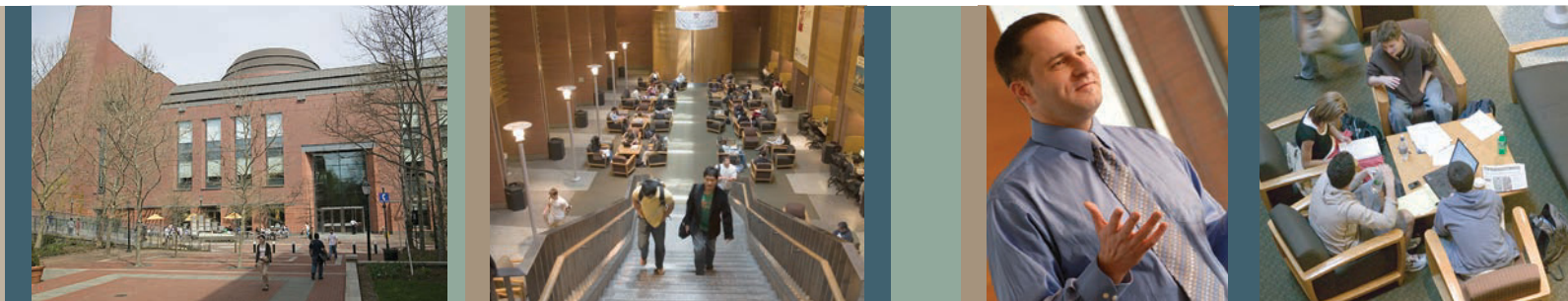


Wharton



MBA Program in
Health Care Management

2019
RESUME
BOOK

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Thank you for your interest in the Wharton MBA Program in Health Care Management. For further information, resumes, and appointments, contact:

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For information on the Wharton Health
Care Management Alumni Association, visit
www.whartonhealthcare.org

For detailed information on the Health Care
Management Department educational programs, visit
<http://mba.wharton.upenn.edu/healthcare/>

2019 Health Care Management



MBA Graduates

The University of Pennsylvania was founded by Benjamin Franklin in 1740. Although the University carries the name of the Commonwealth, it is not a state university but an independent, private, nonsectarian institution. As one of the country's earliest educational institutions, it has consistently initiated advances in teaching and research and has steadily generated specialized fields of higher education. Penn, as the University is commonly known, was the first American university to form departments of botany, hygiene and public health, surgical research, and research medicine. The University School of Medicine, formed in 1765, was the first in North America, as was the teaching hospital founded in 1874. The world's first psychological clinic was opened at Penn in 1896.

The Wharton School, in the same spirit of innovation and excellence, was the world's first collegiate school of business and management. Founded in 1881 with a gift from Joseph Wharton, the Philadelphia industrialist and philanthropist, the Wharton School undertook the pioneer steps in elevating training for business significantly above its previous level as noncollegiate commercial education. In 1921, the formation of the Graduate Program signaled the advancement of business administration at Wharton to the highest levels of professional education.

Today, the Wharton School has more than 270 faculty members teaching in both the graduate and undergraduate divisions and conducting a continually expanding volume of research. The 1,700 students in the master's degree program may choose from among more than 200 courses and over 18 majors and concentrations, a variety reflecting the fact that the Wharton education complements the career goals of the individual.

This brochure is provided to introduce you to the 2019 Wharton Health Care Management Program graduates.

We encourage you to consider these individuals for employment.



Program Description

The Graduate Program in Health Care Management is a full-time 2-year MBA curriculum offered by the Health Care Management Department of the Wharton School. The program, the principal educational effort at the Leonard Davis Institute of Health Economics, is designed to provide managerial and technical expertise to students interested in the health care management field. By combining the skills of the Wharton disciplines with sensitivity to the needs of health care providers and recipients, the Wharton MBA health care graduate can effectively manage the delivery of health services and products at all levels.

The Program has produced graduates who have chosen careers in hospitals and other medical institutions, pharmaceutical, biotechnology and medical device companies, financial services, entrepreneurial ventures, consulting firms, insurance firms, private health industry, and federal, state, and local government. Many of these MBA graduates now hold positions as chief executive officers, directors, and other key decision makers in health care organizations.

The Leonard Davis Institute of Health Economics (LDI) is an interdisciplinary center for research and education in the organization, financing, and delivery of health care. Through LDI, University of Pennsylvania faculty and staff work together on issues concerning health policy, health insurance, managed care, hospitals, corporations, pharmaceutical companies, and other health-related organizations. Established in 1967, the Institute appropriately bears the name of the late Leonard Davis, one of the foremost innovators in private health insurance in the United States. He was the founder of Colonial Penn Group, Inc., a company that has pioneered in insurance for older Americans. Both Mr. Davis and Mrs. Sophie Davis were generous benefactors to the University of Pennsylvania, contributing basic support for the activities of the Leonard Davis Institute.

Curriculum

The Wharton Management Core

All students are required to complete the Wharton Management Core. The Wharton School's core curriculum is designed to increase crossfunctional integration, extend global experience, strengthen leadership training, and introduce new courses on key management issues. The core curriculum provides groundwork in basic management disciplines: economics, finance, financial and cost accounting, management science, managing people and organizational design, marketing, operations management, the governmental and legal environment of business, statistics, and strategy.

Fixed Core:

- Leadership: Foundations of Teamwork and Leadership
- Marketing: Marketing Management
- Microeconomics: Microeconomic Foundation
- Economics: Advanced Topics in Managerial Economics
- Statistics: Regression Analysis for Managers
- Management Communication: Speaking and Writing

Flexible Core:

Operations, Information, and Decisions

- Quality and Productivity
- Business Analytics
- Information Technology and Business Transformation
- Innovation
- Operations Strategy

Marketing

- Dynamic Marketing Strategy
- Strategic Marketing Simulations

Communications

- Advanced Persuasive Speaking
- Communications Challenges for Entrepreneurs

Accounting

- Financial Accounting
- Accelerated Financial Accounting
- Financial and Managerial Accounting

Corporate Finance

- Corporate Finance
- Accelerated Corporate Finance
- Introduction to Corporate Finance

Macroeconomics

- Macroeconomics
- Introduction to Macroeconomics

Management

- Managing the Established Enterprise
- Managing the Emerging Enterprise

Legal Studies & Business Ethics

- Responsibility in Global Management
- Responsibility in Business

International Programs:

Global Modular Courses: Short full-credit courses in an intensive workshop format in a country relevant to the topic.

Global Immersion Program (GIP):

A high-level survey of the economic, cultural, and geopolitical drivers behind regions integral to the global economy. Students then experience it in-country.

The Health Care Major Courses and Electives:

These courses promote an understanding of concepts, institutions, and issues involved in the organization, financing, and delivery of health services and products in the United States. Health care electives are selected consistent with individual career objectives and interests.

Required

- Health Services System
- Health Care Field Application Project

Electives

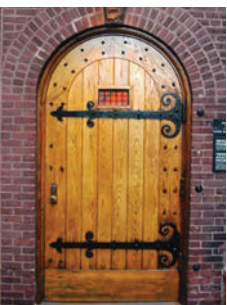
- Comparative Health Care Systems
- E-Health: Business Models and Impact
- Financial Management of Health Institutions
- Healthcare Data & Analytics
- Health Care Entrepreneurship
- Health Care Reform and the Future of the American Health System
- Health Care Services Delivery: A Managerial Economic Approach
- Managed Care and the Industrial Organization of Health Care
- Management & Economics of Pharmaceutical, Biotechnology, & Medical Device Industries
- Management and Strategy in Medical Devices and Technology
- Management of Health Care for the Elderly
- Management of Health Care Service Businesses
- Managing Health Care Organizations
- Private Sector Development in Global Health Development
- Advanced Study Project

The Health Care Summer Internship

The internship is a 3-month management experience that provides the health care major an opportunity to work with a senior executive in an organization of particular interest to the student.

MBA Electives

Opportunities are available for the health care major to pursue a second concentration in fields such as entrepreneurship, marketing, finance, or operations, or to pursue specialized knowledge in areas such as health care financing or within specialized segments of the health care industry including managed care organizations, hospitals, pharmaceutical and biotechnology companies, medical device companies, specialty services organizations, and long term care organizations. Graduate courses are available throughout the University.





Timothy M. Abbot

timothy.abbot.wg19@wharton.upenn.edu
Dartmouth College, Hanover, NH
B.A., Cum Laude, Chemistry, 2012

An opportunity to invest in, build and direct leading healthcare services companies.

Zenyth Partners, Great Neck, NY

Summer Vice President, Summer/Fall 2018
Evaluated behavioral health, specialty physician and ambulatory care investment opportunities for middle-market healthcare services private equity firm. Developed and presented in-depth investment thesis for future platform. Drove deal process for potential platform acquisition, including developing the financial model, spearheading the due diligence process and presenting findings to the investment committee. Independently sourced investment opportunity through direct outreach and 1:1 meeting with founder. Managed undergraduate intern.

Ventus Health Investors, Philadelphia, PA

MBA Intern, Winter/Spring 2018
Worked directly with managing partner of small, healthcare-focused investment firm to develop investment theses and source/evaluate investment opportunities. Drove due diligence process supporting the acquisition and integration of 2 multi-site autism services providers.

Oliver Wyman, New York, NY

Engagement Manager, 2016-2017
Associate, 2014-2016
Senior Consultant, 2013-2014
Consultant, 2012-2013

Led teams of consultants on 15+ strategy engagements for healthcare services and private equity clients. Primary focus areas included market/competitive due diligence, turn-arounds, growth, and business development. Focused exclusively on healthcare services projects, in particular government programs (Medicare and Medicaid).



Shivani Amar

shivani.amar.wg19@wharton.upenn.edu
Yale University, New Haven, CT
B.A., Economics, 2012

An opportunity to lead operations and strategy in a healthcare organization that aims to improve access to care while lowering healthcare costs.

DaVita, Denver, CO

Redwoods Associate, Summer 2018
Developed and launched a branding survey to better understand perspectives across 3 key audiences. Created a brand strategy framework with accompanying scorecards to help organization approach branding in a more structured and data-driven way. Presented recommendations on branding to senior management.

Stanford Health Care, Stanford, CA

Project Manager, 2015-2017
Led pilot of a new primary care model in a clinic. Trained staff on new processes and helped manage the cultural change. Collaborated with clinical team, facilities, IT, and marketing to bring model to fruition. Led process improvement project in the Women's Cancer Center to improve efficiency and reduce patient wait times.

Bain and Company, San Francisco, CA

Senior Associate Consultant, 2014-2015
Associate Consultant, 2012-2014
Advised \$1B+ clients from several industries on strategic and operational issues; led analysis that informed key business decisions such as new market entry, strategic partnerships, M&A, and revised pricing.



Harry A. J. Barber, M.D.

harry.barber.wg19@wharton.upenn.edu
University College London, UK
B.Sc., Medical Science with Psychology, 2012
M.B.B.S., (Medical Degree) 2015

An opportunity to improve the lives of other people through healthcare.

Boston Consulting Group, Boston, MA

Summer Consultant, Summer 2017
Advised global pharmaceutical on clinical trial strategy to accelerate go-to-market timeline. Worked in conjunction with geo-analytics team (BCG Gamma) and digital investment and incubation team (BCG Digital Ventures) to recruit hospitals and patients to trial in 1/3 of industry average timeline. Facilitated post-merger integration of nascent biotech into large pharmaceutical company.

North Central London Hospitals, London, UK

Resident Physician, Internal Medicine 2015-2017
Completed 6 rotations across 2 years as part of UK medical foundation training program. Rotations included: General Surgery, Orthopedic Surgery, Breast Surgery, Internal Medicine, Family Practice, and Psychiatry. Awarded North London Quality Improvement Prize for implementing Japanese Lean Management in clinical setting. Published a number of papers in international peer-reviewed journals in subjects ranging from Cardiology to Cyber-security in a hospital setting.



Pranay Bhatia

pranay.bhatia.wg19@wharton.upenn.edu
Indian Institute of Technology Bombay,
Mumbai, India
B.Tech, Computer Science, 2011

An opportunity to harness the power of emerging health technologies to increase access to patient care.

Google Inc., Mountain View, CA

Product Manager, Summer 2018

Developed product strategy for Google Ads Attribution (GAA). Identified opportunities with \$1B+ revenue impact, influenced leadership to invest engineering and design resources, and secured formal approval for product requirements. Led innovative partnerships with data science and other teams to achieve >\$500M+ revenue impact.

Swasth Foundation, Mumbai, India

Head of Product, 2014-2017

Led a team of developers at Swasth (social enterprise operating tech-enabled healthcare centers), to build and launch health IT platform. Owned full product lifecycle, secured first \$100K in revenue from external clients and increased end user productivity by 30%. Led strategic pivot to focus on chronic disease and dental services, successfully raised \$3M in grant capital, and transformed operating financial loss to breakeven.

McKinsey & Company, Mumbai, India

Business Analyst, 2011-2014

Led process transformation of new drug launches for an Indian pharmaceutical company and secured \$100M+ revenue. Formulated Indian healthcare investment strategy for an international development institution, which was adopted by the institution. Achieved supply chain cost reductions worth \$45Mn for an Indian pharmaceutical multi-national company.



Jossie A. Carreras Tartak

jossie.carreras.tartak.wg19@wharton.upenn.edu
New York University, New York, NY
B.S., Summa Cum Laude, Marketing, 2013
Perelman School of Medicine at the University of Pennsylvania
M.D. Candidate, 2019

An opportunity to leverage my clinical and managerial skills to improve access to healthcare in underserved populations.

Triple S (Blue Cross Blue Shield of Puerto Rico), San Juan, PR

Summer Consultant, Summer 2018

Developed standard operating procedures, training materials, and analytical tools for a clinical liaisons program to reduce medical utilization in patients with chronic conditions. Evaluated current reverse colocation model for behavioral health service provision as part of a \$40M MBHO contract. Implemented an after visit summary at Triple S clinics to improve continuity of care and compliance with meaningful use requirements.

Kaplan, Inc., San Juan, PR and Philadelphia, PA

Faculty Member, 2013-2016

Taught MCAT preparation courses, tailoring the material when appropriate for each student group. Was consistently eligible for wage raises based on positive student reviews of my course. Provided individual counseling on the medical school application process.

Castleman Disease Collaborative Network, Philadelphia, PA

Research Associate of Inflammatory Pathways, 2015

Analyzed data from a preliminary proteomics study of plasma samples from idiopathic multicentric Castleman disease (iMCD) patients, which led to a \$23K follow-up study. Designed an exploratory flow cytometry experiment aimed at characterizing the myeloid and lymphoid cell populations present during active iMCD disease and during remission, which led to a \$25K flow cytometry follow-up study.



Ariana Chehrazi

ariana.chehrazi.wg19@wharton.upenn.edu
Massachusetts Institute of Technology,
Cambridge, MA
B.S., Biology, 2012

An opportunity to leverage analytics to inform strategies and operational improvements that transform how patients receive health care.

Independence Blue Cross, Philadelphia, PA

Medical Cost Transformation Intern, Summer 2018

Sourced, valued, and built business case for utilization management and payment optimization opportunities to decrease medical cost, by ensuring care delivery in most cost-effective setting, reducing unwarranted variation, abuse, and waste. Contributed to team savings goal of \$220M by identifying \$1M audit opportunity of outlier providers and \$4.5M readmissions-related overpayment. Partnered with Analytics department to operationalize forecasting tool to predict uptake and cost of new drugs and medical technology.

