterprise benefits product marketing for *Jiff* (S16) and digital patient engagement for *Digitas* (F15)

RICE UNIVERSITY **Houston, TX**
Bachelor of Science in Electrical Engineering, Major in Electrical & Computer Engineering **2007-2011**

- Graduated *cum laude*; Trustee Distinguished Scholar (merit scholarship); Century Scholar (mobile computing researcher)
- Founder of Rice Entrepreneurs - raised \$20K in prizes in first year; President of Tau Beta Pi; Member of Eta Kappa Nu

EXPERIENCE

HEALTHVERITY – Healthcare Data Startup (Series A) **Philadelphia, PA**
Product Manager **Summer 2016**

- Led team of four to complete 3 product roadmap milestones on time including Marketplace platform launch; Bridged communication gaps across founders, analytics & engineering; Transformed development from Kanban to Scrum process
- Hosted 9 UI/UX and technical design sessions yielding new order-negotiation-contract user flow, data models, and pages

SLALOM CONSULTING **San Francisco, CA**
Information Management and Analytics Consultant **2013-2015**

- Created and steered internal Data Science group; Supported \$1.5M+ of advanced analytics engagements and client RFPs
- Built random forest predictive models to improve generic drug launch accuracy (\$, volume) by 4X via data mining and cross-functional interviews with Finance, Operations, and IT senior management; Produced corresponding Tableau-R tools
- Identified gap, analyzed Stripe subscription-payments data, and wrote complex SQL for metrics [SaaS Startup (Series B)]

ACCENTURE **San Francisco, CA**
Business Intelligence (BI) Consultant **2012-2013**
Global Accenture Innovation Centers for SAP Solutions Analyst / Mobile Technology Analyst **2011-2012**

- Designed and deployed Accenture marketing iPad app to App Store: as product owner and content creator, shaped global director's idea into dynamic cross-industry showcase used by 500+ executives worldwide [<http://bit.ly/N6YUMB>]
- Made two interactive hi-fidelity iPad app prototypes for Sales & CRM [Medical Devices, Heavy Equipment]
- Architected 15+ decision tools for FORTUNE 500 clients and reduced data analysis time by >95% [CPG, Aerospace]

SIMPAPPLY LLC **Houston, TX**
Co-founder & President **2010-2011**

- Recruited and managed team of five to create jobs and resume application platform matching students and startups
- Achieved 80% job placement rate, acquired 500+ users (employers and students) in 2 months of pilot launch in Houston

ADDITIONAL INFORMATION

- **Entrepreneurship:** Co-founder, lead product, and business development roles in the following:
 - *inferMD* (2015-2016) – Prototyped and pitched EHR integrated mobile app for clinical decision support, teamed up with Johns Hopkins MPH/MDs; Semifinalist in Wharton Venture Award and Digital Health Accelerator selections
 - *Project Motus* (2012-2013) – Spearheaded project to create software that reduced sedentary behavior and repetitive stress injury risk in offices; Tested in FORTUNE 1000 workgroup; Partners included Rock Health, DreamIt graduates
- **Technical Skills:** Languages: SQL (T-SQL, PL/SQL), R, Python (pandas), git, HTML/CSS; Data & Analytics: Tableau, Microsoft SSIS, SAP BOBJ, Looker, RJMetrics, Alteryx; Project Management & Design: Trello, Axure RP, Balsamiq
- **Interests:** Hiking (Mt. Fuji, Mt. Whitney, Salkantay Trail to Machu Picchu), Podcasts (Gimlet Media, Tim Ferriss Show), Crossfit, Adventure (50-day solo travel through Europe; 40+ countries to date), Cycling, Reading (cognitive psychology)

MARGOT PRENDERGAST

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Management

2015-2017

- Recipient of Wharton and Kaiser Fellowships recognizing outstanding academic and professional accomplishments
- Nonprofit Board Fellow (apprentice board member for Therapy Center of Philadelphia), Venture Fellow (selected and trained to lead MBA Leadership Venture Small Crew Sailing around Grenada)
- TA for Fall 2016 MGMT 611: Managing the Established Enterprise (global strategy course component)
- Spring 2016 Director's List (top 10% of the Wharton class of 2017 as measured by spring 2016 GPA)
- Active member of Wharton's Health Care Club, Consulting Club, Africa Student Association, Social Impact Club, and Wharton Women in Business; Antarctica Leadership Venture participant, Wharton Community Consultant

BOSTON COLLEGE

Chestnut Hill, MA

Bachelor of Science in Management, Concentration in Finance, Minor in Hispanic Studies

2005-2009

- Graduated magna cum laude (GPA: 3.77)
- Member of Beta Gamma Sigma, Golden Key International Honour Society

