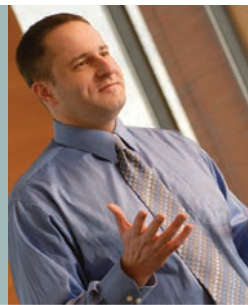
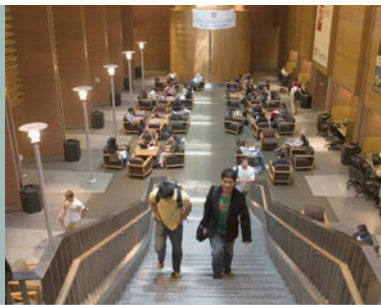


Wharton



MBA Program in
Health Care Management

2018
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/>

2018 Health Care Management



M.B.A. 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 2018 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 two-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
- Financial Management of Health Care Organizations
- Managed Care, Market Structure, and Health Care Delivery
- Health Care Reform
- Management and Economics of Pharmaceutical and Biotechnology Industry
- Medical Devices
- Management of Health Care for the Elderly
- E-Health: Business Models and Impact
- Management of Health Care Services Businesses
- Health Care Entrepreneurship
- Private Sector Role in Global Health
- Health Care Services Delivery: A Managerial Economic Approach
- Advanced Study Project

The Health Care Summer Internship

The internship is a three-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.



Susan M. Adler

susan.adler.wg18@wharton.upenn.edu
University of Rochester, Rochester, NY
B.A., Cum Laude, Economics, Philosophy, 2011

An opportunity to make a meaningful impact on the commercialization of innovative products for a biopharmaceutical company.

Sanofi Genzyme, Cambridge, MA

U.S. Marketing Associate, Summer 2017

Prepared for pediatric launch of a first in class biologic to treat dermatological disease. Conducted expert interviews with HCPs, designed and implemented Pediatrician survey. Developed recommendations for HCP target segments and Pediatrician engagement and presented to senior management. Findings and recommendations adopted into brand plan.

The Boston Consulting Group, Boston, MA

Senior Knowledge Analyst, 2015-2016
Knowledge Analyst, 2013-2015

Served as U.S. biopharma commercial expert, providing original analysis and support for over 40 client engagements. Developed U.S. drug pricing compendium for global pharmaceutical company, devised tailored company positioning statements. Conducted market access benchmarking effort of 13 global pharmaceutical companies. Interviewed market access, policy, and real-world data senior leadership and created customized benchmark analyses.

Public Consulting Group, Boston, MA

Business Analyst, 2011-2013

Conducted planning and design of multiple ACA-compliant health insurance exchanges. Assisted in the development of Delaware exchange consumer assistance and plan management functions. Created report on Texas' behavioral health delivery system, providing recommendations for reform to the Texas Legislature.



Joseph Earl Anderson

joseph.anderson.wg18@wharton.upenn.edu
Vanderbilt University, Nashville, TN
B.A., Mathematics, Economics, 2011

An opportunity to identify, build, and direct market-leading healthcare companies through a private equity investment role.

MBF Healthcare Partners, Miami, FL

Summer Vice President, Summer 2017

Assessed investment opportunities, performed financial and business due diligence, and assisted portfolio company managers for \$350M middle-market healthcare focused private equity fund. Identified and evaluated subsectors within healthcare services and led fund-wide strategy refresh. Monitored portfolio company performance and served as summer board observer for Palm Medical Centers (risk-bearing provider) and Concordia Care (complex care management).

Evolent Health, Arlington, VA

Associate, Corporate Development, 2015-2016
Senior Analyst, Corporate Development, 2014-2015

Sourced, evaluated, and executed M&A transactions as lead M&A associate on Corporate Development team. Directed due diligence efforts, conducted detailed financial modeling and analysis, managed third-party advisors, structured purchase agreements, and developed 100-day go-to-market strategies for 2 completed transactions: \$220M acquisition of Valence Health (managed and value based care technology and services), \$15M carve-out and acquisition of Passport Health Plan's operating assets.

Deloitte Consulting, Atlanta, GA

Consultant, 2013-2014
Business Analyst, 2011-2013

Advised healthcare and financial services clients as part of Strategy and Operations practice.



Alex Aptekman

alexandre.aptekman.wg18@wharton.upenn.edu
York University, Schulich School of Business, Toronto, Canada
B.B.A., Highest Honors, Finance, 2009

An opportunity to bring transformative change to the behavioral health space by helping to build outcomes-focused businesses.

DW Healthcare Partners, Toronto, Canada

Vice President, 2016
Senior Associate, 2015
Associate, 2013-2014

Executed three platform acquisitions, focusing on financial modeling, diligence, and lender negotiations for a healthcare private equity fund with \$900M AUM. Appointed to senior management positions (interim CEO; CFO) at the largest provider of addiction treatment services in Canada, Canadian Addiction Treatment Centres (portfolio company with 75 clinics), managing a major change in reimbursement. Developed a business case that resulted in a transformative JV between the portfolio company and Gilead to administer a Hepatitis C treatment to patients.

Union Square Advisors, San Francisco, CA

Senior Analyst, Technology Investment Banking, 2011-2012

Advised on M&A transactions for strategic and financial clients. Managed the big data initiative, working on all firm deals in this space, including the \$500M sale of DemandTec, a cloud-based analytics software provider, to IBM. Promoted to Third Year Analyst; top-tier ranking in every review.

Bank of America Merrill Lynch, Toronto, Canada

Analyst, Global Investment Banking, 2009-2010

Advised on cross-border M&A and financing transactions for clients across numerous industries. Ranked in the top five percent of an incoming class of 350 analysts in the 2009 Global Training Program.



Priyadarshini Banerjee

priyadarshini.banerjee.wg18@wharton.upenn.edu

National University of Singapore, Singapore
Bachelor of Engineering (B.Eng.), Computer Engineering, 2012

An opportunity to identify, invest in, and transform innovative healthcare services and technology companies.