Optum Analytics, Boston, MA

Senior Client Implementation Manager, 2015-2017

Directed \$14M+ of technical implementations requiring coordination of workflow between 5+ internal teams, customization of application features, and validation of data. Managed executive-level client partnerships and mitigated at-risk client relationships, as necessary. Mined client data for actionable and cost-saving insights and presented opportunities to senior leadership.

Putnam Associates, Boston, MA

Senior Associate Consultant, 2012-2015

Advised leading global biotech and pharmaceutical clients on growth, portfolio management, and pricing/reimbursement strategies in both domestic and international markets. Managed teams of 2-4 analysts, planned and executed 60-person drug launch workshop, and performed research.



Chase Culbertson

chase.culbertson.wg19@wharton.upenn.edu
Davidson College, Davidson, NC
B.A., History, 2012

An opportunity to identify and build successful healthcare businesses through a private equity investing role.

Perimeter Healthcare, Atlanta, GA

Summer MBA Associate, Summer 2018

Enhanced the company's referral and census tracking system and trained 3 hospital staffs in the system input and reporting. Authored company-wide manual for newly implemented financial and operating reporting system. Managed pipeline and coordinated diligence on behavioral health targets representing \$10M in EBITDA.

Sheridan Capital Partners, Chicago, IL

Associate, Private Equity, 2014-2017

Evaluated leveraged buyouts and growth equity investments across the healthcare and consumer products and services industries for a middle market private equity fund with \$450M of committed capital. Coordinated numerous due diligence streams, managed debt financing processes, and participated in negotiations of purchase agreements, debt documents, employment agreements, appreciation rights agreements, and other transaction related documents. Completed 3 platform investments, including 2 specialty practice management companies and 12 related add-ons.

Piper Jaffray & Co., Charlotte, NC

Analyst, Investment Banking, 2012-2014

Executed sell-side M&A transactions and provided strategic advisory services for PE-backed middle market companies. Co-authored confidential information memoranda and performed valuation analyses using LBO and DCF models, comparable public company analyses, and transaction analyses.



Serena Dasani

serena.dasani.wg19@wharton.upenn.edu
Columbia University, New York, NY
B.A., Neuroscience & Behavior, 2013
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2019

An opportunity to combine my clinical insights with business acumen to improve health care delivery globally.

L.E.K. Consulting, Boston, MA

Summer Consultant, Summer 2018

Evaluated and compiled an analysis of the 2018 United States healthcare system including deep dives on the payer, continuum of care, pharmaceutical, medical device, and healthcare IT landscapes. Presented to C-suite private equity investors to help them better understand addressable segments within the United States and Japanese healthcare verticals.

Center for Surgery and Health Economics, Philadelphia, PA

Research Associate, 2014-2017

Conducted patient-centered outcomes research on resident involvement in surgical operations in the intensive care unit, culminating in presentations and publications. Designed and performed data analyses utilizing statistical software to substantiate hypotheses regarding uncommon operations and patient outcomes.

International Institute of Education, Pangkalpinang, Indonesia

Fulbright Scholar, 2013-2014

Taught English, critical reasoning, and dance to 150 high school students at the SMAN1 public high school in Pangkalpinang. Created educational resources for local community members regarding the diagnosis and treatment of women's health issues. Produced and edited a health manual for future Fulbright scholars in Indonesia.



Jessica P. Dong

jessica.dong.wg19@wharton.upenn.edu
Dartmouth College, Hanover, NH
B.A., Summa Cum Laude, Biology, 2012
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2019

An opportunity to bridge clinicians and health care innovators to transform delivery systems.

Cityblock Health, New York, NY

Clinical Operations Fellow, Summer 2018

Prepared for Cityblock's first clinic go-live by building clinical decision making aids and operationalizing workflows for community health workers. Coordinated clinical operations, data science, and product engineering teams to ensure software development for novel care management technology met clinical goals and national quality aims.

University of California San Francisco Center for Digital Health Innovation, San Francisco, CA

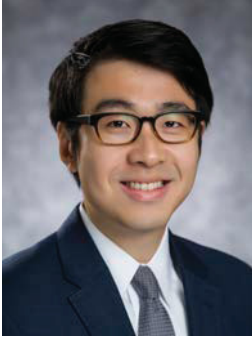
Summer Fellow, Summer 2015

Designed and implemented new decision-making tool for hospital IT communications department to curate messages to physicians about software updates. Reduced extraneous communication by 74%. Conducted pilot testing in development of a clinical team-based digital communication platform.

Close Concerns, San Francisco, CA

Head, Basic and Clinical Science (2013-2014), Associate (2012-2013) Chief Technology Officer (2012-2014)

Synthesized trends in clinical research and commercialization of diabetes and obesity therapeutics by attending global scientific and health care business conferences, monitoring scientific journals, and analyzing manufacturers' financial statements; summarized findings into digestible reports for various stakeholders: manufacturers, researchers, clinicians, policymakers, patients. Managed contractor team to build, test, and roll out new web-based publishing portal.



Yi Dong

yi.dong.wg19@wharton.upenn.edu
Emory University Goizueta Business School,
Atlanta, GA
B.B.A., Cum Laude, Finance, 2011

An opportunity to help (as an adviser or investor) innovative healthcare organizations bring positive changes to broader communities and create transformative impacts on a greater scale.

Springs Capital, Beijing, China

Summer Investment Manager, Summer 2018

Conducted fundamental equity research and investment due diligence for the largest hedge fund in China (\$10B AUM in A-Share). Covered TMT sector, performed proprietary analysis, and generated investment recommendations that resulted in portfolio changes.

Snow Lake Capital, Hong Kong, China

*Summer Investment Associate,
Summer 2018*

Initiated coverage on an internet health company that went IPO in May 2018. Built financial models and conducted fundamental research to provide investment opinions.

McKinsey & Company, New York, NY

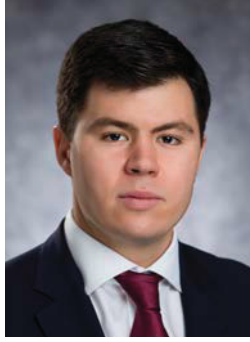
*Specialist, 2016-2017
Senior Business Analyst, 2015-2016
Solutions Analyst, 2012-2015*

Advised state governments on health care reform through the development of value-based payment models. Helped payers and providers build strategic insights with implementation actions to crystalize improvement opportunities, refine analytical capabilities, and shape organizational decision-making. Developed analytical toolkits to recognize cost patterns, identify performance drivers, and evaluate program effectiveness.

Verisk Analytics, White Plains, NY

Business Analyst, 2011-2012

Advised financial institutions and payment technology companies on growth strategy, product development, competitive analyses, and benchmarking studies.



John B. Eppler

john.eppler.wg19@wharton.upenn.edu
University of Michigan, Ann Arbor, MI
B.A., Economics, 2013

An opportunity to help build and invest in innovative healthcare companies.

Lee Equity Partners, New York, NY

Private Equity MBA Intern, Summer 2018

Evaluated potential investments in various healthcare services sub-sectors including autism services, healthcare linen rental services, and medication assisted therapy for opioid addiction. Oversaw all aspects of due diligence; managed third party advisors and junior team members. Received an offer to return full-time as a Vice President.

American Capital Equity (now Northlane Capital Partners), Bethesda, MD

Private Equity Associate, 2015-2017

Member of 10-person team managing a \$1B private equity fund. Performed all facets of investment evaluation: thesis generation, sourcing, due diligence, valuation, and documentation. Executed 3 transactions resulting in over \$100M of equity deployed in the healthcare and technology-enabled services verticals. Oversaw 3 portfolio companies, including one of the nation's largest dental services organizations (Affordable Care), and partnered with management teams to implement key strategic initiatives.

Jefferies LLC, New York, NY

*Investment Banking Analyst,
Mergers & Acquisitions, 2013-2015*

Executed 7 M&A transactions (buy-side, sell-side, and fairness opinions) representing over \$2.8B in transaction value. Focused on healthcare and technology-enabled services with transaction experience including multi-site physical therapy (Athletico), hospice care (SouthernCare), and health and safety analytics software (Appriss).



Roe Farber, M.D.

roee.farber.wg19@wharton.upenn.edu
Ben Gurion University, Be'er Sheba, Israel
B.A., Medical Sciences, 2011
Doctor of Medicine (M.D.), 2015
Technion Israel Institute of Technology
M.E., Biomedical Engineering, 2016

An opportunity to invest in and contribute to development of innovative digital and biotechnological technologies to solve painful unmet clinical needs.

Arix Bioscience, New York, NY

*Summer Associate, Biotech VC,
Summer 2018*

Led diligence efforts on a Series B ~\$15M investment in a company developing platform therapeutic technology to treat CNS diseases. Created a new database of potential target companies for investment based on Arix's strategy. Analyzed and filtered the database to generate deal flow of 8 companies, in various therapeutic areas, including: cancer, ophthalmology, and rare diseases.

Jerusalem Venture Partners (JVP), Jerusalem, Israel

Associate, 2016-2017

Drove the foundation of JVP's Digital Health investment vertical (\$30M). Performed local and global market analysis. Shaped investment strategy, focusing on software-based technologies to target clinical unmet needs. Managed entire deal flow, screened virtually all digital health startups in Israel (~300), selected 12, performed full technological and financial due diligence.

Shaare Zedek Medical Center, Jerusalem, Israel

Medical Doctor Intern, 2015-2016

Practiced medicine in rotations across internal medicine, surgery, pediatrics, and ICU. Revamped interns' work processes in neonatal ICU to achieve 30% decrease in resident workload and 80% increase in intern rotation satisfaction. Coordinated granting activity of hospital's investment arm (Madait), to support 4 in-house seed medical device and digital health companies.



Kerianne Fernandez

kerianne.fernandez.wg19@wharton.upenn.edu
Duke University, Durham, NC
B.S., Economics, 2014

A business development role to improve health outcomes in a collaborative, mission-driven healthcare services organization, incorporating analytics, preventive health, and wellness.

Clover Health, Jersey City, NJ
Network Management MBA Intern, Summer 2018

Recommended 5 potential new markets and delivered Market Entry Playbooks informed by synthesizing CMS data, market reports, and interviews. Collaborated with Chief Development Officer and Development, Growth, and Strategic Finance teams and built financial models for vendor negotiations.

Vinik Family Office, Tampa, FL
Venture and Startup Summer Associate, Summer 2018

Conducted due diligence on 6 early-stage, \$5M venture capital investments for former Fidelity Fund Manager. Promoted internal and external investment in Tampa Bay startups by appraising local startup landscape.

Ernst & Young, New York, NY
Healthcare Senior Consultant, 2016-2017
Financial Services Consultant, 2014-2016

Achieved operational efficiencies and regulatory compliance for 6 clients, including 4 in Fortune 50. Co-led 2 go-to-market sales campaigns in project manager role with combined outreach to 100 clients and \$15M sales pipeline. Doubled number served by a metropolitan county's Behavioral Health Department to 4,000 high-risk individuals. Facilitated \$120M divestiture for U.S. healthcare payer. Led compliance audit of 7 Spanish financial products, resulting in \$2B in regulatory fines and customer repayments.



Shanel Fields

shanel.fields.wg19@wharton.upenn.edu
Cornell University, Ithaca, NY
B.S., Magna Cum Laude, Sociology, 2009

Launch a successful healthcare technology company that drives a strong clinical, financial, and social impact on society.

MD Ally, Philadelphia, PA
Founder and CEO, Summer 2018

Furthered the growth of MD Ally, a non-emergency 911 navigation solution. Executed sales and development strategies that bolstered the company's sales pipeline and furthered MVP development.

athenahealth, Watertown, MA
Senior Manager, Enterprise Inside Sales, 2015-2017

ISA Manager of the Year 2016. Drove access to healthcare executives for the Enterprise Division responsible for \$450M in revenue and 30% growth YoY. Team accomplished 119% of target, or above, each year.

Manager, Epocrates Marketing, 2014-2015
Banner Year Award, 2015

Leveraged quantitative analysis of Epocrates' 150,000 physician user base to improve campaign results and drive strategic decision making. Team accomplished 114% of target and helped increase average deal size by 423%.

Manager, Inside Sales, 2012-2014

Managed a collaborative, small group prospecting team that increased lead production by 506%, while maintaining a 34% meeting conversion rate (versus an industry average of 11%). By implementing a culture of "teachers and learners" amongst the team, we were able to bolster collaboration, employee engagement, and inventiveness and end each year 134%, or above, annual targets.



Stas Gorbovitsky

stas.gorbovitsky.wg19@wharton.upenn.edu
Ben Gurion University, Beer Sheva, Israel
B.Sc., Cum Laude, Biomedical Engineering, 2013

An opportunity to improve patient's lives through integration of medical needs with cutting edge technology for a medical device or digital health company.

Amazon Web Services (AWS), Seattle, WA
Senior Technical Product Manager, Summer 2018

Created roadmap and technical specifications for new product to be launched and received approval by leadership; identified new product opportunity that will reduce customers' implementation times and costs up to 50% and 30%, respectively, by analyzing customer pain points and process inefficiencies, and verifying technological feasibility.

3D Systems Healthcare, Airport City, Israel
Product Manager, 2013-2017

Managed multi-departmental teams of 3-5 employees (15 in all) including R&D, QA, and HW development; directed hardware and software simulation projects for world's largest medical device companies in 12+ countries generating \$3M in sales; presented at 20+ global conferences on 3 continents with average of 15K participants gathering 300+ business leads; collaborated with heads of departments at 5 major hospitals, to shape realistic simulation and training curricula.

Israel Defense Forces, Tel Aviv, Israel
Deputy Head of Department, 2007-2009
Deputy Company Commander, 2004-2007

Prepared hundreds of intelligence reports for chief intelligence officer and prime minister to influence strategic decision making; supervised team of junior officers and research analysts; trained and mentored team on critical and creative thinking; instructed and educated 65 cadets for military leadership.



Matthew J. Gorski

matthew.gorski.wg19@wharton.upenn.edu
Haverford College, Haverford, PA
B.A., Political Science, Economics, 2013

An opportunity to invest in, partner with, and help build market-leading health care companies.

Cressey & Company, Chicago, IL

Private Equity MBA Intern, Summer 2018

Developed and presented investment theses for 6 health care sectors. Spearheaded diligence process for a potential new platform investment in a provider of autism therapy services, ultimately leading to submission of a letter of intent to acquire the business. Received and accepted offer to return full time as a vice president.

Waud Capital Partners, Chicago, IL

Private Equity Associate, 2015-2017

Conducted all aspects of investment process within the firm's health care group. Developed industry white papers and investment theses, led financial and business-level diligence, presented investment proposals to the firm's investment committee, and coordinated third-party diligence providers. Completed a total of 19 transactions during 2-year tenure, including: 3 platform investments (dental, physical therapy, and ophthalmology), 1 exit, and 15 add-on acquisitions. Managed portfolio companies by attending board meetings, monitoring performance, and developing and executing strategic, operational and financial initiatives.

BMO Capital Markets, New York, NY

Leveraged Finance Investing Banking Analyst, 2013-2015

Advised, originated, and structured debt financings to support leveraged buyouts, M&A financings, dividend recapitalizations and refinancings across all industries.



Jenny Guyton

jennifer.guyton.wg19@wharton.upenn.edu
Yale University, New Haven, CT
B.A., Ethics, Politics and Economics, 2012

An opportunity to bring innovation to health care delivery systems through investing in and scaling technology and services businesses.