EXPERIENCE

NOVARTIS

East Hanover, NJ

Finance Summer MBA Associate, Finance Development Program

Summer 2016

- Built demand forecasting models for Entresto and Cosentyx, two products at the center of Novartis's strategic focus, and delivered recommendation on modeling methodology to senior leadership
- Analyzed ROI of demand generating initiatives such as revenue deduction contracts implemented to reduce barriers to uptake

PARTNERS IN HEALTH

Neno, Malawi

Program and Operations Coordinator, Global Health Corps Fellow

2014-2015

- Selected for one of 128 Global Health Corps (GHC) fellowship positions from applicant pool of 5,000 candidates
- Implemented new inventory management system supporting district hospital system in rural, resource poor environment, with the goal of reducing stock outs of essential medicines
- Drove logistics and purchasing to rapidly scale disaster response in neighboring district following historic flooding and declaration of natural disaster

PARTNERS HEALTHCARE INTERNATIONAL

Boston, MA

Business Analyst

2012-2014

- Selected as international representative in Partners HealthCare System (PHS) bundled payment workgroup
- Awarded PHS Professional Development Series Management Fundamentals Certificate
- Delivered analytical support to drive international business development initiatives, including investment in international patient referral channels
- Designed and produced detailed international patient referral activity and utilization reports, synthesizing data from eight disparate hospital systems to present to executive leadership

PARTNERS HEALTHCARE

Charlestown, MA

Contract Data Analyst

2010-2012

- Principal analyst who supported spinal implant device contract negotiations resulting in total annual savings of \$4.3 million, a 28% reduction
- Analyzed pharmaceutical distributor contract with approximately \$250 million annual spend; received financial "spot bonus" in recognition for analysis
- Recipient of Partners in Excellence award for role within the Cardiac Rhythm Management Contracts Team
- Co-chair of the Analyst Forum Committee

ADDITIONAL INFORMATION

- **Citizenship:** US and Australian
- **Languages:** Conversational Spanish
- **Interests:** Completed 200-hour yoga teacher training, running (completed one marathon), hiking, Riders for Health trained motorcycle rider

MICHAEL RAHMAN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Healthcare

2015-2017

- **Kaiser Fellowship Recipient:** Scholarship for exceptional professional, academic and personal achievement.
- **Project Manager for PBG Healthcare Consulting:** Managed team of PhD, Medical and Engineering students to create a competitive analysis and funding strategy for a biopharma startup developing cancer medications.
- **Academic Consortium Network:** Engaged by a top 10 academic medical center to develop a business plan facilitating collaboration and increasing efficiency of patient referrals to highest quality providers.
- **Wharton Healthcare Conference:** Organized speakers and content for the investor panel.
- **Teachers Assistant:** Management 811 - Entrepreneurship Through Acquisition (MBA Level)

ST. OLAF COLLEGE

Northfield, MN

Bachelor of Arts, cum laude, Major in Economics, Psychology and Finance

2008-2012

- Distinction in Economics, Major GPA: 3.89; Cumulative GPA: 3.73.

EXPERIENCE

BRIGHTON HEALTH GROUP

New York, NY

Intern

2016

- Reported to the CEO of Brighton Health Plan Solutions and led initiatives across strategic finance, business development, network strategy and cost containment operations.
- Presented 2016 budget, five-year financial forecast and unit economics to the Board of Directors and achieved \$2.4 million in incremental financing to support newly launching company.
- Led implementation of an out-of-network cost containment vendor which is expected to save clients in excess of \$10 million annually. Renegotiated vendor contract to save over \$200k per year.

UNITEDHEALTH GROUP

Minneapolis, MN

M&A Associate, Corporate Development

2012-2015

Corporate Development team invested over \$22 billion across more than 15 healthcare companies from 2012 to 2015.

Recognition:

- Led peer group by achieving highest performance rating attainable every year, resulting in annual promotions.

Responsibilities:

- Forecasted target company financials, conducted valuation analysis and assessed financial returns of potential acquisitions. Collaborated with executives to coordinate due diligence and evaluate strategic fit, synergies and integration costs.
- Analyzed quarterly financial performance of health insurance competitors for UnitedHealth Group CEO, President and CFO, and UnitedHealthcare executives. Analysis used to evaluate internal performance and present to Board of Directors.
- Redesigned review of financial performance of completed transactions. Created improved method to present performance to Board of Directors, now the preferred standard of the President and CFO.

Select Transaction Experience:

- US Bank's HSA Business – Spearheaded due diligence of top 10 HSA custodian with over \$650 million in assets, serving as primary contact for target company and internal leadership.
- Rally Health – Conducted business, financial and valuation analysis of health and wellness software as a service startup, resulting in \$200 million of internal savings.
- MedSynergies – Coordinated due diligence and conducted valuation of physician practice management and network management company, serving over 9,300 providers in 30 states.