ROCA Partners, Los Angeles, CA *Investment Team, Summer 2017*

Led business and financial diligence for a \$50M investment in a women's health and cancer diagnostics company at this new private equity fund, founded by former executives at Ares Management.

Venrock, New York, NY *Investment Associate, Summer 2017*

Created investment theses in robotics and computer vision. Co-led business and financial diligence of \$5M series A investment in an insurance technology startup.

Sequoia Capital, Mumbai, India *Investment Analyst, Venture Capital and Growth Equity, 2014-2016*

Led financial and business due diligence for investments in healthcare and consumer sectors. Initiated and led knowledge building and investment sourcing in emerging categories of healthcare technology; sourced Sequoia India's first investment (\$10M series A) focused on precision medicine.

McKinsey & Company, Mumbai, India *Business Analyst, 2012-2014*

Created implementation strategy for India's largest engineering and construction company to scale up presence from a team of 20 to 200 in the Middle East; recommended organizational process changes leading to margin improvements of ~12-15%. Built the strategy and execution blueprint for a global non-profit foundation to electrify 1,000 Indian villages over 5 years. Created 5-year growth strategy for "Top 3" Indian pharmaceuticals company to achieve market leadership.



Charnice A. Barbour

charnice.barbour.wg18@wharton.upenn.edu
Dartmouth College, Hanover, NH
A.B., Engineering Sciences, 2010
M.E.M., Engineering Management, 2012

An opportunity to work on effective teams within health care to improve operational and strategic initiatives.

Barclays Investment Bank, New York, NY *Healthcare Investment Banking Associate, Summer 2017*

Advised on over 10 transactions, including buy-side M&A and dual-track IPO/M&A for top pharmaceutical, medical device, and healthcare service companies.

Trinity Partners, Waltham, MA *Consultant, 2014-2016 Senior Associate Consultant, 2014-2014 Associate Consultant, 2012-2013*

Conducted market research, data analyses, and due diligence for 45+ projects, serving over 20 leading and emerging pharmaceutical, medical device, and biotech companies in key therapeutic areas such as oncology and diabetes. Project highlights: (1) examined yearly results from an Awareness, Trial, and Usage quantitative survey to assess and ameliorate access issues for a \$94B pharmaceutical company's four oncology agents, (2) managed a \$350K project and day-to-day activities of a team of two identifying levers in the oncology treatment paradigm prior to product launch to help with regulatory submission for a \$2.6B pharmaceutical company, (3) determined potential market share, target consumers, and marketing materials of an anti-infective drug for a \$7B company by interviewing key consumers and analyzing data from a large international survey.



Aya BenDavid

aya.bendavid.wg18@wharton.upenn.edu
The Interdisciplinary Center (IDC), Herzliya, Israel
LL.B., Law, B.A., Business Administration, 2011

An opportunity to improve patients' access to care through developing and executing strategies for pharmaceutical companies.

Novartis AG, East Hanover, NJ *Strategy Associate, Summer 2017*

Identified, planned, and executed large-scale strategy project impacting growth plans for a third of the Melanoma Brand within the Oncology Business Unit. Analyzed research and partnered with vendors to recommend data-driven solutions for new patient segment. Received acknowledgement from senior leadership who chose to integrate findings in upcoming launch plans.

Pentax Medical, Hamburg, Germany *Director of Global Product Management, 2014-2016*

Led product development process and launch of 4 products in the German R&D center, employing 40 engineers; strategized, planned, and executed the global product roadmap and go-to-market with regional teams. Led multi-national team of over 100 members in design and development of new large-scale technology platform for gastroenterology, targeting emerging markets; managed project budget of \$15M with expected sales of \$330M in first five years.

EarlySense, Tel Aviv, Israel *Marketing and Product Manager, 2012-2014 Associate Marketing Manager/Site Manager (Los Angeles)/Applications Specialist, 2008-2011*

Promoted 5 times as the organization expanded from 20 to over 100 employees, having demonstrated managerial skills. Initiated new product development, resulting in: 60% reduction in unit price, greater affordability for hospitals, and 300% increase in sales per average deal.



Gregory E. Berger

gregory.berger.wg18@wharton.upenn.edu
Dartmouth College, Hanover, NH
B.A., Magna Cum Laude, English
and Psychology, 2012

An opportunity to work in a strategic role that drives healthcare transformation from a volume-based world to value-based models.

DaVita Healthcare Partners, Denver, CO
Redwoods Summer Associate, Summer 2017

As part of the corporate strategy team, analyzed the performance of DaVita's primary care business in two markets, and initially focused on new marketing strategies to attract more Medicare Advantage patients. Halfway through the summer, shifted focus to analyzing possible patient attrition causes, and developing strategies to combat those hypotheses.

Oliver Wyman, New York, NY
Engagement Manager, 2016
Associate, 2015
Senior Consultant, 2014
Consultant, 2012-2013

Strategy consultant in the Health & Life Sciences practice, with a focus on payer and provider clients. Project work primarily related to developing winning strategies in the ever-changing healthcare environment for the individual ACA and Medicare Advantage markets, as well as driving the shift to value-based care. Additional project work included developing a first-of-its-kind private exchange for health insurance and financial products for a national membership association, and designing a new chronic kidney disease care model for an international dialysis provider. Across projects, managed several teams of up to five consultants as project manager, served as primary client liaison, and conducted complex claims analyses.



Luke A. Betterman

luke.betterman.wg18@wharton.upenn.edu
University of Notre Dame, South Bend, IN
B.A., Magna Cum Laude, History, 2011

An opportunity to operate and invest in innovative healthcare technology and services companies.

Medtronic, Boulder, CO
Business Development Associate,
Summer 2017

Developed investment roadmap for Surgical Innovations business, utilizing a detailed investment thesis framework to evaluate acquisition opportunities totaling \$750M (5 year revenue). Coordinated due diligence process for potential \$150M acquisition, liaising with external partners and 100+ internal team members across commercial, R&D and operations functions.