Oxeon Partners, New York, NY

Town Hall Ventures Intern, Summer 2018

Assisted in fundraising and strategic decisions for new fund. Developed materials for Limited Partner diligence requests. Created financial models to inform investment allocation decisions. Performed diligence on potential investment and presented memo to investment committee. Developed thesis in new market segment and sourced potential investments.

Bridgewater Associates, Westport, CT

Senior Management Associate, Summer 2018

Performed internal consulting projects for largest hedge fund in the world with approximately \$150B in assets under management.

The Advisory Board Company (ABCO), Washington, DC

*Chief of Staff, Technology, 2016-2017
Associate Principal, Corporate Strategy and New Product Development, 2014-2016*

Led strategic growth initiatives, including M&A activities and projects to develop new capabilities internally. Built business case for, and later managed, Strategic Partnerships team. Developed strategic recommendation, for chief officers and board, to turn around technology business. Partnered with leadership on sensitive project to prepare ABCO for sale.

Raymond James & Associates, Memphis, TN

Senior Analyst, 2012-2013

Advised on over 30 potential transactions in segments including medical alert devices and internet-of-things.



Dylan Harmon

dylan.harmon.wg19@wharton.upenn.edu
Cornell University, Ithaca, NY
B.S., Summa Cum Laude, Applied Economics and Management, 2013

An opportunity to partner with and build market-leading healthcare businesses through a private equity investing role.

Eye Health America, Atlanta, GA

MBA Business Development Intern, Summer 2018

Worked closely with management and sponsor owners to complete accretive acquisitions of physician practices and develop organic initiatives to diversify ancillary service capabilities. Constructed sophisticated KPI dashboard to track key metrics. Collaborated with CEO to implement new physician compensation and communicate Q2 compensation to physicians.

Longitude Capital, Greenwich, CT

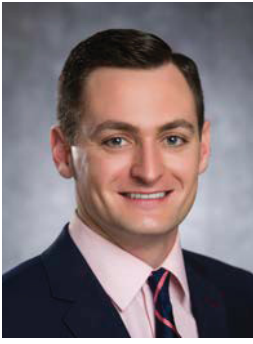
Associate, 2015-2017

Evaluated, executed, and monitored investments for \$1.2B venture capital fund with a focus on the biotechnology sector. Responsibilities included investment sourcing, due diligence (technical, commercial, financial), and portfolio company support. Presented in-depth investment proposals and participated in all investment committee meetings.

Bank of America Merrill Lynch, New York, NY

Healthcare Investment Banking Analyst, 2013-2015

Advised on and executed various healthcare transactions including M&A, leveraged buy-outs, and public capital raises. Directed day-to-day execution of transactions, including managing deal marketing processes, conducting financial analyses and coordinating due diligence. Ranked as top-tier analyst.



Matthew P. Hinchey

matthew.hinchey.wg19@wharton.upenn.edu
University of Connecticut, Storrs, CT
B.S., Healthcare Management, 2011

An opportunity to work in a strategic role that drives improved healthcare outcomes via innovative care models and technology applications.

Touchdown Ventures, Philadelphia, PA
MBA Healthcare Investment Intern, Spring/Summer 2018

Involved in launching firm's first \$50M healthcare corporate venture fund with a US hospital system. Performed system-wide needs assessments with executives and front-line personnel to identify opportunities that could be solved through strategic investments and sourced deals across 3 key strategic areas: neurofeedback devices, AI decision support tools, and nutrition.

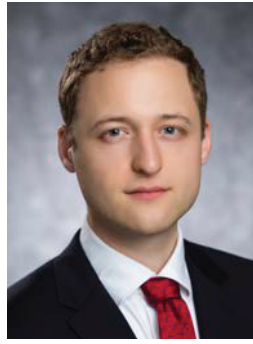
Virta Health, San Francisco, CA
Commercialization Strategy Intern, Summer 2017

Spearheaded development of commercial partnership acquisition strategy. Developed claims savings model via analysis of clinical trial results to quantify the Rx spend reduction across 10 medication types and over 200 patients.

Mercer Health Innovation LABS, San Francisco, CA
Senior Innovation Imagineer and Innovation Imagineer, 2015-2017

Co-founded Mercer Health Innovation LABS group that evaluated digital health landscape to map each sub-sector through meetings with 500+ startups. Led partnership development of 3 solutions projected to generate \$10M in revenue for Mercer and \$100M for startup partners.

Mercer Health and Benefits, Norwalk, CT
Senior Analyst and Analyst, 2012-2015
Developed financial models for future claims risk and implemented new client reporting tools to improve deliverable accuracy and replicability.



Isaac Hodes

isaac.hodes.wg19@wharton.upenn.edu
Carleton College, Northfield, MN
B.A., Mathematics, 2012

An opportunity to improve health care quality and delivery through strategic and technological innovation.

Boston Consulting Group, New York, NY
Summer Consultant, Summer 2018

Advised healthcare system COO on developing and implementing a program to manage \$100M of margin improvement over a 5-year timeline. Coached executives on creating and managing plans for over 60 vital initiatives involving business units including clinical operations, procurement, and pharmacy.

Hammer Lab, New York, NY

Product Manager, 2016-2017
Research Fellow, 2015-2016
Software Developer, 2014-2015

Led a technical team of 5 computer scientists and senior engineers to deliver computational pipeline for personalized genomic vaccine (phase I clinical trial), using big data and novel artificial intelligence programs to exceed latency requirements so that cancer patients could be treated more quickly. Managed design and engineering of genomic data visualization software to aid research of genomic therapies and big data software development, allowing exploration of tens of millions of genetic variants.

Marion Technologies, New York, NY

Founder, 2013-2014

Created first-of-kind fully-automated communications system for use by hospitals to reduce time spent calling patients, providing high-touch care to preempt adverse events and improve outcomes. Negotiated with CMO of 500-bed hospital to authorize pilot of product for use with chronic obstructive pulmonary disease (COPD) patients, using adaptive messaging to improve treatment compliance.



Hyo Jung ("Christy") Hong

hyo.hong.wg19@wharton.upenn.edu
Harvard College, Cambridge, MA
A.B., Magna Cum Laude, Economics 2012
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2019

An opportunity to help patients receive timely and appropriate care by leveraging modern capabilities in data analytics and digital communications.

Strategy&, San Francisco, CA

Summer Senior Associate, Summer 2018

Worked on a large national integrated payor technology strategy and business case development project. Analyzed membership retention and growth impact and developed regional cost allocation model post solution implementation.

Buoy Health, New York, NY

Growth Consultant, 2017-Present

Generated online medical articles that grew user sessions by 800% (by 17MM sessions) within a year. Authored an internal strategic report on essential landing page components to improve user conversion. Recruited 15 medical content writers and 5 editors; streamlined the onboarding process and content.

Laboratory for Quantitative Medicine, Massachusetts General Hospital, Boston, MA

Database Administrator & Analyst, 2012-2013

Analyzed medical utilization and spending on lung cancer care at MGH for value-based care redesign. Updated and managed cancer-related billing data in the MGH Cancer SuperDatabase. Initiated the Seminar Series on Quantitative Medicine to facilitate collaboration between individuals in medicine, economics, management, engineering, and public policy. Implemented the HEALTHe-Talker and computerized MGH 2012 flu shot reminder calls (to 140,000+ patients) and pediatric obesity management program recruiting calls (to 150 homes).



Esther Y. Hsiang

esther.hsiang.wg19@wharton.upenn.edu
Harvard University, Cambridge, MA
A.B., Cum Laude, Human Evolutionary
Biology, 2012
Johns Hopkins University School of Medicine,
Baltimore, MD
M.D. Candidate, 2019

An opportunity to improve patient access, experience, and affordability of health care as a physician-executive in health systems and services.

Hopkins Health Management Advisory Group, Baltimore, MD

Co-Founder and Project Leader, 2015-2017
Founded graduate health care consulting group advising Johns Hopkins Medicine on strategic and operational issues. Led multiple teams on client projects, including designing digital outreach strategy for new accountable care organization and leading quality assessment of sepsis care in emergency department.

The Boston Consulting Group, New York, NY

Associate, 2012-2014
Strategy consultant with focus on biopharmaceuticals and global health delivery. Example projects include developing a commercial digital health platform for \$50B pharmaceutical company, designing patient advocacy utilization strategy for drug launch in emerging markets for \$11M rare disease pharmaceutical company, and determining strategy for expansion of a collaborative HIV vaccine research model for global health foundation.

Initiative to End Child Malnutrition, Massachusetts General Hospital, Rukungiri, Uganda

Finance and Clinical Intern, 2012
Assessed financial sustainability of malnutrition treatment program at Nyakibale Hospital. Designed and piloted income-generating microenterprise in partnership with hospital administrators and local microfinance organizations. Improved inpatient malnutrition protocol.



Patrick Hunt

patrick.hunt.wg19@wharton.upenn.edu
Davidson College, Davidson, NC
B.A., Economics, 2012

An opportunity to identify and build market-leading healthcare companies for an established middle-market private equity firm.

Quad-C Management, Inc., Charlottesville, VA

MBA Summer Intern, Summer 2018
Evaluated investment opportunities in the healthcare services and industrials segments for a \$1.1B private equity fund. Managed financial and business diligence workstreams for physician practice management investment opportunities in the orthodontics, primary care and ophthalmology segments.

Bourne Capital Partners, Charlotte, NC

Private Equity Associate, 2015-2017
Managed private equity transaction processes in the pharma and pharma services segments from initial diligence through closing, focusing on buyouts, privatizations and corporate carve-outs. Supported investment thesis development and analysis and led financial and business diligence workstreams, including coordination among legal advisors, bankers, and consultants. Completed 5 total transactions: 1 platform investment, 3 tuck-ins and 1 exit. Monitored portfolio company performance of Tanner Pharma Group, a distributor of drug products.

Bourne Partners, Charlotte, NC

Investment Banking Analyst, 2014-2015
Managed sell-side and buy-side M&A transaction processes from initial diligence through closing across various healthcare subsegments, including consumer healthcare, healthcare services and pharma services. Managed day-to-day execution of M&A processes, including creating go-to-market materials, managing deal marketing processes, conducting financial analysis, and managing due diligence.



Jennifer M. Jarboe

jennifer.jarboe.wg19@wharton.upenn.edu
University of Richmond, Richmond, VA
B.S., Magna Cum Laude and Phi Beta Kappa,
Biochemistry and Molecular Biology, 2013

An opportunity to reduce disease burden and improve global public health by forging partnerships between public and private sector organizations.

Celgene Corporation, Summit, NJ

MBA Global Marketing Intern, Summer 2018
Evaluated viability of 2 life cycle management opportunities for hematology/oncology launch product. Conducted cross-functional interviews, planned and facilitated 5 workshops, assessed competitive landscape and developed financial model to support decision. Directed creative and media agencies to build internal launch plan and global omnichannel media strategy for unbranded disease awareness campaign.

Deloitte Consulting, Arlington, VA

Consultant, 2015-2017
Business Analyst, 2013-2015
Evaluated viability of a "beyond the pill" opportunity to differentiate a novel immunotherapy product; forecasted 8-year demand and NPV across 5 competitive scenarios; developed regulatory and launch strategies. Constructed strategic plan and processes to accelerate portfolio of 13 Zika vaccine candidates to market during crisis; segmented and sized global vaccine market; identified opportunities to improve intersectoral collaboration. Defined and implemented novel performance measurement process for international public health collaboration of 50 countries to prevent, detect, and respond to emerging health threats. Led team of 9 on a national committee developing programs to improve experience and retention of junior staff.



Atasha A. Jordan

atasha.jordan.wg19@wharton.upenn.edu
Harvard University, Cambridge, MA
A.B., Neurobiology, 2013
Perelman School of Medicine at the University
of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2019

An opportunity to innovate strategy
and operations in mental health care
delivery.

The Boston Consulting Group, Philadelphia, PA

Summer Consultant, Summer 2018

Developed labor forecasting model
to predict potential labor cost savings
for food services company. Modified
regressions to predict labor hour needs
for various client operating locations.
Created dynamic database for client
to prioritize operating locations with
highest likelihood of achieving cost
savings.

TriMED Healthcare, LLC, Newtown, PA

Strategic Consultant, 2013-2018

Developed strategic marketing plan in
collaboration with executive manage-
ment; performed break-even analysis
for go/no-go marketing decision
resulting in increased monthly website
views and monthly consumer acquisi-
tion by 10% and 5%, respectively, via
bus and television ads. Engineered and
bolstered company's "relationship
model" by realizing synergies with
several multi-cultural organizations
to recruit employees and consumers.
Reduced company tax expenses by
\$10K through tax reconciliation
accounting. Simplified ICD-9/ICD-10
coding procedures to streamline
invoicing processes, reducing task time
by 75%. Presented medical topics
including Alzheimer's Disease and Fall
Prevention to community members.

Harvard Project for Asian and International Relations, Cambridge, MA

Director of Corporate Relations, 2010-2012

Reestablished relationships with previ-
ous sponsors to bring in \$23K surplus
for conference in Seoul, South Korea
(2011); secured \$48.5K in new sponsor-
ships to improve quality and scale of
conference in Taipei, Taiwan (2012).



Emily Kalenik

emily.kalenik.wg19@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A., Magna Cum Laude, Biological Basis
of Behavior, 2013

An opportunity to work in a strategic
role to support companies bringing
novel therapies to market and improv-
ing patient access to care through
advisory, investment, or business
development.

Goldman Sachs, New York, NY

*Investment Banking Summer Associate,
Healthcare Group, Summer 2018*

Advised top pharma, biotech and
medical device companies on various
transactions, including a spin-off IPO,
divestiture and buyside M&A through
various valuation methods, strategic
asset review and due diligence.
Executed a \$90M follow-on equity
offering for a \$1.5B biotech company.

Accenture, New York, NY

*Business Strategy Consultant, Life Sciences,
2014-2017*

*Business Strategy Analyst, Life Sciences,
2013-2014*

Advised top pharma and biotech
companies on market access and digi-
tal initiatives to improve their value
proposition to patients, healthcare
providers and payers. Select experi-
ence: developed playbook asset to
design patient engagement programs
for pipeline biosimilar products, struc-
tured a consortium between a \$60B+
biotech and various hospitals to collect
research data, and developed a global
patient services model for a \$1B+
drug as a strong differentiator in the
market. Additionally, contributed to 2
thought capital pieces on how patient
engagement can bring value to
pharma companies.



Lisa Kapp

lisa.kapp.wg19@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.Sc., Magna Cum Laude, Finance, 2013

An opportunity to drive change in the
healthcare system by investing in and
supporting innovative healthcare
technology and services companies.

KKR, Menlo Park, CA

MBA Intern, Summer 2018

Led commercial diligence for \$30M
EBITDA add-on to portfolio company,
Covenant Surgical Partners. Identified
and evaluated healthcare technology
opportunities for new \$1.5bn growth
fund. Spearheaded deep-dive on
medical device sector including evalu-
ating successful medical device exits,
initiating relationships with senior
executives, and presenting recommen-
dations to healthcare group head.

Apax Partners, New York, NY

Private Equity Associate, 2015-2017

Conducted industry, financial and busi-
ness diligence to evaluate investments
for \$50bn AUM global private equity
firm. Developed investment theses,
managed third-party advisors, and
presented analysis to investment
committee. Supported 2 portfolio
companies (One Call Care Manage-
ment and Genex) by performing
business analysis, planning strategic
initiatives, and evaluating M&A
targets. Executed 2 transactions
including carve-out of respiratory
solutions business (renamed Vyaire)
from Becton Dickinson and acquisition
of medical cost containment solutions
business, KEPRO.

