

Resume Packet

NO.	STUDENT	GRAD DATE
1	Casey, Christine	May 2017
2	Celata, Elizabeth	May 2017
3	Damania, Siddharth	Aug 2017
4	Dashputre, Vikram	May 2017
5	Fennell, Kevin	May 2017
6	Fiore, Jeffrey	May 2017
7	Han, Jason	Aug 2017
8	Holler, Brandon	May 2017
9	Jain, Shubhra	Aug 2017
10	Jha, Kamika	May 2017
11	Kapur, Gyan	May 2017
12	Katz, Matthew	May 2017
13	Klein, Michael	May 2017
14	Klestadt, Andrea	Aug 2017
15	Mahadevia, Ravi	May 2017
16	Mishkin, David	May 2017
17	Moreno, Marcus	May 2017
18	Prendergast, Margot	May 2017
19	Rahman, Michael	May 2017
20	Roy, Riddhi	May 2017
21	Sillah, Barthalomew	May 2017
22	Stein, George	May 2017
23	Ye, Youran	Aug 2017

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

Washington, DC
2010-2013

Senior Analyst, Research and Insights

- 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

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

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)

JEFFREY FIORE

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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

- President of Digital Health Club, President of Public Speaking Club
- Co-chair for Wharton Health Care Business Conference organizing content for largest student run health care conference

WASHINGTON UNIVERSITY IN ST. LOUIS, COLLEGE OF ARTS AND SCIENCES

St. Louis, MO

Bachelor of Arts, Majors in Economics and Psychology: GPA 3.71/4.00

2006 – 2010

- Member of Varsity and Club Soccer teams and NCAA tournament participant
- VP of Finance and Risk Management for Sigma Phi Epsilon, Research Assistant in Personality and Psychology Lab

EXPERIENCE

TELADOC

Purchase, NY

MBA Intern, Corporate Strategy and Product Management

2016

- Led market research, partnership strategy, and product design for offering set to launch in \$32B physical therapy market
- Analyzed the health system telehealth market and recommended strategic position and integration strategy relative to electronic health record (EHR) vendors for Teladoc's provider platform

ERNST & YOUNG

New York, NY

Senior Consultant

2014 – 2015

Staff Consultant

2013 – 2014

- Advised health systems generating over \$1 billion in annual revenue in revenue cycle operations and IT optimization
- Co-led business development team to improve EY's offerings supporting Epic Systems by establishing a vendor relationship and developing an assessment approach, resulting in over \$10 million in new contracts
- Determined topics, performed research, and wrote material for EY articles in national healthcare publications

Select Project Experience

- Mayo Clinic, Revenue Cycle Modernization Project:
 - Helped create business plan to modernize Mayo Clinic's technology systems and associated business processes as part of client's long-term revenue cycle vision
 - Executed detailed EHR vendor selection to compare capabilities and fit with organization's long-term goals
- University of Virginia Health System, Pre-Arrival Unit Implementation:
 - Advised and managed client team of over 20 managers and supervisors in year-long project to consolidate pre-service hospital functions resulting in successful launch of the unit and new work for EY in excess of \$2 million

EPIC SYSTEMS CORPORATION

Verona, WI

Manager of Implementation Services

2012 – 2013

Coordinator of Implementation Services

2010 – 2012

- Oversaw multi-million dollar implementations of Epic's billing application for up to four customers simultaneously
- Directed internal team in preparing best-practice recommendations and setting direction for future application development
- Founded and led education and mentoring program for new hires to increase employee retention and satisfaction

Select Project Experience

- The Ohio State University Wexner Medical Center:
 - Managed three client managers and supervisors on successful claims implementation for client generating over \$1 billion in annual revenue after former coordinator left firm mid-way through implementation
- Froedtert Health System:
 - Managed 2-year implementation and advised hospital billing office post-implementation to eliminate bottlenecks and develop revenue cycle optimization plan resulting in key performance statistics in top 10% of Epic customers

ADDITIONAL INFORMATION

- **Interests:** Soccer, Running, Beach Volleyball, Boxing, Lakers
- **Community Service:** Director of NYC College Map mentoring program, Captain for ADA Tour De Cure bicycle team