Springhill Consulting Group, Chicago, IL
Director, 2014-2016
Manager, 2013-2014
Analyst, Senior Analyst, 2011-2013

Managed up to 4 project teams simultaneously in executing strategic engagements, including: M&A due diligence support, market opportunity analysis, competitive landscape assessment, and performance benchmarking. Project highlights: (1) Identified efficiency opportunities totaling ~\$150M for a Fortune 100 distributor with \$2B+ operating expense (SG&A); (2) Managed a team of four analysts in the global strategic assessment of a prototype percutaneous surgical device, recommending \$25M+ investment based on market opportunity and strategic fit; (3) Presented segmented survey data and insights to executive leadership of a Fortune 500 orthopedics company, directly influencing core elements of its 2013 strategic plan.



Alastair M. Blake, M.D.

alastair.blake.wg18@wharton.upenn.edu
University of Cambridge, UK
B.A, Physiology & Neurosciences, 2009
University of Cambridge, UK
MB/BChir (M.D.), 2012

An opportunity to improve healthcare access and delivery through innovative care models and technology.

McKinsey & Company, Boston, MA
Summer Associate, Summer 2017

Advised large hospital system on cost saving strategy, including clinical service redesign. Worked with client leadership to identify savings opportunities and develop rigorous monthly implementation and reporting practices.

Barts Health NHS Trust and NW London Hospitals NHS Trust, London, UK
Resident Physician, Internal Medicine,
2015-2016 and 2012-2014

Led ward rounds and successfully treated over 1,500 patients per year in emergency and outpatient settings. Led a three-person team on project that reduced waiting times by 45% for patients with Achilles tendon rupture. Won "Excellence in Leadership Award" for contribution to local quality improvement work.

Care Quality Commission, London, UK
National Medical Director's Clinical Fellow,
2014-2015

Led six-person team to design and deliver an innovative best practice website for primary care providers. Site was used over 10,000 times in the first 2 weeks and was shortlisted for Health Service Journal Award. Demonstrated thought-leadership by publishing 4 peer-reviewed academic papers in high impact journals and a textbook chapter on regulatory policy.



James A. Calderwood, R.N.

james.calderwood.wg18@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.S., Economics, 2012
B.S., Nursing, 2012

An opportunity to work in strategy or business development focused on the future of healthcare.

Cleveland Clinic, Cleveland, OH

Strategy Intern, Summer 2017

Worked with executives and clinical leaders to create a provider staffing report based on predicted changes in technology, population health, specialty care, etc.; conducted analyses on regional expansion; evaluated opportunities for the Clinic's \$8B investment fund including diligence and financial analysis with the Finance Office.

Advanced Medical Technology Association (AdvaMed), Washington, DC

Policy Analyst, 2015-2016

Research Associate, 2012-2015

Utilized R statistical suite to analyze CMS databases and create custom financial/marketing reports, which encouraged creation of a for-profit entity; developed financial impact models based on interpretations of CMS rules; assisted in managing research budget of \$1M+; supported medtech start-ups in navigating FDA, CMS, and private payer spaces.

U.S. Senate, Washington, DC

Health Policy Fellow, 2012

Worked in Senator's office under sponsorship from the Kaiser Family Foundation on healthcare policy issues, including healthcare reform, CMS, and Native Americans; consulted the Senator on diverse topics, including drinking water, pharmaceuticals and HIV/AIDS; presented the potential effects and mitigation of sequestration on the Indian Health Service.



Timothy A. Carlon

timothy.carlon.wg18@wharton.upenn.edu
Duke University, Durham, NC
B.S.E., Summa Cum Laude, Biomedical Engineering, 2013
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2018

An opportunity to help health care organizations adapt to and succeed in value-based payment models.

Cigna, Philadelphia, PA

Value-Based Reimbursement Summer Associate, Summer 2017

Developed a strategy to accelerate the growth of episode-based contracts for procedures as part of Cigna's commitment to matching the Centers for Medicare and Medicaid Services goals of tying 90% of payments to quality and delivering 50% of reimbursements through alternative models.

Conducted stakeholder interviews and built tools quantifying the value of concrete practice changes for partner groups. Presented final report and recommendations to senior leadership including the CMO and multiple vice presidents.

Computational Breast Imaging Group, Philadelphia, PA

Graduate Researcher, 2014

Authored MATLAB code for automated analysis of breast MRI images with the goal of quantifying risk of future breast and ovarian cancers in asymptomatic women with BRCA 1 and BRCA 2 mutations. Improved previously developed algorithms by reducing run time by 50%, reducing failure rate from 25% to <5%, and adding extensive comments and help files to >10 programs in preparation for analysis of larger, more diverse image datasets. Coordinated with post-doctoral researchers by providing clinical context to direct appropriate applications of novel algorithms. Presented results to the principal investigator, guiding future direction of the project.



Gregory G. Certo

gregory.certo.wg18@wharton.upenn.edu
Dartmouth College, Hanover, NH
A.B., Chemistry and Religion, 2012

An opportunity to support the development and commercialization of therapeutics and healthcare products through investment or business development.

Oberland Capital, New York, NY

Summer Associate, Summer 2017

Analyzed investment opportunities at firm offering structured financing solutions to the global healthcare industry. Worked to provide deal sourcing, conducted investment diligence, and assessed potential deal structures.

Locust Walk Partners, Boston, MA

Analyst, 2014-2016

Evaluated and supported buy- and sell-side biopharmaceutical transactions. Performed due diligence, authored management presentations, assessed commercial landscapes and market opportunities, built financial models, wrote term sheets, analyzed deal scenarios, conducted screens, and prioritized target opportunities.

Health Advances, Weston, MA

Analyst, 2012-2014

Strategy consultant to the healthcare industry supporting drug, device, diagnostics, and investment clients. Quantified market opportunities, assessed competitive landscapes, and performed primary research.