Goldman, Sachs & Co., New York, NY

Investment Banking Analyst, 2013-2015

Advised M&A and financing transac-
tions across the chemicals, utilities and
energy verticals. Executed 5 transac-
tions including IPO of Univar, spin-off
of W.R. Grace, bond financing for
W.R. Grace, buyside of Cheminova,
and sellside of FMC Tronox.



Colin Keeler

colin.keeler.wg19@wharton.upenn.edu
University of Notre Dame, Notre Dame, IN
B.B.A., Magna Cum Laude, Finance, 2012

An opportunity to build rapidly growing healthcare services or technology businesses as an investor or strategy professional.

BeenThere Technologies, Philadelphia, PA *Co-Founder, 2017-Present*

Co-founded growing marketplace of over 150 mentors at 20 top MBA programs advising 100+ applicants in first year of operations. Developed business model, supply recruitment techniques, operational guidelines and go-to-market strategy.

Salveo Capital / Cornerstone Angels, Chicago, IL

MBA Associate, Summer 2018

Vetted startups to support seed / Series A investments of up to \$2M in technology, software and ancillary cannabis sectors. Created in-depth market research in analytical testing space, leading to conversations with 6 investment opportunities.

Sterling Partners, Chicago, IL

Associate, 2015-2017

Evaluated and managed investments for \$5B AUM firm; involved across investment lifecycle, including idea generation, valuation, comprehensive due diligence, collaboration with management, and sale management. Executed platform, add-on, recapitalization and sale transactions (Platinum Dermatology, Affiliated, Livingston International, Hoffman Southwest, iLaw).

Lincoln International, Chicago, IL

Analyst, 2012-2015

Executed M&A transactions, advised clients on corporate strategy, and pitched for new business. Completed 10 deals in 3 years, including both buy-side and sell-side engagements.



Patrick M. Kennedy

patrick.kennedy.wg19@wharton.upenn.edu
Dartmouth College, Hanover, NH
B.E., Engineering Sciences, 2011
A.B., Cum Laude, Engineering Sciences with High Honors, 2011

An opportunity to identify and scale innovative healthcare companies through an equity investment role.

Citadel, New York, NY

Surveyor Capital Summer Associate, Summer 2018

Initiated long / short equity coverage on 8 small- and mid-cap healthcare companies with a focus on medical devices. Developed investment theses identifying dislocations between fundamental equity valuations and consensus expectations.

next47 (Siemens Venture Capital), Boston, MA

Associate, 2015-2017

Sourced and evaluated new investments for next47's healthcare and technology teams, including leading due diligence for next47's investment in STAT-Diagnostica (acquired by Qiagen). Developed investment theses for nascent markets, including next-generation sequencing software and services, medical imaging analytics and process manufacturing software. Actively supported portfolio companies by assisting with financial projections, collaborating on presentation materials, and facilitating strategic relationship with Siemens AG.

Health Advances, Boston, MA

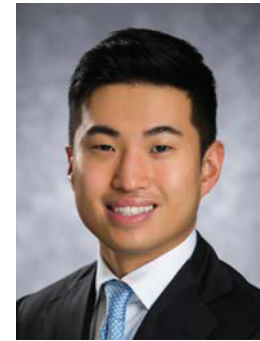
Associate, 2015

Consultant, 2014

Senior Analyst, 2013

Analyst, 2011-2012

Strategy consultant to pharmaceutical, medical device, diagnostic, and financial service clients. Led project teams of 2-4 consultants for due diligence, business strategy, market assessment, health economic and life cycle management projects. Chaired firm's Forecasting and Business Analytics Committee (2013-2015).



Daniel D. Kim

dan.kim.wg19@wharton.upenn.edu
Georgetown University, Washington, DC
B.S., Magna Cum Laude, International Politics, 2012

An opportunity to drive adoption of innovative technology and advanced analytics to solve global healthcare challenges.

Johnson & Johnson, San Francisco, CA *Summer Strategy Manager*

(Global Health Tech), Summer 2018

Developed enterprise blueprint for pursuing artificial intelligence (AI), machine learning (ML), and chatbot technologies. Evaluated 550+ AI/ML providers across sectors and created a multi-level taxonomy of 200+ use cases for enterprise productivity and business innovation. Crafted an AI/ML deployment framework including an overview of emerging capabilities, vendor scorecard, and operational best practices. Presented to executive leadership.

Oscar Health, New York, NY

Medical Operations Associate, 2016-2017

Managed 3-member team in driving operational buildout and process improvement across clinical programs including utilization management, care management, and PBM. Built end-to-end capabilities for a 14-member clinical team, led development of clinical analytics and queue optimization dashboards, re-designed transplant management process, and managed vendor performance.

Accenture, New York, NY

Business Strategy Consultant, 2015-2016

Senior Business Analyst, 2014-2015

Business Analyst, 2012-2014

Focused on growth strategy and strategic cost transformation in the Consumer Goods & Services practice. Supported senior leadership on business development with C-suite clients across industries. Project work included retail clinic strategy, telematics & connected-car strategy, operating model design and zero-based budgeting.



Kellee M. Kim

Harvard College, Cambridge, MA
B.A., Cum Laude, History of Science, 2012

Build and invest in real estate for biotechnology companies, senior citizens, and wellness centers.

Fifth Wall, Venice, CA

Summer MBA Associate, Summer 2018
Diligence on 2 retail investments (a high-end medical scrub company and a wellness, organic spa / facial company).

Objective Capital Partners, San Diego, CA

Consultant, Spring 2018
Worked with bank and healthcare company founders to put together confidential investor memorandum; 51% equity sold to private equity at valuation of \$140M.

Assembly Biosciences, San Francisco, CA

Manager of Corporate and Business Development, 2015-2016
Closed deal with Allergan for \$50M upfront, \$630M development milestones and \$2.15B commercial milestones. Developed 5-year business plan, working with 4 different teams over 3 weeks to strategize for \$100M budget.

EcoR1 Capital, San Francisco, CA

Analyst, 2013-2015
Collaborated with fund founder to launch EcoR1; as first employee, supported raising capital, conducted diligence projects, modelled valuations, met independently with over 100 CEOs and pitched over 200 investment ideas. Conducted diligence, leading to investments of up to 5% of fund and contributing to 350% returns over 2 1/2 years and fund growth from \$13M to \$300M. Supported fundraising of >\$180M by writing quarterly updates and managing relationship with over 30 limited partners.



Melanie S. Kirshenbaum, V.M.D.

melanie.kirshenbaum.wg19@wharton.upenn.edu
Cornell University, Ithaca, NY
B.A., Economics, minors in International Relations and French, 2008
Columbia University, New York, NY
Certificate in Premedical Sciences, 2012
University of Pennsylvania School of Veterinary Medicine, Philadelphia, PA, V.M.D., 2017

An opportunity to develop cross-sectoral strategies to address healthcare needs.

McKinsey & Company, New York, NY

Summer Associate, Summer 2018
Worked with client leadership on a corporate strategy to improve performance for a Fortune 50 healthcare company. Developed benchmarks, led expert interviews, and formulated case based guidance for C-level decisions.

Nightingale Veterinary Partners, New York, NY

Business Analyst, Summer 2017
Conducted market analysis and due diligence to guide investment decisions in the small animal veterinary space; created a market map used to complete first investment.

Huaxia Dairy LTD, Beijing, China

Veterinary Consultant, Summer 2015
Coordinated assessments on large-scale dairy facilities; developed recommendations for procedural, environmental and clinical changes to improve production.

Center on International Cooperation, New York, NY

Research Assistant, 2009-2010
Conducted research on prioritization and sequencing in post-crisis states and donor coordination in Haitian reconstruction.

Asociación Civil por la Igualdad y la Justicia, Buenos Aires, Argentina

Program Development Intern, 2008-2009
Helped develop grant proposals approved by Tinker Foundation and United Nations Development Programme; tracked and advanced funding opportunities.



Mor Klier

mor.klier.wg19@wharton.upenn.edu
Technion-Israel Institute of Technology, Haifa, Israel
B.Sc., Industrial Engineering, major in Information Systems, 2014
B.A., Economics & Management, 2014

An opportunity to develop innovative digital health products at a multi-national healthcare technology company.

DocuSign, San Francisco, CA

Product Management Intern, Summer 2018
Led research and design initiatives improving 'branding' feature awareness, discovery, activation, UX, and related paid customers conversions; efforts are estimated to increase retention by 2% and yearly revenue by \$1.1M.

Cnoga Medical, Caesarea, Israel

Director of Product Management, 2015-2017
Product Manager, 2014-2015
Led a PM team and 28 engineers to deliver from concept to commercialization the company's cloud platform of 15 products (Web, Android, iOS) in 18 months, resulting in \$3M deals within 6 months. Spearheaded 'Cnoga Clinic' to enable expansion in Brazil, resulting in \$1.2M strategic deals in 2018. Managed cross-functional team of 15 engineers and designers to develop company's flagship second generation medical device; led mechanical redesign, increasing plastic mold yields by 16% and reducing repair time by 50%.

Philips Healthcare, Haifa, Israel

Program Management Engineer, 2012-2014
Led product management activities for an internal BI system analyzing vendors performance; system reduced order processing time by 25%, lead-time by 10%, and increased budget forecasting accuracy by 40%, saving \$250,000 per year. Oversaw 50+ outsourced engineering projects and 250+ purchase contracts worth \$5M+ for 90 international vendors.



Tamás R. Kovács

tamas.kovacs.wg19@wharton.upenn.edu
Cornell University, Ithaca, NY
M.Eng., Engineering Management, 2010
B.S., Operations Research and Information
Engineering, 2009

An opportunity to generate and execute commercial and/or business development strategies that bring cutting-edge medical device technologies to patients in need.

Nevro, Redwood City, CA

Strategic Marketing Intern, Summer 2018

Crafted the commercial launch strategy for a new indication of Nevro's spinal cord stimulation platform. Established a cross-functional committee to make strategic decisions and monitor ongoing progress for the launch. Generated, prioritized, and initiated a set of market development initiatives associated with the commercial launch.

Acera Surgical Inc., St. Louis, MO

Sr. Director, Product Management, 2016-Present

Director, Product Management, 2014-2016
Manager, Program Development, 2012-2014

As the company's first full-time employee, managed many functional areas during tenure, including: product development, commercial manufacturing and supply-chain, quality, regulatory, marketing strategy, and clinical support. Spearheaded the submission and interactive review of 3 510(k) applications to the FDA across Acera's product portfolio, resulting in 2 initial clearances and 1 IFU expansion.

Express Scripts, Beijing, China

Sr. Business Analyst,

International Operations, 2010-2012

Collaborated with the president of China Operations to develop and present ESI China's monthly KPI's to ESI HQ. Served as the HR team's project manager for ESI China's sourcing initiatives.



Michael R. Kranz

michael.kranz.wg19@wharton.upenn.edu
Hamilton College, Clinton, NY
B.A., Mathematics, 2010

An opportunity to identify and develop innovative therapeutics through investment or business development.

Goldman Sachs, New York, NY

Large Cap Pharma Investment Research Associate, Summer 2018

Led due diligence for and cowrote analysis on the US cosmetic botulinum toxin market. Built comprehensive market and valuation models and collaborated with senior analysts across different subsectors and geographies, directly influencing market share and revenue estimates.

Opus Point Partners, New York, NY

Analyst, 2013-2017

Junior Analyst, 2011-2013

Research Associate, 2010-2011

Performed due diligence on hundreds of publicly traded healthcare companies by analyzing financial, legal, and medical data, and meeting with C-suite executives. Built and maintained detailed discounted cash flow and sum-of-the-parts valuation models for healthcare companies within investment universe and provided investment recommendations to portfolio managers.



Akshat Kumar M.D.

akshat.kumar.wg19@wharton.upenn.edu
Kasturba Medical College, Manipal, India
Bachelor of Medicine, Bachelor of Surgery
(M.B.B.S.), 2010

An opportunity to apply my problem-solving skills and strategic thinking to transform health care delivery systems and create value for all stakeholders.

McKinsey, New York, NY

Summer Specialist, Summer 2018

Worked for a national commercial insurer to identify \$50M in incremental market opportunities. Client work included conducting 20 broker interviews, creating models to identify high value prospects, deep diving into account management practices, and advising on implementation of proposed strategies.

Rutgers University/Saint Peters Hospital, New Brunswick, NJ

Attending Physician and Clinical Instructor, 2015-2017

Chief Resident, 2014-2016

Resident Physician, Internal Medicine, 2012-2015

Led interdisciplinary teams to deliver inpatient and outpatient medical care to more than 5K patients over 5 years. Trained medical students and residents in the specialty of Internal Medicine. Achieved Chief Resident's award for 'leadership and innovation' in re-designing education systems. Created first-of-its-kind night rotation system that ensured 24x7 hospital coverage, while improving work satisfaction for residents.

Welluhealth (Startup that shifts focus from disease to wellness for the elderly), Somerset, NJ

Business Development Lead, 2016-2017

Increased revenues from \$1K to \$100K in 10 months and generated enrollment of 300+ Medicare patients by restructuring operations, devising new marketing strategy and gaining physician buy-in from 3 primary care practices.



Yvette Leung

yvette.leung.wg19@wharton.upenn.edu
Harvard College, Cambridge, MA
A.B., Cum Laude, Chemical and
Physical Biology, 2014

An opportunity to transform patient care by developing and commercializing innovative therapeutics.

Celgene, Summit, NJ

MBA Marketing Intern, Summer 2018
Developed U.S. brand plan for a first-in-class therapy in collaboration with cross-functional partners. Leveraged data analytics to streamline and improve speaker programming across hematology / oncology franchise; presented key recommendations to senior franchise leadership. Created digital non-personal promotion launch plan for a potential lymphoma therapy. Managed external agency in assessing digital vendor capabilities for lymphoma / myeloid franchise.

L.E.K. Consulting, Boston, MA

Senior Associate Consultant, 2017
Associate Consultant, 2016-2017
Associate, 2014-2016
Managed teams to conduct primary and secondary research, model quantitative forecasts, and provide strategic recommendations to 25+ biopharma clients. Examples include orphan product launch readiness / organizational effectiveness, oncology product acquisition screens, global biosimilar landscape assessment, and alternative financing mechanisms for antibiotic development. Spearheaded U.S.-wide life sciences initiative to build internal intellectual property for biotech organizational scale-up.

Partners in Health, Lima, Peru

Tuberculosis Research Intern, 2012
Helped expand patient social services for National Tuberculosis Control Program and Peruvian Ministry of Health, resulting in ~30% increased patient compliance. Recommended improvements to tuberculosis patient nutrition / transportation programs based on 50+ patient interviews.



Louise Li

louise.li.wg19@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.S.E., Bioengineering, 2012
M.S.E., Bioengineering, 2013

An opportunity to develop and implement innovative strategies at the intersection of healthcare and technology.

Deloitte Consulting, New York, NY

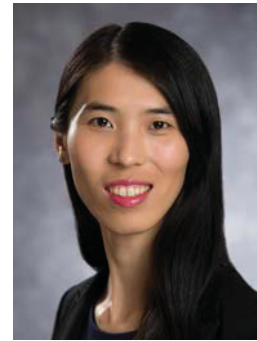
Summer Associate, Summer 2018
Identified automation opportunities for a global pharmaceutical company to drive an enterprise-wide digital transformation strategy to improve business process efficiency.

Genentech, South San Francisco, CA

Manufacturing Sciences and Technology, 2015-2017
Operations Rotational Development Program, 2013-2015
Led clinical and commercial drug manufacturing campaigns as the primary engineer while providing process and equipment support / troubleshooting. Completed 4 projects throughout Genentech as part of the Operations Rotational Development Program, including Global Quality, Global Biologics Manufacturing, Supply Chain Technical Product Management, and Drug Product Operations.