JASON HAN

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Healthcare Management Program

Philadelphia, PA
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

Bachelor of Science in Economics; Major in Finance

Bachelor of Science in Chemistry ; Life Sciences and Management Program

Philadelphia, PA
2006-2010

COLUMBIA UNIVERSITY

Healthcare Informatics Certificate Program

New York, NY
2012

EXPERIENCE

CLOVER HEALTH

New Markets MBA Intern

Jersey City, NJ
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

Southeast Asia Growth MBA Intern

Singapore
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

Manager, Project Leader

New York, NY
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

Analyst

New York, NY
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

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.
- Redesignated 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

KAMIKA JHA

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

Master of Business Administration Candidate; Majors in Business Analytics and Finance

2015-2017

- GMAT: 750 (98th percentile); Wharton India MBA Fellowship for outstanding academic & professional accomplishments
- Director's List (Top 10% of academic performers), First Year Honors
- Wharton Women in Business, Dance Studio; mentor to incoming first-year students as part of Student Life Fellow Program

NANYANG TECHNOLOGICAL UNIVERSITY

Singapore

Bachelor of Arts (Honors) in Economics

2007-2011

- GPA: 4.46 / 5.0; Recipient of President's Research Scholarship recognizing top 5% of academic performers; Dean's List
- Semi-finalist at World's Universities Peace Invitational Debating Championship 2010, competing against top 30 university debate teams worldwide. Participated in global debate tournaments in Turkey, Malaysia, Bangladesh and Thailand

EXPERIENCE

EVERCORE

New York, NY

Summer Associate – Mergers and Acquisitions; Healthcare, Technology, Power & Utilities

Summer 2016

- *\$6B Power & Utilities acquisition:* Created and edited a 50-page transaction memo for client; assisted in development of valuation model; spread comparable companies for financial versus operating leverage analysis
- *\$900M Semiconductor Board presentation:* Worked directly with CFO to understand business model and history; developed board presentation on strategic alternatives including sale, IPO, spin-off of division and potential acquisitions
- *\$300M Pharma IPO:* Advised and managed process for potential IPO financing
- *Med-tech pitch:* Prepared dual-track pitch book for medical devices company, including industry overview, public comparables and precedent transaction analyses, and analysis of potential buyers

BANK JULIUS BAER

Singapore

Associate Manager – Structured Credit; South East Asia & Middle East

2013-2015

- Promoted to Associate Manager 1 year ahead of peers
- Structured credit solutions including small & medium enterprise, project finance, asset-backed and commercial real estate loans, resulting in growth in loan book by \$460M and AUM by \$1B in 10 months
- Supervised 2 analysts to surpass 1-year structured loan book growth target within 6 months; best performing team in Asia
- Negotiated approval terms, legal documentation, pricing and exit strategies with teams in Legal, Risk Management, Operations and Sales functions to close transactions in 2 new jurisdictions
- Delivered client presentations and prepared high-quality credit analysis to support transactions

MERRILL LYNCH INTERNATIONAL WEALTH MANAGEMENT

Singapore

Analyst – Structured Credit; South East Asia

2011-2013

- Oversaw migration of \$1B in loans (out of \$5B Asia book) after sale of the Wealth Management unit to Bank Julius Baer
- Coordinated cross-organization teams to ensure timely migration of 98% of loan book after analyzing gaps in credit offering between the 2 companies, resulting in highest transfer rate among peers
- Identified opportunity to increase spread on a credit product resulting in 16% improvement in profit margin
- Developed a marketing campaign and an investment tool to grow credit utilization resulting in loan book growth of \$210M (7%); campaign was subsequently implemented in 6 other locations following initial success

DEUTSCHE BANK

Singapore

Summer Analyst – Portfolio Management

2010

- Analyzed key investment themes in South Korean and Japanese equities and made investment recommendations, 75% of which were implemented; authored research commentary and talking points on Asia equity products for Sales teams

ADDITIONAL INFORMATION

- **Certifications:** Chartered Financial Analyst (CFA) candidate pending receipt of Charter (passed all 3 levels on first attempt)
- **Community Leadership Position:** Head of Volunteer Management and Training (2013-2015) at Aidha, a leading Singapore Non-Profit Organization for mentorship of women Foreign Domestic workers
 - Led a team of 14 to manage training and recruitment of up to 50 new volunteers every month
- **Interests:** Geo-politics enthusiast, follower of local stand-up comedy circuits, experimental baker, rookie trekker/adventurer

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.