Elena H. Chit

elena.chit.wg18@wharton.upenn.edu
Harvard College, Cambridge, MA
A.B., Government, 2012

An opportunity to build, launch, and implement technology-enabled health products, services, and operating models, especially to care for underserved populations.

Accolade, Plymouth Meeting, PA

Corporate Strategy Intern, Summer 2017

Developed detailed P&L category-level comparisons of key competitor's headcount and spend; presented findings to founder, CEO and direct reports; intended to result in modifying 2018 budget spend and compensation approach. Synthesized key competitor's full current, non-public customer list to inform product development strategy and customer segmentation, targeting, pricing, contracting, and third-party administrator engagement strategies.

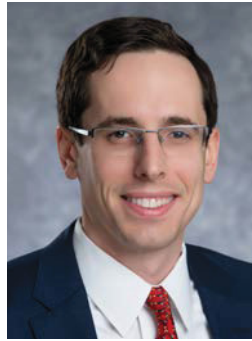
IBM, New York, NY

Corporate Strategy Senior Consultant, 2015-2016

Global Business Services Senior Consultant, 2014-2015

Global Business Services Consultant, 2012-2014

Analyzed historical revenue, cost and growth performance for two business units; rationalized portfolio offerings, reduced complexity and reassigned investment to higher growth products. Defined 3-year strategy for new business unit's growth target through competitive assessment and client engagement with 30 developer teams, system integrators and independent software vendors. Managed \$400K project P&L, strategy and delivery for cross-functional 7-person team to conduct clinical, technical, and regulatory need-gap analysis and develop solution implementation roadmap for \$1.2B city public health agency.



Matthew E. Delaney

matthew.delaney.wg18@wharton.upenn.edu
Bowdoin College, Brunswick, ME
B.A., Cum Laude, Economics and History Double Major, 2011

An opportunity to guide products through the healthcare system to make sure the right treatment gets to the right patient.

Pfizer, New York, NY

Marketing MBA Summer Intern, Summer 2017

Led U.S. launch team of a rare disease drug, consisting of over two-dozen employees up to the Director level. Created the launch project management process from the ground up, including writing a detailed launch work plan, organizing and leading team meetings, creating a budget, and tracking progress against ~300 key activities and milestones. Ultimately, wrote and presented a brand operating plan laying out the launch strategy to the Global President of Rare Diseases.

L.E.K. Consulting, Boston, MA

Associate, 2011-2013

Associate Consultant, 2013-2014

Life Sciences Sector Specialist, 2014-2016

Managed work streams, conducted research, and developed deliverables in 20+ projects for top companies in Life Sciences and beyond. Examples include a small pharma corporate strategy, an immunology drug royalty monetization, and a medtech brand relaunch. As the Sector Specialist, drove internal initiatives to support the 17 Managing Directors of the U.S. Life Sciences practice, including a major knowledge capture initiative.



Lena E. Evans

lena.evans.wg18@wharton.upenn.edu
Columbia University, New York, NY
B.A., English, 2008

An opportunity to serve health care companies interested in strategic and operational innovation.

Pfizer, New York, NY

Marketing MBA Summer Associate, Summer 2017

Led the assessment of the payer access landscape for a newly launched product and identified insights related to patient behavior at certain access levels. Conducted diligence on internal and external tools for access improvement and presented recommendations to management for incorporation into the brand's tactical plan.

Russo Partners LLC, New York, NY

Assistant Vice President, 2015-2016

Account Supervisor, 2013-2014

Senior Account Executive, 2012

Account Executive, 2011

Assistant Account Executive, 2010

Managed \$1.5M in annual revenue for a boutique healthcare PR agency serving public and private clients in the biotech, pharma, and medical device industries. Developed and executed successful PR campaigns for 45+ clients and oversaw 5 direct reports.

Consorzio Mario Negri Sud, Santa Maria Imbaro, Italy

Manuscript Editor, Laboratory of

Lipid Metabolism and Cancer, 2009

Collaborated with researchers to develop and submit manuscripts for peer-reviewed publication.

Salk Institute for Biological Studies, La Jolla, CA

Lab Assistant, Gene Expression Laboratory, 2008

Coordinated the submission of a multi-institute grant to the California Institute for Regenerative Medicine.



Melanie M. Fan

melanie.fan.wg18@wharton.upenn.edu
Duke University, Durham, NC
B.S., Cum Laude, Economics and Statistical Science, 2012

An opportunity to identify and build market-leading healthcare companies through an investment or operational role.

Doximity, San Francisco, CA

Business Development Intern, Summer 2017

Worked directly with co-founders and senior management team of digital health startup, building an online network for medical professionals with >70% of U.S. physicians on platform. Led initiative to analyze demographics and engagement for physicians targeted by pharmaceutical clients, resulting in actionable insights for increasing advertising revenue and strategic recruitment of new members.

Frazier Healthcare Partners, Seattle, WA

Growth Buyout Associate, 2014-2016

Assessed over 30 potential investment opportunities and executed leveraged buyout transactions for a middle-market healthcare services-focused private equity firm with over \$2.9B of committed capital. Collaborated with management teams of 5 portfolio companies to achieve financial and operational targets, assess strategic alternatives and analyze add-on acquisitions. Successfully closed 4 platform acquisitions (Golden State Medical Supply, Leiter's Compounding, United Derm Partners, Center for Orthopedic Research and Excellence) and 1 portfolio company sale (PCI Pharma Services).

UBS Investment Bank, New York, NY

Global Healthcare Group Analyst, 2012-2014

Executed debt, equity, and M&A transactions for mid- to large-cap healthcare companies.



Aileen Fernandes

aileen.fernandes.wg18@wharton.upenn.edu
The Wharton School, University of Pennsylvania, Philadelphia, PA
B.Sc., Cum Laude, Economics: Organizational Effectiveness Management and Operations & Information Management, 2011

An opportunity to improve patient care through developing and executing innovative strategies in healthcare services.