GlaxoSmithKline, King of Prussia, PA

R&D Co-op, 2012-2013
Collaborated with multiple departments to create a clinical monoclonal antibody characterization database for Biopharmaceutical Analytical Sciences team.



Sichao (Chelsea) Li

sichao.li.wg19@wharton.upenn.edu
Tsinghua University, Beijing, China
B.S., Summa Cum Laude, Chemistry, 2012
University of Pennsylvania, Philadelphia, PA
M.S.E., Systems Engineering, 2014

An opportunity to leverage my health informatics expertise to promote the digitalization of health care delivery system in developing countries.

Johnson & Johnson, Shanghai, China

IRDP Marketing Intern, Summer 2018
Built up product portfolio and pricing strategy for a leading medical device BU to achieve \$0.5B revenue / 60% increase in 2019; interviewed physicians, sales managers, and distributors across 10+ hospitals.

Deloitte Consulting, New York, NY

Summer Associate, Summer 2018
Developed 3-year deployment plan of digital transformation for global NGO with \$550M annual grants; Led facilitation of 15 large client workshops focused on finance; revamped 25+ business processes; increased efficiency of financial operation by 600%.

Children's Hospital of Philadelphia, Philadelphia, PA

Data Associate, 2016-2017
Data Analyst, 2014-2016
Headed analytics team of 3 in developing flagship real-time dashboard to promote best practices of patient injury prevention that affect 30K inpatients/year, decreased injury rates in high volume/risk units by >50% within first year; strategized data infrastructure of capacity management program; managed analytics team to create data visualization tool for real-time resource allocation across hospital (520 beds, 12,000+ employees).



Andrew B. Liss

andrew.liss.wg19@wharton.upenn.edu
Vanderbilt University, Nashville, TN
B.A., Economics, 2012

An opportunity to strengthen payer and provider partnerships while effectively deploying and commercializing health system assets.

Mount Sinai Health System, New York, NY

Product Intern, Summer 2018

Prepared for the launch of newly acquired worksite health clinic by developing employee-focused programs to boost engagement. Conducted research on NY area health plans and employee benefit packages to determine optimal service offerings in worksite clinics. Created financial model to forecast ROI for newly proposed navigation services product.

Huron Consulting Group, Atlanta, GA

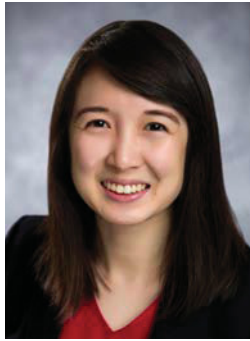
Revenue Cycle Analyst, 2014-2017

Advised U.S. health systems on the design and implementation of revenue management software. Expanded reporting capabilities by developing custom financial data sets, including cash-posting templates and at-risk account ledgers. Partnered with stakeholders to modify billing and collection team structures, increasing cash recovery rates. Broadened and refined existing self-pay policies for 1 client leading to \$6M annual increase in net patient revenue.

Cerner Corporation, Kansas City, MO

Business Analyst, 2012-2014

Supported a global healthcare IT business unit by tracking and forecasting the team's sales pipeline. Maintained strong relationships with legacy business partners like IBM and HP, while developing proprietary marketing strategies for global clients, including regional and national health systems in the U.K. and Canada.



Steffi Liu

steffi.liu.wg19@wharton.upenn.edu
Johns Hopkins University, Baltimore, MD
B.S., Biomedical Engineering, Applied Mathematics and Statistics, 2013

An opportunity to make a meaningful impact on patient care by partnering with providers to identify and execute on strategic opportunities.

Kaiser Permanente, Los Angeles, CA

Strategic Business Initiatives –

Graduate Intern, 2018

Identified need for strategic management of internal initiatives by gathering information on 15 diabetes pilots being run across Southern California. Built business case and model for potential partnership to lay foundation for increased automation of diabetes care. Developed retail strategy for optical stores within Southern California.

Huron Consulting Group, Boston, MA

Life Sciences Strategy Associate, 2016-2017

Developed multi-tumor oncology R&D strategy for novel cancer drug by analyzing gaps in competitive landscape. Conducted due diligence for potential acquisition of pre-clinical to Phase II drugs for Alzheimer's Disease.

Accenture, Boston, MA

Strategy Consultant, 2015-2016

Senior Strategy Analyst, 2014-2015

Strategy Analyst, 2013-2014

Identified strategies for CEO of Fortune 50 pharmaceutical client, contributing to achievement of "blockbuster" status with over \$1B in drug sales. Led 4-person, India-based team in analyzing electronic medical records to understand treatment paths across multiple therapeutic areas. Created tools to help centralize decision-making for 4,000+ person U.S. salesforce of a ~\$80B pharmaceutical company.



Derek Lukin

derek.lukin.wg19@wharton.upenn.edu
Wesleyan University, Middletown, CT
B.A., Molecular Biology and Biochemistry, Spanish, 2013

An opportunity to advise and build innovative health care technology and patient engagement companies.

Health Advances, San Francisco, CA

Summer Consultant, Summer 2018

Collaborated with an orthopedic medical device company to define product strategy for an intra-operative data collection tool; conducted 10 key opinion leader interviews and presented strategic partnership recommendations to CEO. Advised a branded pharmaceutical company on loss of exclusivity strategy for an orphan drug; built a sales erosion model and developed a list of defensive strategies to minimize revenue loss.

Athenahealth, Boston, MA

Manager, Product Management, 2017

Senior Associate, Product Innovation, 2015-2016

Associate, Product Innovation, 2013-2014

Led R&D team focused on driving patient portal adoption and grew user base from 5M to 19M users. Built a universal patient identity platform to enable patients to connect health records across multiple health systems and third-party applications and launched a beta with Apple Health Records. Developed a paper statement-based online payment website and partnered with MinuteClinic to launch a beta, leading to \$350M in annual online payments after full product rollout. Frequently advised enterprise health system executives on patient engagement strategy and presented a webinar on the business impact of patient engagement to over 400 clients.



Mallika K. Marar

mallika.marar.wg19@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A., Summa Cum Laude, Economics, 2014
Perelman School of Medicine at the University
of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2019

An opportunity to apply my clinical experience and business acumen to advance the standard of care with innovation in health technology, therapeutics and care delivery models.

RTW Investments, New York, NY

Research Analyst Intern, Fall 2018

Performed scientific diligence on applications of emerging treatment platforms including gene therapies and cancer immunotherapies. Identified key disease areas with unmet clinical need through curating analyses of disease genetics, pathophysiology and epidemiology, and evaluating current standards of care. Conducted equity research on biotechnology firms developing innovative therapeutics and health policy research to characterize the evolving regulatory, payment and organizational landscape in health care.

Genentech, South San Francisco, CA

Business Development Summer Associate, Summer 2018

Contributed to due diligence and negotiation efforts to facilitate partnering deals (options, in-licensing) for early stage oncology therapies as part of the Research and Early Development organization. Led cancer immunotherapy sourcing efforts for major academic and industry oncology conferences. Created a scientific framework to evaluate novel cell therapy modalities (e.g. CAR-T, tumor-infiltrating lymphocytes), analyzed the preclinical and clinical development landscape and designed a strategy to assess business development opportunities.



Devi Mehrotra

devi.mehrotra.wg19@wharton.upenn.edu
Yale College, New Haven, CT
B.S., Economics (with Honors), Molecular, Cellular, and Developmental Biology
Albert Einstein College of Medicine, Bronx, NY
M.D. Candidate, 2020

An opportunity to combine my passion for healthcare business with my knowledge of clinical medicine to create innovative solutions for healthcare delivery.

Huron Consulting Group, New York, NY

Summer Associate, Summer 2018

Worked for a multinational pharmaceutical client to assess the commercial opportunity and probability of regulatory approval for a novel pharmaceutical agent with potential use in multiple disease areas (\$2B market). Resulted in client consideration of asset acquisition and launch in more than 5 international markets.

Hicksville Pediatrics, PC

Board of Directors, 2013-present

Consulted for founders by developing initial business plan, including vision for brand strategy and strategic partnerships. Ongoing work includes negotiations with government and commercial payors for value-based reimbursement, and revenue cycle optimization with attention to inventory turnover, patient acquisition costs, and customer lifetime value.

Yale School of Public Health

Research Associate, 2012-2013

Conducted healthcare quality research on the role of national quality improvement (QI) campaigns on hospital quality of care and adoption of novel delivery mechanisms. Project work included research on a variety of strategies involved in design of QI solutions and appropriate outcome measures. Resulted in co-authored publication in Journal of Hospital Medicine.



Sefan Nazeer

sefan.nazeer.wg19@wharton.upenn.edu
Northwestern University, Evanston, IL
B.A., Economics 2012

An opportunity to work with a dynamic mission driven team to provide superior healthcare service.

HealthCare Partners, Los Angeles, CA

MBA Intern, Summer 2018

Worked within the Inpatient Operations department to identify a hospital admission reduction approach, analyze potential savings / profitability, and select preferred sites to implement the strategy. Also developed a provider dashboard with key performance metrics for regional leadership.

Wellthie, New York, NY

Business Analyst, 2016-2017

Performed product management, development and implementation roles at a Series A-funded healthcare tech startup. Led product implementation into 20+ new states as well as product integration with key data partners. Supported business development efforts through state prioritization and data management.

HealthScape Advisors, Chicago, IL

Senior Consultant, 2014-2016

Consultant, 2012-2014

Served as strategy and operations consultant for health plan clients and risk-bearing provider systems. Advised clients through pre- and post-ACA implementation challenges including risk adjustment impacts and market strategy. Led workstream for 18 months on government contract proposal, focusing on provider network operations.



Shaina A. Oake

shaina.oake.wg19@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.S.E., Magna Cum Laude, Materials Science
and Engineering, 2010
M.S.E., Bioengineering, 2011

An opportunity to grow innovative biotech companies through an operational, business development or investing role.

Denali Therapeutics, South San Francisco, CA

Corporate Development Intern, Summer 2018

Developed China partnering strategy, incorporating impact on clinical trial strategy. Presented recommendations to CFO and COO. Reviewed and influenced contracts and term sheets for in-licensing and out-licensing agreements, including co-development and co-commercialization agreement with a profit-split and antibody discovery collaboration with a royalty structure. Created financial models and deal approval presentations for Denali leadership to support business development transactions. Analyzed landscape and supported scientific diligence evaluation of in-license opportunities across modalities.

UCLA Technology Development Group, Los Angeles, CA

Principal, 2016-2017

Entrepreneurship Associate, 2014-2016

Led financial analysis and advised campus leadership on \$1.14B sale of Xtandi royalties. Managed sale of Kybella royalties; worked with investment bankers, lawyers and co-owning institution, and presented market and financial opportunity assessments to the board. Launched \$1.7M UCLA Innovation Fund to advance unlicensed technologies.

ClearView Healthcare Partners, Newton, MA

Senior Analyst, 2013-2014

Analyst, 2012-2013

Strategic consulting for pharmaceutical and biotech firms on due diligences, market opportunity assessments and life cycle management opportunities.



Sonal Panda

sonal.panda.wg19@wharton.upenn.edu
Veermata Jijabai Technological Institute, Mumbai, India
B.Tech. Engineering, Mechanical Engineering, 2012

An opportunity to innovate healthcare delivery by investing in and supporting healthcare startups.

Venture University, San Francisco, CA

Investor, Summer 2018

Deal sourced and reviewed 85 healthcare startups employing artificial intelligence technologies, conducted due diligence, drafted investment evaluations and recommendations, and presented to the investment committee for approval. Invested in 4 companies across AI, robotics, consumer and marketplaces, and sourced co-investment capital.

Asian Heart Institute, Mumbai, India

Director, 2015-2017

Joined as board director to improve existing operations, build partnerships and diversify business into new segments. Developed a JV for a cancer hospital and created a chain of dental clinics. Created 6-person marketing and sales team, revamped digital media presence, and increased brand awareness by 32% in key markets.

Aditya Birla Group – Corporate Strategy & Business Development, Mumbai, India

Assistant Manager, 2015

Senior Executive, 2013-2015

Trainee, 2012-2013

Developed long-term strategic growth options for existing businesses, such as acrylic fiber, wherein sales increased by 27%. Crafted pitches and assisted in valuation and financial modeling for a \$3.5B cement deal and \$500M carbon fiber deal. Identified and evaluated new business opportunities in big data and carbon fiber.



Andrea Y. Park

andrea.park.wg19@wharton.upenn.edu
Massachusetts Institute of Technology, Cambridge, MA
B.S., Materials Science and Engineering, 2013

An opportunity to lead teams in a strategic role at a life sciences company developing solutions in areas of unmet need.

Bain & Company, San Francisco, CA

Summer Associate, Summer 2018

Led analytical valuation resulting in \$10-15M in possible savings for a large hospital provider client by implementing several initiatives related to hospital laboratories. Researched and synthesized governance best practices for a new committee-based operating model. Planned and created client meeting materials.

New Leaf Venture Partners, New York, NY

Venture Capital Analyst, 2015-2017

Served as sole junior member for a \$1B+ AUM healthcare investment fund focused on biopharma, medical devices, diagnostics and healthcare information technology. Monitored current investments and constructed financial returns models for new investments in venture fund and public fund. Constructed materials for fundraising efforts when raising \$209M third venture fund.

Bank of America Merrill Lynch, New York, NY

Analyst, Healthcare Investment Banking, 2013-2015

Executed M&A and capital markets transactions for life sciences, medical technology and healthcare services clients. Formulated standalone, accretion/dilution, discounted cash flow, leveraged buyout and initial public offering models using projections, synergies, debt schedules and pro-forma information.



Cyrus Peyrovian

cyrus.peyrovian.wg18@wharton.upenn.edu
University of Maryland, College Park, MD
B.S., Finance and Operations Management,
2010

An opportunity to build and scale
healthcare services and technology
companies.

FastAuth, Philadelphia, PA

Founder, Summer 2018

Developing software to streamline
the prior authorization process in
health care. Designed and demoed
prototype with initial target market.
Built pipeline representing over 5,000
physicians.

NaviMed Capital, Arlington, VA

Private Equity Associate, 2015-2017

Assisted in acquisitions of family /
founder-owned healthcare services
and technology companies. Lead
associate on 3 completed transactions
(1 platform and 2 add-on acquisitions).

Healthagen (a division of Aetna), New York, NY

*Business Development Senior Analyst,
2012-2015*

Assisted in Aetna's diversification strategy
through partnerships, acquisitions,
and minority investments. Completed
strategic partnership between Aetna
and a patient portal company, developing
financial model and competitive
analysis. Formed term sheets and
market research models for Joint
Venture business unit to launch
provider-owned health plans.

SunTrust Robinson Humphrey, New York, NY

*Health Care Investment Banking Analyst,
2010-2012*



Shannon Ridge

shannon.ridge.wg19@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.S.E., Bioengineering, 2011

An opportunity to launch and scale
products, services, and operating
models that improve the quality
and accessibility of patient care.

Guardant Health, Redwood City, CA

Business Development Intern, Summer 2018

Developed business plan and strategic
partnerships for Guardant Health's
emerging "data as a product" offering
and gained buy-in from founding CEO,
COO and other senior leaders. Output
included market landscape and sizing,
financial projections, resource plan,
pricing strategy, sales strategy, and
legal recommendations.