LEMHI VENTURES

Excelsior, MN

Finance Intern

2011

ADDITIONAL INFORMATION

- **Certifications:** CFA INSTITUTE; Passed level III exam June 2014.
- **Community Involvement:** UnitedHealth Group – Led team volunteer events and created goal of 250 hours of volunteering, resulting in 36% year-over-year increase in view of social responsibility initiatives; Boy Scouts of America – Eagle Scout.
- **Interests:** Camping, community involvement, cooking, dogs, fitness and stand-up comedy.

STEVEN RIZZO

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Major in Health Care Management

2015-2017

- **Leadership:** Health Care Conference – Sponsorship Committee Member, GUIDE Undergraduate Mentor Program Volunteer
- **Club Involvement:** Health Care, Digital Health, Consulting
- GMAT: 730

CORNELL UNIVERSITY

Ithaca, NY

Bachelor of Science in Applied Economics and Management, cum laude

2006-2010

- Concentrations: Strategy, Finance and Entrepreneurship
- Board of Directors - Student Management Corporation; Phi Sigma Kappa House Manager

EXPERIENCE

DELOITTE CONSULTING

Philadelphia, PA

Summer Associate, Strategy & Operations

Summer 2016

- Designed qualitative and quantitative survey instruments to identify and prioritize key corporate strategy initiatives for a Fortune-100 pharmaceutical company.
- Moderated interviews with Deloitte leaders on analytics best practices; synthesized and shared recommendations that informed restructuring of the client's 300 person, \$250M internal analytics group.

NAVINATA HEALTH (*early stage healthcare technology start-up*)

Princeton, NJ

Director of Operations

2015

- Collaborated on the design and development of the company's first technology offering – an online platform enabling mutually beneficial 2-way information exchange & education between Pharmaceutical companies and Physicians.
- Created a pitch presentation that led to the company's acceptance into TigerLabs' Digital Health Accelerator program.
- Spearheaded recruitment and development of inaugural internship program, ultimately hiring and mentoring two interns.

ZS ASSOCIATES (*worldwide leader in sales and marketing strategy consulting*)

Princeton, NJ

Associate Consultant

2013-2015

Business Associate

2010-2012

- Led assignments to identify opportunities/barriers for three medications across seven disease indications. Evaluated patient data including attributes, treatment history and product perceptions to determine outcomes.
- Formulated statistical analysis techniques, subsequently deemed "best practices" and adopted by other project teams and offices, based on innovative questionnaire design and data synthesis.
- Improved cost effectiveness of analytical budget up to 80% by training multiple international teams to use a proprietary data analysis tool.
- Developed and orchestrated a six-month international market assessment and patient profiling project in support of a pharmaceutical product launch in six countries.
- Designated primary client contact for a major corporation with \$3B product portfolio. Supervised a multi-office team comprised of six associates in a quantitative market opportunity study.
- Selected as a result of national recognition in sales expertise to facilitate a multi-state sales force redesign rollout for a Fortune-500 pharmaceutical company.

Internal Leadership

- Constructed and led internal workshops for more than 20 employees on quantitative market research and applications of Microsoft Access for sales force design.
- Inaugurated an employee volunteer program and continued to organize ongoing yearly participation. Activities included restoring inner city parks and Hurricane Sandy relief efforts.

ADDITIONAL INFORMATION

- **Volunteering:**
 - **Senior-Citizen Services Volunteer:** Met Council on Jewish Poverty, 2014-2015
 - **Youth Outreach Mentor:** Y.O.U.R.S Mentoring, 2009-2010
- **Interests:** Film, tennis, Italian cooking, brewing beer, roller coasters

JENNIFER SCHOEN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Majors in Finance and Management

Philadelphia, PA

2015-2017

- GMAT: 740 (97th percentile) | Member of PE/VC and Health Care Clubs; Wharton Welcome Committee; Out4Biz (Ally Rep)

UNIVERSITY OF IOWA

Bachelor of Business Administration; Majors in Finance and Economics

Iowa City, IA

2006-2010

- University of Iowa National Scholars Award recipient | Dean's List | 8th place (of more than 400 teams), 2008 American Mock Trial Association National Championship, University of Iowa Mock Trial Team

EXPERIENCE

AETNA, INC. – INTEGRATION & STRATEGY (*\$37B Humana acquisition and business transformation*)

Hartford, CT

MBA Intern

Summer 2016

- Assessed synergies, future state operating models and org designs for key BUs and flagged gaps in analysis for management
- Partnered with senior management from Enterprise Strategy to develop a new enterprise-wide strategic planning process
- Audited the Company's medical cost management processes and recommended improvements to management

HUDSON CLEAN ENERGY PARTNERS (*Middle market private equity firm with \$1.4B AUM*)

Teaneck, NJ

Investment Associate

2013-2015

- Evaluated investments across 14 countries in the US, EMEA, LATAM and Asia, representing \$2.5B+ of enterprise value
- Sourced investments and assessed new renewables markets for investment potential; presented updates at weekly meetings
- Performed quarterly valuations, evaluated budget proposals and managed annual audit for Element Power and Powermat