Doximity, San Francisco, CA

Business Development Intern, Summer 2017

Worked with founders and executive team to evaluate market landscape of hospital product, and recommend repositioning and expansion strategy to increase business from \$6M to \$10M in next six quarters.

Amino, San Francisco, CA

MBA Intern, Summer 2016

Directed API business development strategy; pitched product feature to 100+ health organizations, resulting in 6 signed contracts and an active pipeline of 30+ clients.

Deloitte Consulting, San Francisco, CA

Consultant, 2014-2016

Business Analyst, 2013-2014

Strategy consultant with focus on human capital strategy and operations for health systems and life science companies. Project work included customer experience strategy, current state assessments, future state and process design, and operational improvement. Project highlights: (1) development of Deloitte's Wharton Physician Leadership Academy market analysis and curriculum strategy, (2) human capital technology assessment for pharmaceutical company.

Morgan Stanley, New York, NY

Strategy, Operations, & Technology

Financial Analyst, 2011-2013

Executive strategy team reporting to CFO tasked with transforming the company's global workforce footprint by 2016, targeting growth in emerging market assets and \$180M in operational expenditure savings.



Neha A. Gavai

neha.gavai.wg18@wharton.upenn.edu
Cornell University, Ithaca, NY
A.B., Cum Laude, Biological Sciences, A.B., Economics, 2012

An opportunity to grow early stage digital health companies that seek to optimize care delivery and patient outcomes.

Oncora Medical, Philadelphia, PA

Business Development Intern, Summer 2017

Led development of customer acquisition strategy, investor pitch materials, and project management initiatives. Spearheaded an analysis that identified a 17% unplanned hospital admission rate among patients undergoing radiation therapy and built a model to project \$7M annual savings in hospital admissions costs achieved by Oncora's software product at a single large health system. Redefined Oncora's value proposition and target market in preparation for funding pitches.

Strategy& (formerly Booz & Company), New York, NY

Senior Associate, Life Sciences Strategy, 2015-2016

Associate, PwC Health Industries Advisory, 2012-2014

Advised pharmaceutical and life sciences clients on customer strategies, including patient engagement, digital health, and product life cycle management. Project highlights included designing an innovative program to address metastatic breast cancer patient needs, preparing a cost model to evaluate feasibility of potential patient engagement pilots, and generating a pricing and contracting approach to position a flagship drug effectively after patent expiration. Contributed to a nationally recognized PwC Health Research Institute thought leadership report that focuses on the evolving landscape of the healthcare ecosystem and the expanding role of healthcare's new entrants.



Michael L. Gebhardt

michael.gebhardt.wg18@wharton.upenn.edu
Northwestern University, Evanston, IL
B.A., Economics, 2011

An opportunity to lead and execute private equity transactions for an established middle-market private equity firm.

Tailwind Capital, New York, NY
MBA Intern, Summer 2017

Evaluated new investment opportunities across healthcare, business services, and industrial services sectors. Oversaw early stages of diligence for 10+ new deals, including managing associate resources. Received offer to return full time as a Vice President.

Riverside Partners, Boston, MA
Associate, 2014-2016

Evaluated healthcare and technology investment opportunities; supported investment theses with analysis, managed relationships with third-party diligence providers, and arranged for debt financing. Completed 3 transactions: 1 platform investment, 1 exit, and 1 add-on acquisition. Monitored 3 portfolio companies; activities included board observation, review of financial reporting, consideration of add-on acquisitions, organizational structure, recruiting, corporate strategy, and support for strategic and financial growth objectives. Received offer to remain for a 3rd year with promotion to Senior Associate.

Oliver Wyman, Chicago, IL
Senior Consultant, 2013-2014
Consultant, 2011-2013

Supported executives at payors and providers within the healthcare space. Provided analysis, modeling, deck-preparation, and meeting facilitation to guide strategic decision-making.



Geoff M. Gusoff

geoffrey.gusoff.wg18@wharton.upenn.edu
Brown University, Providence, RI
A.B., Religious Studies and Public Policy, 2007
Boston College, Boston, MA
M.T.S., Social Ethics, 2011
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2018

An opportunity to improve health and its social determinants by providing primary care and facilitating community economic development.

Esperanza Health Center, Philadelphia, PA

Community Health Intern, Summer 2017

Developed a business plan and financial model for a healthy food café to be established in a food desert in North Philadelphia; conducted market analysis, internal and external interviews, and industry research; informed the investment of over \$500K of community health resources. Developed NPV model for financing options for a new clinic site, including New Market Tax Credits. Identified best practices for emergency room diversion and super-utilizer programs for the Care Management division.

Doctors for Global Health, Morazán, El Salvador

Social Enterprise Consultant, 2012-2013

Developed a financially sustainable computer literacy program for rural Salvadoran youth, serving 20 students in its pilot class. Provided technical support to a micro-enterprise program providing \$400K in loans to 1,200 clients. Created accounting systems and facilitated strategic planning for agricultural and woodworking cooperatives.

Partners in Health, Lima, Peru

Economic Development Field Supervisor, 2008-2009

Oversaw and advised 20 micro-enterprises operated by patients with tuberculosis. Conducted qualitative and quantitative analysis of the micro-enterprise program comprised of 120 businesses.



Eason Hahm

eason.hahm.wg18@wharton.upenn.edu
Harvard College, Cambridge, MA
A.B., Magna Cum Laude with Highest Honors, Engineering Sciences, 2012

An opportunity to work with biopharma companies developing transformative medicines through a business development or early-stage venture investing role.

AbbVie, Inc., North Chicago, IL

AbbVie Ventures Intern, Summer 2017

Developed a process to proactively identify early-stage U.S. biotech companies as potential investment opportunities by targeting high-priority accelerators / incubators. Supported several seed / Series A financed portfolio companies and evaluated new investment opportunities in oncology, immunology, and neuroscience. Conducted detailed biopharma corporate venture capital benchmarking analysis.