Optum Analytics (formerly Humedica), Boston, MA

Product Manager, 2014-2017

Delivered product roadmaps for
\$35M+ annual revenue analytics tools
that allowed healthcare providers to
analyze patient health information
and identify opportunities for
improved quality of care. Managed
strategic direction for team of 30+
engineers and facilitated product col-
laborations with leaders across client
base of 70+ health systems. Achieve-
ments include scaling Optum's Registry
product from pilot to significant por-
tion product revenue, launching data
privacy model, and introducing prod-
uct usage statistics into broader prod-
uct team's decision-making processes.

Deloitte Consulting, Boston, MA

Consultant, 2013-2014

Analyst, 2011-2013

Advised healthcare clients on large-
scale operational and technology
challenges. Project work included
leading billing process redesign at
subsidiary of \$60B health plan and
running program management for
CRM implementation across \$75B
biopharma's IT, sales, and marketing
functions.



Steven Rosen

steven.rosen.wg19@wharton.upenn.edu
Princeton University, Princeton, NJ
A.B., Woodrow Wilson School of Public
and International Affairs, 2013

An opportunity to build leading health
care businesses through investment
or management.

LLR Partners, Philadelphia, PA

*MBA Intern, Health Care Private Equity,
Spring and Summer 2018*

Evaluated new investments for \$1.2B
fund. Developed investment thesis,
built operating model, and prepared
and presented investment committee
materials on merits and risks for a
buy-and-build health services strategy.
Conducted due diligence for 3
potential investments.

American Securities, New York, NY

Strategy Associate, 2015-2017

Led commercial due diligence on 7
prospective investments, collaborating
with investment team, for \$5.0B pri-
vate equity fund. Conducted strategy
and operational work for 8 portfolio
companies, working directly with
CEOs and senior management teams.
Projects for portfolio companies
included market entry and competitive
analysis, in addition to the creation of
long-term strategic plans aligned with
financial targets.

McKinsey & Company, Philadelphia, PA

Business Analyst, 2013-2015

Completed more than 10 strategy and
operations projects for clients includ-
ing hospital systems, pharmaceutical
companies, private equity firms, retail
companies, and government agencies.
Performed data analysis, modeling,
primary and secondary research, and
workshop facilitation to develop
strategies to meet client objectives.
Received offer to return as a Senior
Associate.



Michele M. Rudolph

michele.rudolph.wg19@wharton.upenn.edu
Washington University in St. Louis,
St. Louis, MO
B.S., Magna Cum Laude,
Biomedical Engineering, 2013

An opportunity to enable the pursuit of new medicines in a pharma or biotech organization.

Moderna Therapeutics, Cambridge, MA *Business Development, Summer 2018*

Integrated internal and external perspectives to develop recommendations for pharma partnership strategies, enabling a clinical-stage company to benefit from outside funding and expertise. Facilitated negotiations to obtain licenses to technology needed to advance scientific research.

Bain & Company, New York, NY and Chicago, IL

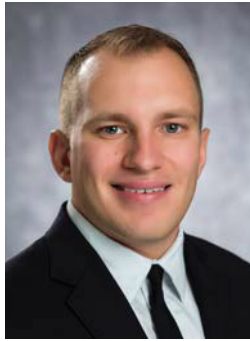
Consultant, 2016-2017
Senior Associate Consultant, 2015-2016
Associate Consultant, 2013-2015

Served as client-facing associate on projects spanning multiple functions and industries. Project highlights:
(1) Worked with >\$5B healthcare provider to define new care delivery models to improve profits and quality, (2) Served as part of Bain's private equity group on 7 due diligences, covering multiple industries including pharmaceuticals and healthcare providers, (3) Identified profit improvement opportunities for medtech client.

Regeneron Pharmaceuticals, Tarrytown, NY

Extern, 2016-2017

Led communications, data gathering, analysis, and implementation for organizational initiative during 6-month externship, working for head of Late-Stage Clinical Development and Medical Affairs. Facilitated cross-functional task force, leading interviews and focus groups to ensure initiative best served all stakeholders.



Andrew H. Scott

andrew.scott.wg19@wharton.upenn.edu
Georgetown University, Washington, DC
B.A., Cum Laude, Economics 2012

An opportunity to leverage my experience designing and implementing national-scale digital health initiatives to help shape the emerging future of healthcare.

Amazon, Seattle, WA

Program Management Intern, Summer 2018
Developed business strategy in new product area (currently under NDA).

Accenture, Melbourne, Australia

Manager – Management Consulting, 2015-2017

Successfully led national-scale digital health programs. (1) Developed and piloted a model for third-party app integration to Australia's national health record (2) Led service design and transition planning efforts for establishment of the New Zealand National Telehealth Service – consolidating 7 non-profit health services with over 200 staff in less than 5 months, and (3) Led business case for a national electronic health record for New Zealand.

Accenture, Washington, DC

Strategy Consultant, 2012-2015

Strategy consultant with focus on customer experience strategy for large health care providers. Collaborated to found Accenture's 'Patient Access' offering focused on leveraging technology to improve appointment scheduling and coordination of health visits. (1) Led patient experience transformation program at a leading academic health system, and (2) Developed business case and operating model for consolidation of 20 department billing offices at a top-ranked children's hospital.



Raj R. Sridhara

rajhansa.sridhara.wg19@wharton.upenn.edu
Indian Institute of Technology Bombay, India
B.Tech. and M.Tech. (Dual Degree),
Aerospace Engineering, 2011
Stanford University, Stanford, CA
M.S., Management Science and Engineering,
2014

An opportunity to explore the use of advanced analytics tools to transform the healthcare provider space.

World Health Organization, Geneva, Switzerland

Polio Eradication Team Associate, Summer 2018

Supported the planning, coordination and future roadmapping process for the Global Polio Eradication Initiative. Created a new tool to drive visibility into the Initiative's budgetary needs and funding gaps by geography and function, to inform the fundraising process and facilitate understanding of availability of funds for contingent needs.

The Boston Consulting Group, Los Angeles, CA and Berlin, Germany

Consultant, 2016-2017
Associate, 2014-2016

Designed population health improvement programs, identified areas for expansion through geographical modeling, and supported government collaboration as part of 10-year strategy refresh for major pediatric hospital group on U.S. East Coast. Developed the roadmap and supported implementation of "next-gen supply chain" for global pharma firm; efficiency and coordination improvements using internet of things, analytics, etc. projected to be \$0.6B. Led a team of 8 to oversee the planning, design and business case for an "Uber-like" radiologist platform for a global medical technology client; annual revenues from platform projected to be \$300M - \$600M.



Chloe E. Stier

chloe.stier.wg19@wharton.upenn.edu
Stanford University, Stanford, CA
B.A., Human Biology, 2011

An opportunity to work with a mission-driven organization to advance innovative care models and value-based care.

Iora Health, Boston, MA

Summer Associate, Real Estate Analytics, Summer 2018

Developed predictive model to evaluate the enrollment potential of new market entry opportunities and existing market expansion opportunities. Built organizational buy-in for a hybrid quantitative and qualitative approach to expansion decision-making. Toured markets and identified potential real estate opportunities for 2019.

Alliance of Community Health Plans, Washington, DC

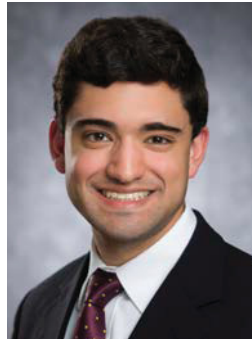
*Manager, Innovation & Analytics, 2017
Business Analyst, 2014-2016*

Used CMS, NCQA and health plan-reported data to benchmark our member plans' quality, utilization, price and Medicare market performance. Designed and implemented virtual and in-person programming for health plan leaders in the quality and pharmacy departments.

The Lewin Group, Falls Church, VA

*Research Consultant, 2014
Senior Research Analyst, 2011-2014*

Consultant providing research, program planning and technical support to predominantly federal health clients and their grantees. Primary contracts supported the CMS Office of the Medicare Ombudsman, the CMMI Health Care Innovation Awards, the Veteran-Directed Home and Community-Based Services program and Aging and Disability Resource Centers.



Vasanth S. Subramanian

vasanth.subramanian.wg19@wharton.upenn.edu
University of Chicago, Chicago, IL
A.B., with Honors, Economics and Political Science, 2013

An opportunity to improve care through enhancing the adoption of, and ensuring patient access to, innovative biopharmaceuticals.

Intercept Pharmaceuticals, New York, NY

US Marketing MBA Intern, Summer 2018

Assessed potential for a strategic sales initiative to improve uptake of a second-line pharmaceutical therapy for a rare liver disease. Synthesized inputs from the marketing, sales, market access, regulatory, legal, and operations teams to perform financial and qualitative analysis of different implementation options and make a recommendation to the U.S. commercial leadership team. Developed concept materials (including regulatory and legal review) to help physicians and staff in large primary-care offices identify rare-disease patients for potential specialist referral.

The Boston Consulting Group, New York, NY

*Consultant, 2016-2017
Associate, 2014-2015*

Led PMO for regulatory changes to complete post-merger integration and legal entity name changes at a global pharmaceutical company, coordinating market-specific filing strategies with artwork and labeling changeovers to ensure continuous supply and minimize revenue risk. Recommended and analyzed financial impact of organizational changes in the Quality unit of a vaccine manufacturer to realize post-merger synergies. During a year abroad in Brussels, Belgium, developed improved hiring, training, and feedback processes to support and sustain culture change and improve country-region collaboration in a global biopharmaceutical company's EMEA Commercial organization.



Erica A. Swanson

erica.swanson.wg19@wharton.upenn.edu
Stanford University, Palo Alto, CA
B.A., Human Biology, 2010

An opportunity to design and implement evidence-based solutions that improve patient and caregiver lives.

DaVita, Denver, CO

Redwood Summer Associate, Summer 2018

Proposed process-based solutions to improve clinic performance. Conducted 13 clinics visits, interviewed >40 frontline staff, designed / implemented national survey and ran metric correlation analysis. Recommendations resulted in immediate implementation of company-wide improvements.

Genome Medical, San Francisco, CA

Business Development Manager, 2017
Managed relationships and contract negotiations at target companies, leading to 3 initial partnership agreements for the start-up.

MedHelp, San Francisco, CA

Lead Account Manager, 2016
Co-led a team to create Medtronic's first digital-companion app for continuous glucose monitoring. Directed identification of customer requirements and platform feature ideation.

Janssen Healthcare Innovation (J&J), San Diego, CA

Commercial Trial Manager, 2013-2016
Managed team of healthcare professionals to implement a trial intervention for people with Schizophrenia. Identified unmet need leading to the development of a novel digital intervention, resulting in reduction of hospitalization days by 27% and decision to expand to Mt. Sinai.

Achaogen, South San Francisco, CA

Strategic Marketing Analyst, 2011-2012
Created, managed, and moderated 5 qualitative market research analyses to inform pipeline and pharmacoeconomic value of lead compound.



Adam S. Thomas

adam.thomas.wg19@wharton.upenn.edu
Yale University, New Haven, CT
B.A., American Studies, 2012

An opportunity to operate and build innovative healthcare technology and services companies.

Relay Investments, Boston, MA

Summer Associate, Summer 2018

Conducted due diligence, business analysis, and financial modeling for potential private equity investment in a global medical simulation software company. Supported diligence on additional 22 investment opportunities with emphasis on health care services markets. Developed firm presentations and internal financial models.

athenahealth, Watertown, MA

Corporate Development Senior Associate, 2015-2017

Incubated de novo data analytics service offering, launching 2 pilot engagements with top-10 biopharmaceutical companies and strategic partners. Developed business case and acquisition-oriented entry strategy for international expansion into Europe. Executed product partnerships with medical laboratory software and mobile patient management software providers.

Axiom Law, New York, NY

Sales Strategy & Operations Associate, 2014-2015

Sales & Account Management Analyst, 2012-2014

Served as business advisor to company leadership responsible for ~50% of firm revenue. Managed revenue forecasting, conducted profitability analysis of global sales function, and supported organization re-design to drive top-line revenue growth. Accelerated client outreach and sales activities as part of life sciences practice team leading to ~35% growth.



Angela N. Udemba, Ph.D.

angela.udemba.wg19@wharton.upenn.edu
University of York, UK
Master of Chemistry, 2009
Imperial College London, UK
Ph.D. Medicinal Chemistry, 2013

An opportunity to work on effective teams in an operational and/or strategic role to drive innovations in the bio-pharmaceutical industry.

McKinsey & Company, Chicago, IL

Summer Associate, Summer 2018

Advised a healthcare client's leadership team on best practices in executive support functions. Worked on a vendor rationalization initiative with the client operational team to identify cost saving opportunities.

Deloitte Consulting, London, UK

Consultant, 2014-2017

Advised clients on business and technology transformations within the pharmaceutical and financial services industries. Key projects included leading 3 workstreams to define and implement processes for migrating a multinational bank's corporate customers to a new banking channel, as part of a \$260M digital transformation.

GlaxoSmithKline, Harlow, UK

Credit Intern Research Chemist, 2008-2009

Developed more cost-effective methods for synthesizing pain-relief drugs and validated targets as novel and patentable.



Pragun Vohra

pragun.vohra.wg19@wharton.upenn.edu
University of Maryland, College Park, MD
B.S., Computer Engineering,
B.S., General Biology, 2011

An opportunity to drive significant value in healthcare through the development of novel hardware and software systems.

Histoserv, Inc., Germantown, MD

Operations and Software Integration, Summer 2018

Developed software and guided a new process for automated microscope slide labeling, yielding a 75% reduction in required labor hours. Integrated disjointed job fulfillment process into a single system. Modernized company network infrastructure and set up a central data repository with multiple failsafes.

Applied Predictive Technologies, Arlington, VA

Principal Engineer, 2016-2017

Lead Front-End Software Engineer, 2014-2015

Front-End Software Engineer, 2012-2014

Led multiple large-impact development teams, including a team of 7 to develop a novel product to help restaurants optimize pricing strategy and a 10-person team to create a fully customizable test-summarizing dashboard, used by over 175 businesses. Developed and taught front-end development training sessions for 75+ employees and led recruiting efforts from the University of Maryland.

HurdIrr, Inc., Washington, DC

Lead Front-End Software Engineer, 2015-2016

Led mobile front-end development for a fast-growing user-base. Drove integrations with and contributed to codebases for 2 other startups. Developed internal tools to boost employee productivity. Reduced app battery usage by 75%.



Greg N. Wallingford, M.D.

greg.wallingford.wg19@wharton.upenn.edu
University of Notre Dame, Notre Dame, IN
B.S., Magna Cum Laude, Science Computing & Psychology, 2010
University of Texas Southwestern Medical School, Dallas, TX
M.D., 2014

To improve healthcare delivery systems for physicians and patients.

McKinsey & Company, Dallas, TX
Summer Associate, Summer 2018

Identified \$35M savings opportunity at large hospital system by standardizing supply utilization for surgical procedures. Led meetings with COO, VPs, and surgeons to present analysis, elicit feedback, and gain buy-in for proposed action plan. Aligned surgeons, operating room staff, and service line leadership around feasible implementation strategies to ensure accountability and maximize value capture.

University of Pennsylvania Health System, Philadelphia, PA
Attending Physician, 2017-Present

Trained medical students and resident physicians in the specialty of emergency medicine. Led interdisciplinary teams to develop and implement treatment plans for critically ill and injured patients at the University of Pennsylvania Health System, a highly-specialized referral center.