SELECT TRANSACTION & PORTFOLIO MANAGEMENT EXPERIENCE

- *\$400M leveraged buyout of solar portfolio with assets in Chile, Uruguay and Japan from Sky Solar, a Chinese developer*
 - Led market- and asset-level due diligence; managed third party advisors for assets in Uruguay and Chile
 - Constructed financial model used to negotiate purchase price; audited and participated in negotiation of financing package
 - Authored investment paper; presented investment overview and recommendation to committee on behalf of deal team
- *Design and launch of Sunlight Financial, a consumer loan start-up for the residential solar market (valued at over \$300M)*
 - Built business operating model; conducted market segmentation analysis and identified target customer group
 - Researched comparable consumer loan products and developed pricing and underwriting strategy for Sunlight's products
- *Restructuring of Element Power, \$300M global developer of solar and wind energy projects*
 - Managed \$69M sale process of Element Power's U.S. business operations to Capital Power, a Canadian power generator
 - Worked with investment team/management to evaluate company business model and develop "go forward" strategy
 - Developed monthly reporting package now used to track both changes in company financials and milestone achievement

PIPER JAFFRAY & CO – HEALTH CARE GROUP

New York, NY

Investment Banking Associate

2012-2013

Investment Banking Analyst

2010-2012

- Sole Analyst or Associate on 19 M&A and financing transactions totaling over \$1B
- Performed complex financial statement analysis/modeling, including LBO, DCF, trading/M&A comps, accretion/dilution

SELECT TRANSACTION EXPERIENCE

- *Sale of distributor of animal health products with \$400M+ revenues to MWI Veterinary Supply, a \$2.4B strategic buyer*
 - Constructed detailed synergies analysis that identified \$20M+ of cost synergies used to negotiate higher purchase price
 - Managed onsite diligence at 7 distribution centers; facilitated detailed discussions on post-acquisition integration strategy
- *\$100M sale of Interim HealthCare, a home health franchisor owned by Sentinel Capital Partners, to The Halifax Group*
 - Partnered with CFO to build detailed financial model/LBO analysis used for sale process
 - Developed marketing materials highlighting business operations, financials and unique growth opportunities
- *Merger of Biota Holdings Limited and Nabi Biopharmaceuticals valued at \$224M*
 - Identified and led due diligence on potential acquisition targets; drafted bid letter to Nabi Biopharmaceuticals
 - Created board materials outlining deal terms, synergies and combined valuation used for transaction approval
- *Initial Public Offering of Pacira Pharmaceuticals, a \$1.6B specialty pharmaceutical company*
 - Vetted company financial model; conducted valuation analysis used to set pre-money valuation for offering
 - Led/coordinated due diligence calls with management teams, auditors, lead clinical investigators and strategic partners

ADDITIONAL INFORMATION

- **Activities:** Volunteer Tutor, MASA NYC (2013 – 2015). Mentor, Piper Jaffray Women's Mentorship Program (2012 – 2013)
- **Interests:** Travel, Cooking, Reading, Singing

TEJAS M. SHAH

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate

2015 – 2017

- Leadership: Wildmen Hockey (Board member, team co-captain)
- Club Involvement: PE / VC, Technology, Healthcare
- GMAT: 740 (97th percentile)

UNIVERSITY OF SOUTHERN CALIFORNIA, MARSHALL SCHOOL OF BUSINESS

Los Angeles, CA

Bachelor of Science, Business Administration; Minor in International Relations

2006 – 2010

- Cumulative GPA: 3.8 / 4.0
- *Magna cum laude*, Renaissance Scholar (multi-disciplinary honors), Marshall Dean's List (all semesters)

EXPERIENCE

OFF.GRID:ELECTRIC (*distributed solar services in Africa; backers include SolarCity & DBL Partners*)

Tanzania

MBA Intern

Summer 2016

- Created inaugural detailed bottoms-up budget and designed future forecasting processes
- Drafted business strategy review amid comprehensive business reorganization detailing competitive positioning and reviewing partnerships / joint-ventures for current operations and new country expansion

COURT SQUARE CAPITAL PARTNERS

New York, NY

Associate

2013 – 2015

- Evaluated / executed buyout investments for a \$6.3bn AUM private equity firm
- Drove diligence & valuation analyses and drafted investment committee memoranda to support investment decisions
- Conducted portfolio quarterly financial and operational reviews with PortCo management and drafted limited partner updates