COLUMBIA UNIVERSITY

New York, NY

2005-2009

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.

MICHAEL P. KLEIN

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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

- GMAT 750. Awarded William and Patricia Jewett MBA Fellowship.
- Member of winning team in annual, class-wide “Big Idea” innovation contest; awarded \$2K group prize.
- Leadership roles in Health Care, Ice Hockey, Coffee clubs; active member of Finance, Digital Health, Technology clubs.

DAVID GEFFEN SCHOOL OF MEDICINE AT UCLA

Los Angeles, CA

Medical Doctor Candidate

2012-2018

- Received highest “Outstanding” evaluation rating on 6 of 8 clinical rotations across the clinical year.
- Nominated by Deans as student representative to the North American medical school accrediting body (LCME).
- Oversaw program development, speaker selection, and production of 18th Annual UCLA Healthcare Symposium with \$22K fundraising, 200+ attendees; led team of 5 co-Directors, reported directly to UCLA Health System COO.

POMONA COLLEGE

Claremont, CA

Bachelor of Arts; Major in Molecular Biology, Minor in Mathematical Economics

2006-2010

- GPA 3.74/4.00; completed 3-year experimental science research thesis, outside summer research on gene therapy.
- Honors: Mortar Board, National Society of Collegiate Scholars, 3-time Pomona College Scholar.

EXPERIENCE

GOLDMAN, SACHS & CO.

San Francisco, CA

Summer Associate, Investment Banking Division

Summer 2016

- Supported 3 healthcare teams in sell-side, buy-side, and IPO processes; recognized for significant contributions to materials and messaging development. Conducted diabetes devices review, profiled 25+ companies shared with private equity client.
- Identified and detailed 8 comparable, precedent financing agreements based on operating and financial characteristics, modeled pro forma leverage scenarios, and performed operating expense analyses shared with CFO and board of \$2B firm.
- Conducted due diligence on lithium ion battery manufacturer; performed financial modeling in support of sell-side process.

DELOITTE CONSULTING

Los Angeles, CA

Business Analyst, Strategy & Operations

2010-2012

- Received highest performance rating on 7 of 9 engagements across healthcare, technology, consumer and industrial products.
Select Client Experiences:
- **Client Engagement Pricing and Profitability Center at Deloitte Consulting, LLP**
Presented scenario-based, profitability-focused international staffing and revenue stream recommendations to partners for 25+ high value (\$5-\$75M) pursuits as part of handpicked national pricing and financial modeling team.
- **Surgical Services Operations Assessment at a 10-Hospital National Health System**
Created industry-specific analyses for identification of \$25M in annual savings across 100K procedures in 18 surgical departments; projected profitability of 123 surgical service lines based on historical performance and market review.
- **Electronic Medical Record Vendor Selection at 2-Hospital West Coast Health System**
Managed 3 new-hire employees, interfaced directly with health system IT leadership, developed medical staff-facing surveys and interpreted results of 1,000+ responses leading to selection of \$300M health record system.
- **Healthcare Service Line Strategy Development at International Foodservices and Facilities Management Company**
Performed in-depth market research and competitor profiling, interviewed target customer executives and industry experts, leveraged prior healthcare work to identify market trends and assist in team development of growth strategies.

ADDITIONAL INFORMATION

- **Leadership & Community:** Co-led 2011 Deloitte Claremont Colleges recruiting; co-led 2 Deloitte LA volunteer events focused on at-risk, inner city students; coordinated 20 UCLA hospital volunteers for 80 weekly volunteer hours for 2 years.
- **Interests:** Recreation ice hockey, internet technologies and open source software, amateur programming and electrical engineering, homebrewed beer, South American and African coffees, yoga.