Stanford Health Care, Stanford, CA
Resident Physician, 2014-2017

Led interdisciplinary teams to develop and implement treatment plans for critically ill and injured patients in Stanford Emergency Department, a level 1 trauma center and highly-specialized referral center. Appointed Resident Director of Quality & Operations to oversee Emergency Department process improvement projects.



Eric Walter

eric.walter.wg19@wharton.upenn.edu
Columbia University, New York, NY
B.A., Economics, 2012
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. candidate, 2019

An opportunity to apply effective, innovative healthcare management techniques to the global health setting.

Possible, Kathmandu, Nepal

Healthcare Finance Intern, Summer 2018
As part of 3-member team, developed structure and data-gathering plan for costing analysis of Bayalpata Hospital, a 3-site Community Health Worker program and EMR implementation. Gathered programmatic and financial data via stakeholder interviews and analysis of medical and financial records. Created presentations and wrote reports for internal and external communication regarding project methods, goals, and timeline.

Americorps Health Corps, Brooklyn, NY
Patient Navigator, 2013-2014

Identified and enrolled patients in need of financial support for medications. Applied to pharmaceutical companies for support on patients' behalf. Partnered with the hospital pharmacy to manage processing and distribution of the medications; contacted patients when their refills arrived. Updated the employee operations and training manual.

Working Families Party, New Paltz, NY
Field Manager, 2012

Performed door-to-door canvassing for a State Senate campaign and the Fight for 15 minimum wage campaign. Organized canvassing teams and trained new employees. Managed employee data tracking system.



Florence Wang

fanghua.wang.wg19@wharton.upenn.edu
Colgate University, Hamilton, NY
B.A., Magna Cum Laude, Economics, Psychology, 2013

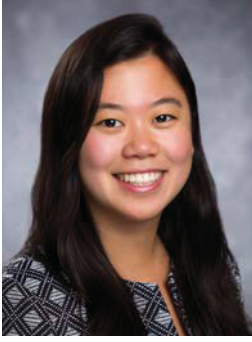
An opportunity to make innovative pharmaceutical products more accessible and affordable to patients all around the world.

Deloitte Consulting, Paris, France
Strategy & Operations Summer Associate, Summer 2018

Prepared an all-day greenhouse innovation workshop to help a French biotechnology company assess its readiness for implementing continuous manufacturing; interviewed industry experts from the U.S. and Europe. Organized a pharmaceutical industry conference focused on innovative and connected patient engagement practices. Recommended sourcing strategies to reduce supply chain disruptions for a French medical device company.

Deloitte Consulting, New York, NY
Consultant, 2015-2017

Business Analyst, 2013-2015
Developed competitive response strategy for a top-3 biotechnology company's blood disorder product in response to competitor launch. Created optimization recommendations for a top-3 global pharmaceutical company's R&D organization to achieve \$3M annual cost savings, evaluated and prioritized the organization's 40+ ongoing efficiency-driven initiatives. Streamlined and updated clinical cost metrics for a top-3 medical device company's \$1.5B+ annual R&D budget across all business units. Designed organization structure and processes to support a Japanese pharmaceutical company's pharmacovigilance group transformation into a global organization headquartered in the U.S.



Nancy L. Wang

nancy.wang.wg19@wharton.upenn.edu
Yale University, New Haven, CT
B.S., Cum Laude, Distinction in Majors, Biology
and Economics, 2014

An opportunity to enhance the patient experience by advancing innovations that deliver personalized care, improve outcomes, and promote collaboration across the healthcare ecosystem.

Celgene Corporation, Summit, NJ
Business Development and Strategy Intern, Summer 2018

Independently led a strategic assessment of artificial intelligence in biopharma and collaborated with a cross-functional team to design an AI pilot study. Analyzed competitor pipelines for late-stage partnership opportunities and supported diligence of Phase II oncology asset.

Bain & Company, Boston, MA
Consultant, 2017
Senior Associate Consultant, 2016-2017
Associate Consultant, 2014-2016

Management consultant specializing in healthcare and private equity. Project highlights: (1) Developed value-based care playbook for a national health insurance company; (2) Analyzed local market dynamics to inform independent practice association acquisition; (3) Led diligence of potential targets including a behavioral health provider, patient financing platform, and international hospital system.

Boston Children's Hospital, Boston, MA
Innovation and Digital Health Accelerator Strategy Associate, 2016

Crafted a business plan for a comprehensive precision medicine service, incorporating input from 50+ stakeholders (including rare disease researchers, clinicians, peer hospitals, diagnostics labs, and local payers). Received approval from the hospital's Executive Committee, resulting in eventual launch of the service in 2017.



Parker L. Wright

parker.wright.wg19@wharton.upenn.edu
Harvard College, Cambridge, MA
A.B., Cum Laude, Economics 2011

An opportunity to work on and lead effective teams within the healthcare industry, with responsibility for both strategy and operations.

Boston Consulting Group, Boston, MA
Summer Consultant, Summer 2018

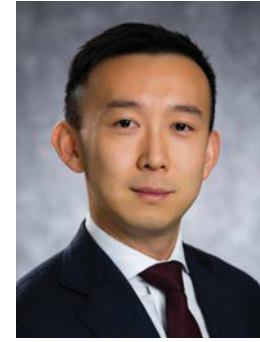
Worked alongside team of consultants on 2 buy-side private equity due diligence projects. Created feasibility analysis of cooking oil company's customer growth strategy and developed local market deep dives for HVAC company's growth plan.

Vizient (formerly MedAssets), Atlanta, GA
Senior Strategy and Operations Manager, 2015-2017
Corporate Development Associate, 2013-2015

Developed and implemented Analytics & Advisory Services Segment's overall business strategy while working as internal strategy consultant leading cross-functional teams to develop and execute strategies for growth and operational improvement opportunities. Project work included helping develop strategy for expansion into U.K. market and operational improvement projects during post-merger integration.

Lincoln International, Chicago, IL
Investment Banking Analyst, 2011-2013

Prepared valuation analyses, LBO models, offering memorandums and company presentations while working on 10 sell-side and 3 buy-side M&A deals (7 closed). Worked with 12-person healthcare team to perform industry analysis and coverage within Diagnostic & Research Tools, Medical Devices, Healthcare Services and Outsourced Services sectors.



Yue Xi

yue.xi.wg19@wharton.upenn.edu
University of Michigan, Ann Arbor, MI
B.B.A., With High Distinction, Phi Beta Kappa,
Finance and Accounting, 2011

An opportunity in private equity to identify and build market-leading businesses.

Oberland Capital, New York, NY
Summer Investment Professional, Summer 2018

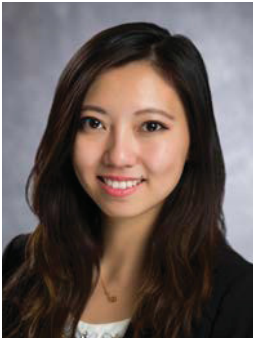
Assessed investment opportunities at healthcare focused investment firm (\$800M Fund II). Responsible for sourcing deal flow and conducting due diligence in the biotechnology sector.

H.I.G. Capital, Miami, FL
Private Equity Associate, LBO Group, 2014-2017

Evaluated and executed investments as a member of the LBO group (\$1.0B Fund V). Monitored portfolio companies through attending board meetings and supporting management teams. Closed 3 platform acquisitions, 1 in the healthcare industry (United States Medical Supply) and 2 in the chemicals industry (Valtris Specialty Chemicals and Dominion Colour Corporation). Completed successful sale of Infogix. Spent 4 months as Chief of Staff of United States Medical Supply, working directly with the CEO to develop and execute strategic and tactical initiatives.

Citigroup, New York, NY
Investment Banking Analyst, Mergers & Acquisitions, 2012-2014

Advised corporate clients and financial sponsors on M&A transactions across multiple industries; successfully executed 4 transactions. Developed defense strategy for public companies facing shareholder activism.



Elaine Xie

elaine.xie.wg19@wharton.upenn.edu
Northwestern University, Evanston, IL
B.A., Cum Laude, Economics & Mathematical
Methods in Social Sciences, 2013

An opportunity to bring innovative technologies and medicines to patients with the highest unmet need and bridge the healthcare gap between U.S. and the rest of the world.

C-Bridge Capital, New York City, NY

Investment Associate, Summer 2018
Developed investment thesis on gene therapy and rare disease opportunities in China. Sourced new investment opportunities, performed due diligence, and presented recommendations to managing directors.

Gilead Sciences, Foster City, CA

Corporate Development, Summer 2018
Conducted due diligence of multiple companies; created board materials to share recommendations on M&A and partnership strategy. Led cross-functional discussions to build counter-offer term sheet for 2 in-licensing opportunities with contract of \$1B in milestones.

Adverum Biotechnologies, Palo Alto, CA

Senior Financial Analyst, 2016-2017
Developed partnership strategy and portfolio prioritization across 8 indications. Initiated first company-wide patient engagement effort. Led post-merger budgeting to assess company runway and develop fundraising strategy.

ZS Associates, Los Angeles & San Francisco, CA

Associate Consultant, 2015-2016
Associate, 2013-2015
Developed revenue forecasting models and scenario analysis across multiple disease areas (osteoporosis, migraine, Alzheimer's, multiple sclerosis). Led market research of payers and key opinion leaders to inform pharmaceutical product launch strategy.



Cindy Xin Xiong Ph.D.

xin.xiong.wg19@wharton.upenn.edu
Shanghai Jiao Tong University, Shanghai, China
B.S., Biotechnology, 2007
University of Michigan, Ann Arbor, MI
Ph.D., Molecular, Cellular and Developmental
Biology, 2013

An opportunity to combine my technical expertise with business knowledge to invest in high-potential technologies that transform healthcare.

Lilly Asia Ventures, Menlo Park, CA

MBA Intern, Venture Capital, Summer & Fall 2018
Led due diligence to evaluate technology, growth opportunities and market potential of biotech companies at various stages. Conducted market landscape analysis for U.S.-China cross border investment opportunities and licensing deals in healthcare.

Tybourne Capital Management, Hong Kong, China

MBA Intern, Hedge Fund Equity Research, Summer 2018
Performed fundamental analysis on healthcare investment opportunities for the global Long/Short Equity Fund. Conducted research and built financial models to evaluate Chinese biopharma companies. Led due diligence on cross-over deal of a U.K. biotech company.

Life Science Angels, Palo Alto, CA

Investment Committee, 2017-2018
Evaluated early-stage investment opportunities. Managed investor relations and raised capital from individual angel investors. Advised entrepreneurs on business and technology strategies that enabled growth opportunities.

Agenovir Corporation (acquired by Vir Biotech), San Francisco, CA

Founding Scientist and Group Leader, 2015-2017
Led the research team to conduct foundational scientific research for CRISPR treatment of infectious diseases related cancer. Invented 5 U.S. patents for treating infectious diseases. Established strategies to build technology leadership of the company. Contributed to raise \$10.6M Series A.



Lucy Yin

lucy.yin.wg19@wharton.upenn.edu
Duke University, Durham, NC
B.S., Cum Laude, Economics, Biology, 2014
School of Engineering and Applied Sciences at the University of Pennsylvania, Philadelphia, PA
Master of Computer & Information Technology, 2019

An opportunity to create and commercialize digital health products, especially those leveraging analytics and cognitive computing, to improve healthcare.

IBM Watson Health, Raleigh, NC

Product Management Intern, Summer 2018
Led cross-functional team spanning development, design, and data science to develop and demo UX improvements and new ML model in diabetes management mobile app. Created product roadmap with development partner, Medtronic, conducting user and market research. Analyzed competitor business models, partnerships, and marketing efforts to guide go-to-market strategy.

Big Health, San Francisco, CA

Product Marketing & Growth Intern, Summer 2017
Led marketing at Series B digital therapeutics company focused on mental health. Created B2B marketing strategy and playbook. Designed and executed 3 B2B campaigns, deploying A/B testing and channel analytics. Partnered with Sales to develop targeted messaging and sales enablement content.

Accenture, San Francisco, CA

Consultant, 2016-2017
Analyst, 2014-2016
Led work streams on post-merger integration, growth strategy, and cost reduction projects spanning 3 health systems, 3 PBMs, 1 pharma manufacturer, and 1 medical device company. Founded Health AI community with research featured by Google, Forbes, and Rock Health.



Daniel B. Ziment

daniel.ziment.wg19@wharton.upenn.edu
Emory University, Atlanta, GA
B.B.A, Finance and Management, 2012

An opportunity to develop into a thought leader in the healthcare industry.

Goldman Sachs, New York, NY

*Equity Research Summer Associate,
Summer 2018*

Conducted research and analysis on investment opportunities within healthcare sector. Created initiation report on single healthcare stock. Constructed proprietary operating and valuation models to support investment recommendation. Presented research to the division's senior management team.

Evolent Health, Arlington, VA

*Director, Partner Development, 2017
Associate Director, Partner Development,
2015-2016
Senior Analyst, Partner Development,
2014-2015*

Created a new framework to analyze local healthcare market dynamics to identify new business opportunities. Analyzed how local markets across the country were moving to "value-based" health care using new framework. Analyzed financial statements of health systems and provider-owned health plans to identify opportunities for Partner Development executives to discuss with potential clients. Collaborated with senior clinical and operations executives to structure customized service offerings for new clients.

Deloitte Consulting, Atlanta, GA

*Consultant, 2014
Business Analyst, 2012-2014*

Performed analysis and presented recommendations on healthcare projects across strategy, finance and M&A.

2018 Internship Sponsors

The following organizations
provided internships for Health Care
Management Students in Summer 2018.

AMAZON
Seattle, WA

AMAZON WEB SERVICES (AWS)
Seattle, WA

ARIX BIOSCIENCE
New York, NY

BAIN & COMPANY
San Francisco, CA

BEENTHERE TECHNOLOGIES
Philadelphia, PA

THE BOSTON CONSULTING GROUP
Boston, MA
New York, NY
Philadelphia, PA

C-BRIDGE CAPITAL
New York, NY

CELGENE CORPORATION
Summit, NJ

CITADEL
New York, NY

CITYBLOCK HEALTH
New York, NY

CLOVER HEALTH
Jersey City, NJ

CRESSEY & CO.
Chicago, IL

DAVITA
Denver, CO

DELOITTE CONSULTING
New York, NY
Paris, France

DENALI THERAPEUTICS
South San Francisco, CA

DOCUSIGN
San Francisco, CA

EYE HEALTH AMERICA
Atlanta, GA

FASTAUTH
Philadelphia, PA

FIFTH WALL
Venice, CA

GENENTECH
San Francisco, CA

GILEAD SCIENCES
Foster City, CA

GOLDMAN SACHS
New York, NY

GOOGLE INC.
Mountain View, CA

GUARDANT HEALTH
Redwood City, CA

HEALTH ADVANCES
San Francisco, CA

HEALTHCARE PARTNERS
Los Angeles, CA

HISTOSERV, INC.
Germantown, MD

**HOPKINS HEALTH MANAGEMENT
ADVISORY GROUP**
Baltimore, MD

HURON CONSULTING GROUP
New York, NY

IBM WATSON HEALTH
Raleigh, NC

INDEPENDENCE BLUE CROSS
Philadelphia, PA

INTERCEPT PHARMACEUTICALS
New York, NY

IORA HEALTH
Boston, MA

JOHNSON & JOHNSON
San Francisco, CA
Shanghai, China

KAISER PERMANENTE
Los Angeles, CA

KOHLBERG KRAVIS ROBERTS & CO. (KKR)
Menlo Park, CA

L.E.K. CONSULTING
Boston, MA

LEARN IT
Baltimore, MD

LEE EQUITY
New York, NY

LILLY ASIA VENTURE
Menlo Park, CA

LLR PARTNERS
Philadelphia, PA

MCKINSEY & COMPANY
Chicago, IL
New York, NY
Dallas, TX

MD ALLY
Philadelphia, PA

MODERNA THERAPEUTICS
Cambridge, MA

MOUNT SINAI HEALTH SYSTEM
New York, NY

NEVRO
San Francisco, CA

OBERLAND CAPITAL
New York, NY

OXEON PARTNERS
New York, NY

PERIMETER HEALTHCARE
Atlanta, GA

POSSIBLE HEALTH
Kathmandu, Nepal

QUAD-C, MANAGEMENT, INC.
Charlottesville, VA

RELAY INVESTMENTS
Boston, MA

SNOW LAKE CAPITAL
Hong Kong, China

SPRING CAPITAL
Beijing, China

STRATEGY&
San Francisco, CA

TOUCHDOWN VENTURES
Philadelphia, PA

TRIPLE S
(BLUE CROSS BLUE SHIELD, PUERTO RICO)
San Juan, Puerto Rico

TYBOURNE CAPITAL
Hong Kong, China

VENTURE UNIVERSITY
San Francisco, CA

VENTUS HEALTH INVESTORS
Philadelphia, PA

WORLD HEALTH ORGANIZATION
Geneva, Switzerland

ZENYTH PARTNERS
Great Neck, NY



2018 Health Care Program Mentors

Mentors are leaders and senior managers in the health care field who have agreed to provide career and professional development advice and guidance to Health Care Management students.