Selected Transaction Experience

- \$620mm take-private of *Pike Electric* (electric utilities & communications services)
 - Conducted primary diligence focused on market opportunity, customer performance & asset utilization
 - Directed financing sources in ratings agency & debt syndication processes
 - Designed portfolio monitoring procedures (financial & operational) with CEO and CFO
 - Evaluated / implemented leasing strategy for equipment fleet (+\$300mm replacement value of owned assets)
- Balance sheet restructuring & \$300mm private debt financing for *IWCO Direct* (direct mail & marketing services)
 - Initially invested in junior debt; converted existing holdings to equity & obtained control of the Board
 - As the fulcrum security, controlled credit negotiations & managed detailed credit due diligence process
 - Conducted covenant cushion analysis used to negotiate credit agreement
 - Subsequently executed dividend recapitalization driven by business stabilization & outperformance

Firm Development: Organized / led two-day intensive training program for incoming Associate class

J.P. MORGAN

New York, NY / San Francisco, CA

Analyst, Mergers & Acquisitions

2010 – 2013

- Executed mergers, acquisitions, divestitures, corporate defense & strategic advisory assignments across healthcare, technology, media, consumer & industrial sectors

Selected Transaction Advisory

- *The Clorox Company:* Carl Icahn's \$12.9bn unsolicited acquisition proposal & subsequent full-slate proxy fight
- *Undisclosed Buyer:* +\$10bn offer to acquire *Anschutz Entertainment Group (AEG)*
- *Avery Dennison:* \$500mm divestiture of its *OCF & DES* businesses

Firm Development: Led USC recruiting; participated in interview and offer decision processes and mentored new analysts

ADDITIONAL INFORMATION

- **Interests:** SCUBA diving, surfing, skiing, downhill mountain biking, tennis, hockey, USC football
- **Leadership:** Minds Matter NYC; volunteer diver (environmental impact in Thailand & Honduras)

BARTHALOMEW A. SILLAH

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Master of Business Administration Candidate; Major in Healthcare Management 2015-2017

- Member of Wharton's Healthcare Club, *Healthcare Business Conference operations team*; African American MBA Association; African Student Association, *African Business Forum operations team*; and Entrepreneurship Club

THE PERELMAN SCHOOL OF MEDICINE, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Doctor of Medicine Candidate 2012-2017

- *Co-President*, American Medical Association; *Treasurer*, Student National Medical Association; *Student Clinical Volunteer*, United Community Clinic; and *Student Interviewer*, Admissions Program

HARVARD UNIVERSITY Cambridge, MA
Bachelor of Arts in Human Developmental and Regenerative Biology, Secondary major in Global Health and Health Policy 2008-2012

- *Diversity Council Director*, Institute of Politics; *Political Action Chair*, Black Student Association; *Tour Manager/Business Manager*, Krokodiloes a Cappella group; and Black Men's Forum

EXPERIENCE

UNIVERSITY OF PENNSYLVANIA HEALTH SYSTEM Philadelphia, PA
Fellow, Specialty Pharmacy Department July 2016-Present

- Structured partnerships and medication dispensing agreements with key pharmaceutical companies increasing department revenue by \$26 million
- Directed a lean transformation initiative to increase patient flow in the oncology clinic by 16%

EXCELSIOR GROUP Nairobi, Kenya
Fellow Philadelphia, PA
June-September 2015

- Structured business model for leading retail pharmacy company
- Developed a franchised business model adopted by a leading retail pharmacy provider to guide their expansion strategy
- Developed marketing strategy for diagnostic imaging clinic focused on a new target segment with strategic partnerships with local care providers
- Advised a medical device manufacturer on strategy for expanding sales and operations abroad

KING'S SIERRA LEONE PARTNERSHIP Freetown, Sierra Leone
Intern, Hospital Administration 2013-2014

- Developed and implemented survey tool to collect patient feedback still in use for hospital operation strategic planning
- Analyzed hospital financial structures reimbursement structures, patient ability-to-pay, and fee-for-service requirements to simplify and expedite patient payment. Increased bed turnover by 15%
- Identified hygiene education methods for patients and staff that successfully reduced hospital acquired infection rates by 24%

DISEASE BIOPHYSICS GROUP Cambridge, MA
Undergraduate Research Student 2010-2011

- Developed a model for a cell-based artificial pacemaker used in several early stage trials

ADDITIONAL INFORMATION

- **Interests:** Music performance – Performed in over 20 countries on two world tours, including performances at the Lincoln Center, Sydney Opera House, and five embassies; Theater performance – Performed in 14 musicals/plays including Les Miserables, Ragtime, Oklahoma, and the Hot Mikado; Running; Cooking; Extensive travel in North America, Europe, Asia, Africa, and Australia
- **Languages:** Sierra Leone Krio (fluent), Spanish (intermediate), French (beginner)

GEORGE STEIN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA **Philadelphia, PA**
Master of Business Administration Candidate; Major in Health Care Management **2015-2017**

- 2017 Wharton Health Care Conference Co-Chair; selected as Admissions Fellows to interact with potential candidates and support admissions interviews; nominated for and chosen as Omnicom Fellow for excellence in public speaking
- Member of Health Care, Digital Health, Private Equity Venture Capital Clubs; Cluster Council Social Representative
- Recipient of Kaiser Fellowship for exceptional professional, academic, and personal achievement