William Blair, Chicago, IL

Healthcare Investment Banking Associate, 2015-2016

Healthcare Investment Banking Analyst, 2012-2015

Advised on over 45 M&A and public equity transactions representing a total value of \$7.2B in biopharma and medical technology. Directed day-to-day execution of transactions, including developing extensive go-to-market materials, managing deal marketing process, conducting financial analyses and coordinating due diligence. Managed junior deal team members across multiple projects and served as key liaison with senior management teams.



Ethan H. Haimm

ethan.haimm.wg18@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A., Summa Cum Laude, Phi Beta Kappa,
Biological Basis of Behavior, 2011

An opportunity to design the policies, structures, and strategies that transform how patients access and receive health care.

GE Ventures, Menlo Park, CA

Associate Intern, Health Care Investing, Summer 2017

Evaluated attractiveness of follow-on investment in portfolio company; prepared investment committee presentation outlining deal terms and rationale, resulting in committee approval to proceed with \$5M investment. Led research within value-based care and drug development markets to define investment theses on high opportunity market segments and source new deals.

Manatt Health, New York, NY

Manager, 2016

Consultant, 2014-2015

Collaborated with range of health care organizations (hospital, hospice, research institute) on strategic planning; performed data analysis and current state assessments, set growth priorities, and developed detailed implementation plans and financial projections. Partnered with CMS on policy research and analysis to help states operationalize Affordable Care Act and streamline Medicaid enrollment.

Greater New York Hospital Association (Nexera), New York, NY

Consultant, 2013-2014

Analyst, 2011-2012

Achieved over \$4M in supply chain savings for hospitals through various cost reduction strategies, including benchmarking, vendor consolidation, capitalized pricing, and vendor negotiation.



Nathan R. Handley, M.D.

nathan.handley.wg18@wharton.upenn.edu
Birmingham-Southern College, Birmingham, AL
B.S., Chemistry, B.A., Philosophy, Summa Cum Laude, Phi Beta Kappa, 2008
University of Minnesota Medical School, Minneapolis, MN
M.D., Alpha Omega Alpha, 2012

An opportunity to transform health care delivery through innovative technology and care models.

University of Pennsylvania Division of Hematology-Oncology, Philadelphia, PA

Fellow Physician, 2015-present

Leading team in development a novel clinical trial management platform designed to improve access to and knowledge of clinical trials for clinicians at Penn Medicine. Providing outpatient care and inpatient consultative services in solid oncology, liquid oncology, and benign hematology at the Abramson Cancer Center, the Hospital of the University of Pennsylvania, and the Philadelphia Veterans Affairs Hospital.

Penn Medicine Center for Cancer Care Innovation, Philadelphia, PA

Management Fellow, Summer 2017

Defined and prioritized best practices for reducing unplanned acute care for cancer patients, creating a strategy for the Cancer Center in response to a 30 day readmission guarantee for all patients covered by a large regional payer.

University of California San Francisco Department of Medicine, San Francisco, CA

Intern and Resident Physician, 2012-2015

Led teams of three to five residents, interns, and medical students. Oversaw and coordinated clinical care and taught core medical knowledge on inpatient services at the San Francisco Veterans Affairs Hospital, San Francisco General Hospital, and UCSF Medical Center. Provided outpatient continuity care at UCSF's General Internal Medicine Clinic. Engaged in the Health Systems and Leadership Pathway, a program designed to provide resident physicians with the knowledge, skills, and mentorship necessary to prepare for leadership careers in healthcare systems.



Timothy W. Horvat

timothy.horvat.wg18@wharton.upenn.edu
Princeton University, Princeton, NJ
A.B., Anthropology, 2010

An opportunity to commercialize innovative health care technology with clinical application to improve operational efficiency and health outcomes.

Amgen, Thousand Oaks, CA

Commercial Leadership Program Intern, Summer 2017

Interned with Amgen's MBA commercial training program on a \$200M+ P&L U.S. brand team; initiated quantitative and qualitative research to evaluate market size and revenue impact of a drug side-effect; aligned HCP and DTC marketing strategies to mitigate business risk of side-effect with potential upside of \$20M-30M.

Doximity, San Francisco, CA

Marketing and Physician Relations Associate, 2013-2016

Marketing Coordinator, 2012-2013

Joined early stage, digital health company as part of its initial marketing team and reported to the CEO and senior leadership; developed growth and engagement strategies targeting all U.S. physicians that contributed to an increase in membership which counts more than 60% of U.S. physicians; handled \$200K marketing budget for paid marketing campaigns, tradeshow, and sponsorship opportunities; led digital channel marketing that focused on search and social acquisition campaigns from inception to reporting.

Memorial Sloan-Kettering Cancer Center, New York, NY

Session Assistant, 2010-2012

Coordinated clinical care team and patient flow for medicine and surgical oncology clinics; interfaced between clinical team, EMR, and pharmacy software while handling patient referrals and billing, scheduling surgical cases and chemotherapy visits, and entering lab work.



Dhruv Jaggia

dhruv.jaggia.wg18@wharton.upenn.edu
Emory University, Atlanta, GA
B.S., Neuroscience and Behavioral Biology,
B.A., Chemistry, 2010

An opportunity to combine my operational and financial experience and people management skills to drive strategic outcomes in healthcare services.

MTS Health Partners, New York, NY
Summer Associate, Investment Banking, Summer 2017

Advised buy- and sell-side transactions for global pharmaceutical companies by building full valuation models, conducting company due diligence, and evaluating clinical trial data. Developed investment thesis on the workers compensation industry and point-of-views on the telemedicine and EHR sectors.

International Business Machines (IBM) Corporation, New York, NY
Strategic Partnerships Manager, 2015-2016
Partner Engagement Manager, 2012-2015

Grew the Watson Ecosystem to over 500 partners by providing partners with project & product management, sales, marketing, communications, financial modeling, and contracts support. In 2014, led expansion into Europe and trained 60% of all new hires. Led technical due diligence for four investments made by IBM's \$100M fund. Rated among top 2% of performers from 2012-2015. Received IBM's Sales Eminence Award and Manager's Choice Award.