STACY SHELDEN ABRISHAMI

Strategy Manager, Health
Accenture, LLP
Los Angeles, CA

DAVID ALLEN

Director, Business Development & Licensing -
Respiratory & Gastrointestinal & Informatics
Medtronic
Minneapolis, MN

BRETT R. ANDERSON, M.D.

Assistant Professor of Pediatrics,
Division of Pediatric Cardiology
Columbia University Medical Center
New York, NY

DEEPSHIKHA CHARAN ASHANA, M.D.

Pulmonary and Critical Care Fellow
University of Pennsylvania Health System
Philadelphia, PA

HEATHER ASPRAS

Director, New Product Strategy, Vaccines
GlaxoSmithKline
Philadelphia, PA

EGEN ATKINSON

Biotechnology Investor
Vernock Healthcare Capital Partners
New York, NY

VIKRAM BAKHRU, M.D.

Chief Operating Officer
ConsejoSano, Inc.
North Hollywood, CA

NEIL E. BANSAL

Vice President of Business Development
Pharmscript
Somerset, NJ

JOHN BARKETT

Director of Product Marketing and
Policy Affairs
Willis Towers Watson
Washington, DC

JAMIL M. BEG

Principal
5AM Ventures
Boston, MA

ALI BEHBAHANI, M.D.

General Partner
New Enterprise Associates
Chevy Chase, MD

RYAN BERGER

Senior Director of Business Development
Zynx Health, Part of Hearst Health Network
Los Angeles, CA

ALEXIS BERNSTEIN

Senior Director, Client Strategy & Operations
Wellframe
Boston, MA

NIKHIL BHOJWANI

Managing Partner
Recon Strategy
Cambridge, MA

DARREN BLACK

Managing Director
Summit Partners
Boston, MA

DAVID S. BLOCK, M.D.

President
Gliknik Inc.
Baltimore, MD

LISA BLUMSTEIN

Partner and Co-Founder
TriNet Healthcare Consultants, Inc.
Concord, MA

THEO BRANDT-SARIF, M.D.

Consultant
Clinical Research Concepts
Los Angeles, CA

JASON BRAUNER

Managing Partner
Recon Strategy
Cambridge, MA

JOLENE BRESSLER

Associate
McKinsey & Co.
Philadelphia, PA

ROBERT BRESSLER

Business Development and Corporate
Finance
Teladoc
Chicago/New York

LUCAS BUCHANAN

Chief Financial Officer
Silk Road Medical
Sunnyvale, CA

ELIZABETH J. CAMPBELL

Principal
LLR Partners
Philadelphia, PA

EDWARD CHAN

Principal
1315 Capital
Philadelphia, PA

WILLIS CHANDLER

President
Health System Services
AmerisourceBergen
Conshohocken, PA

DUSTIN W.M. CHANG

Global Equities
Citadel, LLC
New York, NY

EILEEN CHEIGH

Vice President
Pfizer Inc.
New York, NY

GEORGE CHEN, M.D.

Senior VP, Global Medicines Development
Head, China Development Unit
AstraZeneca China
Shanghai, China

VINITA CHHAY, D.M.D.

Health & Insurance
SME-Cognitive Business Development
IBM
UK

AMY CHIU

Product Manager
IBM Watson Health
San Francisco, CA

BRIAN G. CHOI, M.D.

Chief Medical Information Officer;
Professor of Medicine & Radiology
The George Washington University
Washington, DC

BRETT CHUNG

Senior Product Manager
Roche, Sequencing Solutions
San Francisco, CA

EDUARDO CISNEROS

Independent Consultant/Executive Coach
Inspirate Advisory Services
Schaumburg, IL

RYAN COCHRAN

Member/Founder
Diagram HC
New York, NY

BRETT COHEN

Chief Operating Officer
Civitas Solutions
Boston, MA

PETER CONDON

Senior Director, Business Development
Calico Life Sciences
South San Francisco, CA

EMILIE COUEIGNOUX

Associate Director, Business Development
Seattle Genetics
Bothell, WA

ANA CRESPO

Senior Product Marketing Manager
Auris Surgical Robotics
San Carlos, CA

KENNETH L. CUSTER, PH.D.

Director of Portfolio Strategy
and Decision Sciences
Eli Lilly and Company
Indianapolis, IN

DAVID DENNIS

Senior Director,
Strategy and Business Development
Cardinal Health
Dublin, OH

PITAMBER "PITOU" DEVGON, M.D.

President, Co-Founder
Velano Vascular, Inc.
Philadelphia, PA

BENJAMIN DORANZ, PH.D.

President & CEO
Integral Molecular
Philadelphia, PA

CATHY K. EDDY

President
Health Plan Alliance
Irving, TX

MINA EGAN

Managing Director, Business Development
The Advisory Board Company
Washington, DC

BRANDON EINSTEIN, M.D.

Vice President
Enhanced Healthcare Partners
New York, NY

RAMI ELGHANDOUR

President & CEO
Nevro
Redwood City, CA

MING FANG

Vice President
Redmile Group
San Francisco, CA

DOUGLAS C. FISHER, M.D.

Partner
InterWest Healthcare Partners
Menlo Park, CA

PETER FISHMAN

Executive Director,
Jersey Integrated Network,
AVP Care Transformation
CarePoint Health System
Jersey City, NJ

AARON FLINK

Principal
Heritage Group
Nashville, TN

CHRIS FRANCK

Principal, Life Sciences
& Health Care, M&A
Deloitte Consulting LLP
Parsippany, NJ

SCOTT FREISHTAT

Partner
Ashlar Capital Management, LLC
New York, NY

J.P. GALLAGHER

President and CEO
NorthShore University HealthSystem
Evanston, IL

MIKE GALLAGHER

Principal
H.I.G. Capital
Miami, FL

MICHELE GALLUCCI

Vice President Development & Strategy
Medocity, Inc.
Parsippany, NJ

ONNE GANEL

VP Business Development
Sharp Lifescience, USA
San Diego, CA

LYNN GARBEE

Senior Director,
Reimbursement and Collaborative Care
Cigna
Bloomfield, CT

DAN GEOFFRION

Marketing Manager
Medtronic
Minneapolis, MN

NAVID GHARAVI

Vice President
RLH Equity
Los Angeles, CA

SEAN GLEESON, M.D.

President
Partners For Kids,
Nationwide Children's Hospital
Columbus, OH

LETICIA LAZARIDIS GOLDBERG, D.M.D.

Director of Affordability
Optum
Rio de Janeiro, Brazil

NOAH GOODMAN

Director, Business Development
Seres Therapeutics
Cambridge, MA

GARY L. GOTTLIEB, M.D.

Chief Executive Officer
Partners In Health
Boston, MA

VIKAS GOYAL

Principal
SR One
Cambridge, MA

TODD GUREN

Director, Product Manager
Regence BlueCross BlueShield
Portland, OR

LOVISA GUSTAFSSON

Assistant Vice President
The Commonwealth Fund
New York, NY

PHILIP P. GUTRY

Executive Director, Business Development
Regeneron Pharmaceuticals
Tarrytown, NY

MILES HAMMOND

Senior Analyst - Healthcare
Reef Knot Capital
Springfield, NJ

JOHN HARROFF

Vice President
H.I.G. Capital
New York, NY

ANDREW HEDIN

Vice President
Bessemer Venture Partners
Cambridge, MA

LINDSAY HERMAN

Program Manager, Strategy
Northwestern Medicine
Chicago, IL

JANE HERZECA

Vice President Operations
Quartet
New York, NY

Health Care Program Mentors

LAURIE HOLDEN

Director, Integration
Stryker Spine
Allendale, NJ

SAM HOLLIDAY

Chief Operating Officer
Fit4D, Inc.
New York, NY

BRIAN HOLZER, M.D.

CEO
Lacuna Health,
A Kindred Healthcare Company
Louisville, KY

BOB HUANG

Investment Director
Seidler Equity Australia
Sydney, NSW, Australia

EMILY JANVEY, M.D.

Director
KKR
Menlo Park, CA

PRASHANTH JAYARAM, M.D.

Portfolio Manager
Citadel Global Equities
New York, NY

NITI KADAKIA

Manager, Business Development
& Innovation
Kaiser Permanente
Oakland, CA

MIKE KIJEWski

Chief Executive Officer, Co-Founder
MedCrypt
Solana Beach, CA

STEPHEN KIM

Vice President
Goldman Sachs & Co.
Los Angeles, CA & NY

TINA KIND

Managing Partner
DTS Group
Orlando, FL

ERIC KLEIN

Director
Bridge Growth Partners
New York, NY

LYN SALSGIVER KOBSA

Vice President Strategy,
Regulatory and Community
Health Improvement
Yale New Haven Health System
New Haven, CT

MICHAEL KRAMARZ, M.D.

Investment Research Analyst,
(Health Care Products)
Samlyn Capital, LLC
New York, NY

JENNIFER LEE

Special Projects for the CEO
Mixpanel
San Francisco, CA

ELISABETH LEIDERMAN, M.D.

Vice President, Corporate Development
Fortress Biotech
New York, NY

ADAM LESSLER, M.D.

Principal
Canepa Healthcare
New York, NY

BRIAN LEWANDOWSKI

Biopharma Analyst and Partner
Tamarack Capital Management
Carlsbad, CA

JEFFREY S. LITWIN, M.D.

Chief Operating Officer,
Clinical Services Organization
WCG Clinical
Princeton, NJ

LLUVY (WEI) LIU

Consultant
The Boston Consulting Group
Shanghai

SARAH LYON

Director, Medtronic Vascular Strategy
& Portfolio Management
Medtronic
Plymouth, MN

VIDUR MAHAJAN, M.D.

Associate Director
Mahajan Imaging
New Delhi, India

SAMIR MALIK

Founder/General Manager
Genoa Telepsychiatry
New York, NY

KRISTEN (MANDERSCHIED) DEKEN

Director, Labs Operations
Aetion
Boston, MA

JAMES MARTINEAU

Senior Product Manager
Flatiron Health
New York, NY

ROBERT ("BOB") C. McDONALD, M.D.

President
Aledo Consulting, Inc.
Indianapolis, IN

MICHAEL C. MENG

Chairman, President & CFO
Stellar Health
New York, NY

HUMAIRA MERCHANT

Director, Launch Excellence
Alnylam Pharmaceuticals, Inc.
Somerville, MA

GRETCHEN MILLS

Manager Strategy and Market Research
3M Health Information Systems
Murray, UT

SACHIYO MINEGISHI

Vice President, Lead for Sickle Cell
Disease Program
bluebird bio
Cambridge, MA

GRANT MITCHELL, M.D.

Analytics Engagement Manager
McKinsey & Co. (QuantumBlack division)
Silicon Valley, CA

CARTER MONTAGUE

Chief Operating Officer
Cyft
Cambridge, MA

REGAN MURPHY

General Manager
The Governance Institute – NRC Health
Chicago, IL

DAVID B. NASH, M.D.

Dean
Jefferson College of Population Health
Philadelphia, PA

WESLEY NURSS

Analyst
Marshall Wace
New York, NY

JIM O'CONNELL

CEO and Co-Founder
MNI Inc.
Downingtown, PA

MATT OSTRUP

Therapeutics Analyst
Schonfeld Strategic Advisors
New York, NY

SHAUNAK PARIKH

Principal
EW Healthcare Partners
New York, NY

ELIZABETH KIERNAN PATTYN

Vice President, Life Sciences
TruVeris
New York, NY

JONATHAN PEARLSTEIN

Sr. Director of Growth Marketing
Castlight Health
San Francisco, CA

BETSY PEPINE

Broker Owner
Pepine Realty
Gainesville, FL

LISA PERLMUTTER

Senior Manager,
Human-Centered Research and Design
University of Pittsburgh Medical Center
Pittsburgh, PA

GIULIA PETERLONGO

Director of Strategy
DaVita
Denver, CO

JOHN PICASSO

Analyst
Pzena Investment Management
New York, NY

DAVID PINKERT

Co-Founder and President
Friday Health Plans, Inc.
Denver, CO

SALLY POBLETE

Founder and CEO
Wellthie
New York, NY

LISA RAMON

Deputy Director of Global Health
Pro Mujer, Inc.
Mexico City, Mexico

EMILY T. REID

Director, Business Development
Doximity
San Mateo, CA

PAUL RESNICK, M.D.

Chief Business Officer
MabVax Therapeutics Inc.
San Diego, CA

SANDRA RETZKY, D.O.

Medical Officer
U.S. Food & Drug Administration
Silver Spring, MD

JAMES RHODES

Senior Director, Strategy and
Business Development
Children's Health System of Texas
Dallas, TX

MATT RIEKE, M.D.

Senior Director,
Global Business Development and Strategy
Johnson & Johnson
Piscataway, NJ

BEN ROOKS

Managing Director
ST Advisors, Inc.
San Francisco, CA

DAVID A. ROSMAN, M.D.

Service Chief, Outpatient and
Ambulatory Imaging,
Business Development
Massachusetts General Hospital
Boston, MA

MICHAEL ROVINSKY

Director, Southeast Region
Veralon
Atlanta, GA

LAURA BRADY SAADE

Director of Strategic Planning
UCLA, David Geffen School of Medicine
Los Angeles, CA

CRAIG SAMITT, M.D.

President & CEO
Blue Cross and Blue Shield of Minnesota.
Eagan, MN

ALI SATVAT

Member
Kohlberg Kravis Roberts & Co., L.P. (KKR)
Menlo Park, CA

JOE SCATTERGOOD

Associate Director, Marketing
Loxo Oncology
Stamford, CT

STEVE SCHRODEL

Vice President, Operations
Iora Health
Boston, MA

MATTHEW SCHULZ

Vice President
The Vistria Group
Chicago, IL

DAVID M. SCHUPPAN

Partner
The Vistria Group
Chicago, IL

REBECCA SCHWIETZ

Senior Vice President, Clinical Services
Healthfirst
New York, NY

SVEN SEYFFERT

General Manager and
Area Lead, Structural Heart, APAC
Abbott
Singapore

DEEPA SHAH

Sr. Director, Growth
Landmark Health
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