UNIVERSITY OF PENNSYLVANIA, COLLEGE OF ARTS AND SCIENCES **Philadelphia, PA**
Bachelor of Arts; Majors in Economics and East Asian Studies **2006-2010**

- Graduated *magna cum laude*, cumulative GPA: 3.65/4.00, Honors Thesis, Dean's List (2006-2007, 2009-2010)
- Spring Fling Co-Director; Civic House Associates Coalition Executive Board; Sigma Pi Fraternity Executive Board

EXPERIENCE

UNITEDHEALTH GROUP VENTURES **Minnetonka, Minnesota**
Summer Associate **2016**

- Gained exposure to group's unique venture capital investment processes (create, design, fund, and scale business in-house) by supporting two pipeline projects and working extensively with portfolio company
- Identified 50% revenue opportunity at 1-year old start-up in portfolio by stratifying sales prospects, creating consistent processes, and developing customer segments and quantifying customer lifetime value of each segment
- Created NPS framework, customer transformation value methodology, sample customer journey for same portfolio company

MCKINSEY & COMPANY **Stockholm, Sweden**
Senior Business Analyst, Business Technology Practice **2014-2015**

- Received performance-based offer for 3rd year; applied to and accepted by Scandinavia Business Technology Practice
- Developed >20 new B2B / B2C energy solutions products with potential for ~75M SEK EBITDA contribution for utility client; built business cases and models showing revenue, operating expenses, capital expenditures, and partnership structures
- Managed and coached client leaders during operational transformation of 200+ person group; codified 13 common processes and developed and launched multi-level metrics and dashboards for management; overall productivity gain 32.5M SEK

MCKINSEY & COMPANY **Washington, DC**
Business Analyst, Business Technology Practice **2012-2014**

- Created technology company's strategy for entering private insurance exchange market with ~\$1B product by conducting market scan and capability assessment, estimating required new and incremental investments, drafting initial execution plan
- Led 5 client teams at technology client in identifying on-shore staffing colocation opportunity, bringing teams from almost 0% colocation today to 50% of staff in initial phase; drafted timeline for capturing opportunity
- Led process improvement effort at medical device company, identifying 50% cycle-time reduction opportunity, facilitating workshop and solution creation, and launching implementation; built model forecasting resource needs
- Identified ~\$70M in opportunities for health care client as part of organizational operations excellence program; built models showing savings potential for call center outsourcing contracts, process efficiency gains, and staffing mix changes
- Created complete, sustainable solution for 10+ hospital health system IT department to implement program to reduce software portfolio and realize increasing savings from \$2M to \$5M over 3+ years for subset of portfolio

THE ADVISORY BOARD COMPANY **Washington, DC**
Senior Analyst **2011-2012**
Analyst **2010-2011**

- Developed strategic and operational expertise—primarily in health IT, physician topics, and care management—related to health care transformation for providers via multiple primary research studies, involving 80+ hospital executives per study
- Led highly-rated research (and follow-on research and tool development) and became firm expert on topics of physician engagement and leadership, physician performance improvement, and creation of effective hospital-physician contracts

ADDITIONAL INFORMATION

- **Interests:** Urban hiking and exploration, skiing, running, scuba diving, health care, digital, college basketball
- **Volunteer:** Pro-bono strategic project (~6 weeks) for DC chapter of Network for Teaching Entrepreneurship

AMANDA BLAIR WYATT

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Majors in Health Care Management and Marketing

2015-2017

- VP of Alumni Relations with Health Care Club; leading initiatives to improve alumni engagement with current students through creation and organization of networking events, small group dinners, and shadowing opportunities.
- Project Leader with Penn Biotech Group Healthcare Consulting; led team of 5 conducting research on Private Exchanges.
- Consultant in the Life Sciences Commercial Acceleration Program with Wharton's Small Business Development Center; developed go-to-market strategy for web-based application designed to improve patient handoffs and care coordination.
- Member of Digital Health Club, Marketing Club, Media & Entertainment Club, Wharton Women in Business and Dance Studio.

HARVARD COLLEGE

Cambridge, MA

A.B. with honors; Major in Social & Cognitive Neuroscience; Minor in Global Health & Health Policy

2008-2012

- GPA: 3.64, Major GPA: 3.85.
- Music Director for The Opportunes from 2011-2012 (15-20 hours/week); negotiated \$13K CD contract; generated over \$4K in sales at 30th anniversary alumni event; established new alumni board to increase mentorship and fundraising support.
- Research assistant in the HBS Organizational Behavior Program from 2011-2012 and active in Science Club for Girls.