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

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

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

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.

RIDDHI ROY

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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

- Member of Healthcare Club, Healthcare Conference Marketing Committee, Global Healthcare Volunteers, and WAAAM
- Recipient of Kaiser Fellowship

CARNEGIE MELLON UNIVERSITY

Pittsburgh, PA

B.S., M.S., Joint Degree in Chemistry; Minor in Business Administration

2006-2010

- Graduated with University Honors; Overall GPA: 3.73, Business Administration GPA: 4.0
- Inventor on patent application for process to enable reuse of catalyst, and contributing author on paper published in JACS
- Awards: Society of Analytical Chemists of Pittsburgh College Chemistry Award, ACS Analytical Chemistry Award

EXPERIENCE

GENENTECH, INC

South San Francisco, CA

MBA Intern in Pricing, Contracting, and Distribution for Infused Products

Summer 2016

- Developed recommendations around how to treat specialty drug distribution centers, pre- and post-biosimilar launch
- Supported biosimilar hospital contracting assessment focused on better understanding academic cancer center behavior

DELOITTE CONSULTING LLP

Pittsburgh, PA

Consultant in Strategy and Operations practice focused on Life Sciences and Healthcare

2011-2015

Representative client experience:

- Loss of Exclusivity (LOE) Strategy for Global Pharmaceutical Firm: Assessed market dynamics and developed marketing strategy and tactics for two blockbuster drugs to maximize value prior to generic launch and preserve revenue post-LOE
- Digital Marketing Campaign for Pharmaceutical Company: Analyzed data from first phase of personalized marketing campaign targeted at HCPs. Created dashboard mockup for reporting key outcomes to executive level clients
- Document Management for Global Pharmaceutical Company: Developed complex manual migration and cleanup processes for 2,000,000+ clinical study documents to reduce regulatory risk. Implemented processes by leading training sessions and coordinating external migration teams in China, UK, and US. Coached summer intern and onboarded multiple team members
- Benchmarking Assessment for Large Provider Network: Built complex model for cost and FTE benchmarking of 40 overhead functions to find \$250M+ in savings. Ensured quality of team output and streamlined benchmarking processes
- Project Management for National Health Plan Company: Designed Value Creation Prioritization Framework to analyze the value / risk score for 500 projects. Performed financial analyses and created an estimation model for a \$49M change order
- R&D Benchmarking Assessment for Global Pharmaceutical Company: Conducted interviews with peer companies to benchmark client R&D spend for five functions. Synthesized findings to inform annual financial planning process
- Launch Strategy for Global Pharmaceutical Company: Coordinated relaunch activities for two acquired assets. Conducted strategy workshop for therapeutic area leadership to determine long term portfolio strategy
- Market Access Value Proposition Development for Pharmaceutical Company: Conducted interviews and assessed existing brand market access materials to develop enterprise and therapeutic area value proposition materials

Office and Thought Leadership:

- CMU Recruiting Diversity Lead and Team Captain, Training & Development and Deployment & Retention Office Lead
- R&D Innovation White Paper, Handbook of Medical Device Regulatory Affairs in Asia, Medicare Webinar, proposals

QUALITY OF LIFE TECHNOLOGY FOUNDRY

Pittsburgh, PA

Innovation Intern / Foundry Associate for Startup Incubator

2010-2011

- Developed and presented business plans to investors for research enabling people with disabilities to live independently
- Organized company booth at Consumer Electronics Show and logistics for 20 team members, managed \$100K budget, attracted media coverage from ABC, CBS, The Guardian, and made connections to future investors
- Managed summer interns, provided guidance on their projects, and supported Annual Report analysis and development

ADDITIONAL INFORMATION

- **Interests:** Running half marathons, cooking (stuffed Cornish hens are a specialty), travel with friends (Malta, Cambodia)
- **Languages:** Basic knowledge of Mandarin, Bengali, French, and German

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 Misérables, 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

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