Teach for America – Miami Dade Public Schools

High School Teacher, 2010-2012
Led instruction for 25 AP Biology and 150 Honors Biology students each year, resulting in a 500% increase in AP Biology and 58% increase in Honors Biology pass rates. Recognized as Rookie Teacher of Year and Claes Nobel Educator of Distinction.



Kishore L. Jayakumar

kishore.jayakumar.wg18@wharton.upenn.edu
Carnegie Mellon University, Pittsburgh, PA
B.S., University Honors, Phi Beta Kappa,
Biological Sciences and Psychology, 2012
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2018

An opportunity to leverage my clinical, financial, and investigative backgrounds to improve health care delivery.

Penn Dermatology, Philadelphia, PA
Investigator, Summer 2017

Analyzed complex Epic dataset of 40K consultation orders to assess impact of Penn's dermatology urgent care clinic on access to care. Performed statistical analyses on wait times, determined patient satisfaction ratings, and identified most common referring specialties and diagnoses.

Wharton Health Care Management Department, Philadelphia, PA
Investigator, 2014-2015

Designed 35-item survey using FINRA and Vanguard instruments to assess financial literacy among U.S. medical students. Administered survey to 2,800 students at 7 medical schools. Managed team to develop and execute grounded theory-based coding protocol for qualitative responses. Analyzed quantitative results using regression techniques in Stata. Revealed low financial literacy and curricular deficiencies. Awarded 1st place at American Medical Association Research Symposium.

Penn Medicine Center for Evidence-based Practice, Philadelphia, PA
Research Fellow, 2014

Evaluated impact of Penn's AHRQ Evidence-based Practice Center by analyzing internal database of evidence reviews and surveying health system clinical and administrative leaders. Awarded Health Services and Policy Research Fellowship. Demonstrated potential of hospital evidence-based practice centers to improve decision making. Published findings in *Journal of Hospital Medicine*.



Pankaj S. Jethwani, M.D.

pankaj.jethwani.wg18@wharton.upenn.edu
Dr. V.M., Government Medical College, Solapur, India
Bachelor of Medicine & Bachelor of Surgery, 2012

An opportunity to radically improve access to quality healthcare by growing healthcare services businesses.

Iora Health, Boston, MA
Intern, Clinical Performance and Development, Summer 2017

Improved medication management, potentially saving \$1M system-wide and enhancing drug adherence in complex polychronic patients; conceptualized downstream cost management tool for Market Directors to manage capitated costs.

Steward Health, Boston, MA
Intern, Hospital Services Group, Summer 2017

Worked with 6 hospitals to diagnose reasons for delayed first-case OR starts. Devised a strategy to increase on-time starts; Piloted strategy in 2 hospitals, improving on-time starts by 50% in 1 month.

The Boston Consulting Group, New Delhi, India
Project Consultant, 2014-2016

Helped set up a public-sector health-care practice in India. Practice works with State Governments to improve delivery of care across thousands of clinics/hospitals. Worked with India's largest state to improve delivery of primary care across 2,100 clinics targeting 70M citizens.

The Breakfast Revolution, Mumbai, India
Board Member, 2016 onwards
Founder, 2014-2016

Conceptualized enterprise to fight malnutrition in India. Manufactured 7 Indian-FDA approved fortified food products. Executed scale-up, distributing 5M meals to 49K patients, improving malnutrition in 70% patients within 6 months.



A. Chase Jones

alexander.jones.wg18@wharton.upenn.edu
University of North Carolina, Chapel Hill, NC
B.S., Business Administration, 2011

An opportunity to build and work on effective teams within health care management, with responsibility for both operations and strategy.

Boston Consulting Group, Atlanta, GA *Consultant, Summer 2017*

Produced a strategic pricing overhaul specific to internet reselling for client, resulting in a gain of \$1.1M in annual impact on gross margin via analysis on large transactional datasets; collaborated alongside client for workflow creation of pricing changes compliant with individual customer and contract negotiations, resulting in a 70% gross margin increase in first quarter of implementation.

Vs. Cancer Foundation, Raleigh, NC *Founder & CEO, 2012-2016*

Launched and scaled nonprofit organization with a focus on funding international pediatric oncology research and childhood-specific programming within children's hospitals via a fundraising platform geared to youth, collegiate, and professional sporting teams; raised over \$3.2M in 3.5 years to become a recognized top-10 national childhood cancer funding organization based on revenue, affiliating with 96 children's hospitals across the U.S. while maintaining less than a 15% expense ratio.

North Carolina Advisory Committee on Cancer Coordination and Control, Raleigh, NC

Board Member, 2013-2016

Appointed by Office of Governor of North Carolina to represent statewide cancer survivors to collaborate on authorship of North Carolina Comprehensive Cancer Control Plan 2014-2020; selected to Policy Committee to unite NC legislation for support in funding cancer prevention and screening.



Alexander S. Kain

alexander.kain.wg18@wharton.upenn.edu
Indiana University, Bloomington, IN
B.S., With Distinction, Finance, 2012

An opportunity to lead an SMB within health care services, with a hybrid responsibility for operations, strategy, and finance.

Enclara Healthcare, Philadelphia, PA *Executive Intern, Spring & Summer 2017*

Worked directly with CEO and CFO to implement processes during extreme growth stage (20% annual EBITDA growth). Analyzed departmental KPI's and presented findings to the Board; resulted in a functional reorganization. Developed strategic alternatives plan for the Board, guiding future outlook for financings, growth, and scaling initiatives. Created driver-based budget model to forecast revenue and cost targets; gained sponsor approval.

Cressey & Company, Chicago, IL *Associate, Private Equity, 2014-2016*

Identified attractive healthcare segments, evaluated management teams/core operations, and presented investment opportunities to senior investment committee; resulted in 6 platform acquisition LOIs. Created financial models and managed teams of advisors during diligence for new investments. Completed sale of two portfolio companies (Encompass Home Health – \$750M / Hospice Compassus – \$315M).