EXPERIENCE

PFIZER

New York, NY

MBA Summer Associate – Marketing

2016

- Spearheaded national educational program with 50 sessions for health care professionals in advance of high-profile varenicline label update; worked closely with medical, regulatory, and legal teams to develop program content at risk, a first for the division.
- Recommended new program format to maximize reach, field force engagement and ROI based on analysis of previous programs; recommendations were supported and approved by HCP and team leads.
- Collaborated with organized customer marketing to conceptualize and execute an unbranded population health management strategy supporting brand growth goals while also addressing customer questions about changing payment models in the US.

TRIBALVISION

Boston, MA

Project Leader

2014-2015

Consultant / Associate

2012-2014

Accomplishment highlights:

- Developed and implemented growth strategies for domestic and international firms (Europe and Asia) while managing 4-6 client accounts and 4-6 direct reports; average client required 80 hours of work per month.
- Promoted twice to Project Leader position ahead of schedule (2.5 years vs. 3.5 years); commended in performance reviews for work ethic, team leadership, credibility, presentation skills and client relationship management.

Selected experience:

- Built a new e-commerce solution for a U.S. medical device manufacturer; increased online sales by 18% and order volume by 14% among hospitals, distributors, government organizations and health care professionals.
- Designed marketing and communications strategy around the Affordable Care Act for a large non-profit health center; helped to educate and ultimately enroll 1300 formerly uninsured patients, reducing annual cost of free care by \$6M.
- Completed market entry strategy for Korean imaging device manufacturer, evaluating \$1.2 billion U.S. market opportunity; forged new VC relationships for the company in the U.S. through PR and tradeshow attendance.
- Expanded lead generation for a Belgian software-as-a-service company, increasing sales opportunities by 27% over six months; optimized the free trial and doubled trial conversion to 8.5%.
- Structured Rhode Island population model based on 6000+ variables of Census tract-level data for a school; enabled highly targeted outreach according to diversity and income levels to support school enrollment goals.

CAREFIRST BLUE CROSS BLUE SHIELD

Baltimore, MD

Corporate Marketing Communications Intern

2011

- Assessed and presented data on the PCMH pilot program to CEO; transitioned key points into internal training materials.
- Spearheaded update for online sales system, enabling "print on demand" functionality for efficient sales personalization; supported development of materials for large public school contract bid, which CareFirst later won.

ADDITIONAL INFORMATION

- **Proficient in:** Google Analytics and AdWords (Search and Display), Salesforce, Adobe InDesign, Wordpress, iMovie and Finale; intermediate knowledge of SPSS and HTML.
- **Interests:** singing, musical arrangement, theater, piano / guitar, yoga, television, card games, and travel.

ANNIE YE

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Master of Business Administration Candidate; Major in Entrepreneurial Management 2015 – 2017

- President: Cluster Council; VP: Digital Health; Leadership Fellow; Nonprofit Board Fellow; Digital Health Analytics
- GMAT 740 (97%); Classes: New Product Management, Group Dynamics (Power Lab), Strategy and Competitive Advantage

HARVARD UNIVERSITY Cambridge, MA
Bachelor of Arts in History; Minor in Economics 2007 – 2011

- Chair: Association for US-China Relations; Director: Wushu Club; Assistant Editor: Leadership Institute Magazine

EXPERIENCE

JIFF Mountain View, CA
Intern, Product Manager 2016

- Researched, designed wire-frames, user tested, and wrote specs for social engagement features for a corporate wellness app
- Initiated redesign of the mobile e-commerce store user experience with 3 variations for user testing and feedback
- Optimized user experience on corporate wellness and competitive apps with new and best practice recommendations
- Created motivational and educational content for user messages and wellness programs with product marketing team

NBCUNIVERSAL New York, NY
Product Manager, Analytics Technology 2014 – 2015

Business Systems Lead/PM, Sales Intelligence 2013 – 2014

- Collaborated with senior executives to define engagement strategies a corporate-wide consumer database consolidation
- Directed a 30+ global development team to utilize NBCU's first big data infrastructure to develop and execute algorithms for rapid data processing and analytics for the 2014 Sochi Winter Olympics; delivery frequency improved from daily to hourly to senior management and clients on the ground at Sochi of a \$50 Million advertising budget
- Designed training on QA and risk mitigation, achieving a 50% increase in quality control across a cross functional team
- Modeled hypothetical scenarios for optimal ad delivery in limiting digital video ads during NBCU Ad Sales' first data science project; models were used to maximize revenue opportunities during sales negotiations

NUTRACLICK (FORMERLY KNOWN AS HUNGRY FISH MEDIA) Boston, MA
Manager, Business Intelligence 2012 – 2013

Senior Analyst, Business Intelligence 2012

Analyst, Business Intelligence 2011 – 2012

Summer Analyst, Finance & Operations 2010

- Developed a customer behavior product roadmap and introduced new analytical product features in collaboration with an internal team of 3 and cross-functional team members to target increased customer retention by 10%
- Invited as panelist and presenter at a premier global conference on online fraud prevention to 100+ audience
- Led international expansion initiatives and coordinated across departments; entered Brazil and Canada in 3 months
- Designed and implemented a data model for a cloud data warehouse and company-wide reporting platform, decreasing manual reporting by 33% and automating real time report response rate

ADDITIONAL INFORMATION

- **Interests:** Wearables and IOT, 2014 Food & Tech Hackathon Winner, Youth Education, Self-Quantification, Zumba
- **Positions:** Board Member: Legal Clinic for the Disabled; Coordinator: NBCU Mentoring Program; Chair: Harvard Association for US-China Relations (501(c) education non-profit with \$500,000 budget)
- **Skills:** Development: Agile; Project Management: Jira, AtTask, Asana, Trello; Data: Tableau, SQL (Basic), MicroStrategy

KAREN AU YEUNG

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate, Majors in Marketing & Finance

2015-2017

- Selected as Wharton Alumni Fellow, Wharton Admissions Fellow, Marketing Chair for Wharton Healthcare Business Conference (2016 – 17), VP of Education (2016-17) & Director of Healthcare Design Challenge (2015-2017) for Innovation & Design Club

UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Bachelor of Science in Engineering, Major in Bioengineering; Bachelor of Arts, Major in Economics

2006-2010

- Graduated magna cum laude; Received Dean's List Honors for academic excellence in 2008 and 2010

EXPERIENCE

GLAXOSMITHKLINE

Philadelphia, PA

Summer Esprit Program Intern – Vaccines Business Unit; Marketing

Summer 2016

- Identified and evaluated impact of major access barriers, from a payer reimbursement and coverage perspective, to adult vaccines in retail pharmacies – a growing and strategically important acquisition channel for GSK
- Recommended two quick win and three medium-to-longer term opportunities for GSK to address barriers which include using developing educational resources around coverage for pharmacists and engaging employer groups as payer customers

OLIVER WYMAN

New York, NY

Engagement Manager (2013 – 2015)

2010-2015

Associate (2012 – 2013), Senior Consultant (2011 – 2012), Consultant (2010 – 2011)

- *Data analytics and pricing optimization for health insurance payer:*
 - Collaborated with client team to develop account-level pricing optimization model for large Midwest health insurance-provider
 - Back-test demonstrated a potential margin uplift of ~\$1.2MM per ~150 accounts
- *Business strategy and market segmentation for retail banking client:*
 - Identified 5 areas of revenue growth and 6 areas for cost savings and operational improvements to meet goal of \$80+MM in profit uplift in 3 years; areas of work included: deposit products repositioning, marketing initiative development
 - Conducted market analysis and customer segmentation to identify target clients for an international retail bank's core products
- *Product positioning for an oil & gas client:*
 - Improved proprietary credit card offering for an oil & gas client, increasing transaction volumes by ~20%; leveraged market research on peers, innovative products in other industries and payment trends, and analyses of client's portfolio
 - Formulated a go-to-market strategy and a roadmap for transitioning customers of existing offering to new value proposition – expected to provide an incremental uplift of ~5% in transaction volume
- *Stakeholder management, operations strategy, & data analytics for a government client:*
 - Analyzed historical nationwide individual-level data to identify fraud behavior patterns by population segments and developed algorithm for detecting future anomalies, generating ~\$25-45BN in fraud loss savings and / or additional revenue per year
 - Managed collaboration between cross-functional senior leadership to communicate and implement changes
- *Leadership and teamwork:* Led teams of 3 – 5 consultants on client projects; mentored 3 junior consultants

WORLD ECONOMIC FORUM

New York, NY

Project Manager (Selected for 9-month secondment)

Jun 2014 – Apr 2015

- Drove initiative which identified 10 overarching policy recommendations on how emerging markets can accelerate the development of local capital markets, resulting in publication of report ([link](#)) in advance of the Annual Meeting at Davos

CITIGROUP

Hong Kong

Investment Banking Summer Analyst, Healthcare group

Summer 2009

- Conducted due diligence on biopharmas in E. Asia and identified five potential acquisition targets for multi-national pharma firm

NORTHWESTERN UNIVERSITY / REHABILITATION INSTITUTE OF CHICAGO

Chicago, IL

Research Intern – Brain Machine Interface for Stroke Rehabilitation

Summer 2008

ADDITIONAL INFORMATION

- **Languages:** Native speaker of English and Cantonese, Conversational in French, Spanish, and Mandarin
- **Software / Programming skills:** Adobe Creative Suite, VBA, SAS, SQL, Front-end web development: HTML5, CSS, Java
- **Interests:** Long-distance running (ran two half-marathons), scuba diving, DIY home decoration/art projects, photography
- **Other activities:** Evaluated applications for DreamIt Accelerator 2017 program; Volunteered with City Harvest (2013-2015)