Lazard, New York, NY *Analyst, TMT Investment Banking, 2012-2014*

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



Inna Karyeva

inna.karyeva.wg18@wharton.upenn.edu
Carnegie Mellon University, Pittsburgh, PA
B.S., Marketing, 2012

An opportunity to develop and lead strategic and operational initiatives in health care services to improve the patient and provider experience.

UnitedHealth Group, Eden Prairie, MN *Strategic Initiatives Intern, OptumHealth, Summer 2017*

Led development of the short-term and long-term business plans for OptumHealth, a \$20B line of business of UnitedHealth Group with over 20 discreet business units; evaluated financial performance of each business unit and developed a strategic path to achieve financial and growth targets. Developed a value-based care strategy for OptumCare, an integrated delivery network within OptumHealth, evaluating all assets within each market to build an optimized approach (e.g. bundled payments to drive alignment between specialists and primary care providers).

Evolent Health, Arlington, VA *Associate Program Manager, 2012-2014* *Engagement Manager, 2014-2015* *Associate Director/Chief of Staff, 2015-2016*

Developed health plan strategy and operations for health system clients after joining the Payer Strategy and Operations team as the second employee. Project work included distribution channel development, product and consumer experience strategy, operational improvement projects, and strategic growth initiatives. Project highlights: (1) analyzed an alternative Third Party Administrator services solution which saved \$15M over 2 years; (2) developed business case for growth in Managed Medicaid projecting a \$200M sales pipeline; (3) redesigned provider negotiation strategy which led to membership growth of 120% by the following year.



Daniel J. Kennedy

dan.kennedy.wg18@wharton.upenn.edu
University of North Carolina, Chapel Hill, NC
B.S. and B.A., with Highest Distinction, Business
Administration and American History, 2011

An opportunity to work in a strategy or corporate development role for a dynamic company leveraging technology to improve health care services.

athenahealth, Watertown, MA *MBA Intern, Summer 2017*

Developed acquisition integration strategy for an acquired electronic medical record provider by performing sales and account management process cross-walks, staffing assessments, and best practice reconciliations. Concurrently built a pro forma cost analysis that illuminated greater than 50% variance between the 2 organizations. Ultimately presented recommended strategy to athena's Executive Team.

Evolent Health, Arlington, VA *Associate Director, Corporate Development, 2015-2016* *Senior Analyst, Corporate Development, 2013-2015*

Worked closely with Evolent management to support capital raising process; specifically, constructed financial model considering sale ahead of decision to IPO, and later authored sections of the S-1 offering memorandum and Road Show presentation. Designed operating partnerships with hospitals, resulting in 4 deals that contributed over \$170M in contracted revenue.

SunTrust Robinson Humphrey, Atlanta, GA *Analyst, Health Care Investment Banking, 2011-2013*

As sole Health Care Senior Analyst during second year, completed debt and equity financing raising \$10.9B, as well as 3 mandated M&A transactions.



John J. Kim

john.kim.wg18@wharton.upenn.edu
Dartmouth College, Hanover, NH
A.B., Magna Cum Laude, Economics, 2010

An opportunity to leverage my life sciences and consulting backgrounds to help develop and commercialize life-changing therapies.

Genentech, South San Francisco, CA *Summer Associate, Summer 2017*

Assessed payer management implications of a diagnostic test for a forecasted \$1B+ late-stage pipeline product in chronic disease. Managed internal stakeholders across seven different functions and business units to align on input in payer market research, and communicated upside access potential of pipeline product and diagnostic to senior leadership of internal market strategy division.

Artisan Healthcare Consulting, Waltham, MA *Team Leader, 2016* *Senior Consultant, 2014-2016* *Consultant, 2012-2014* *Associate, 2010-2012*

Strategy consultant for firm's pharmaceutical/biotechnology clients. Project work included business development opportunity assessments, market analytics, competitive intelligence, and drug development strategy. Project highlights: (1) led a team of consultants in conducting revenue forecasts of target biotech company's late-stage pipeline assets, resulting in a \$1.75B acquisition by client, (2) served as strategic partner to U.S. respiratory division of a pharmaceutical company, performing over 30 market analyses annually for its \$1B respiratory franchise.



Christopher M. Kozak

christopher.kozak.wg18@wharton.upenn.edu
Georgetown University, Washington, DC
B.S.B.A., Cum Laude, Finance and International Business, 2012

An opportunity to identify, build, and transform market-leading companies through an equity investment role.

Marshall Wace, New York, NY *Investment Analysis Intern, Summer 2017* Identified public equity investment opportunities in healthcare sector for leading global long / short equity hedge fund manager (part owned by KKR) with over \$30B AUM. Developed investment theses identifying dislocations between fundamental equity valuation and consensus expectations.

H.I.G. Capital, Miami, FL *Private Equity Associate, 2014-2016* Evaluated investment opportunities across industries for H.I.G.'s largest buyout fund. Developed and executed comprehensive due diligence plans. Managed external teams of financing, legal, consulting, accounting, and tax advisers. Monitored existing portfolio company performance and evaluated M&A and operational opportunities. Completed platform acquisition of synthetic fiber manufacturer (Universal Fiber Systems), dividend-recapitalization of dental practice management company (InterDent) and add-on acquisitions of 20+ dental offices. Experience with portfolio company sale process.

Credit Suisse, New York, NY *M&A Analyst, 2012-2014* Analyzed and executed mergers, acquisitions, divestitures, and leveraged buyouts for corporate clients and financial sponsors as Analyst in M&A Group. Over \$10B in transaction experience including 5 closed sale transactions. Received early Associate promotion offer.



Vinayak Kumar

vinayak.kumar.wg18@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A., summa cum laude, Biochemistry, 2013
M.S., Chemistry, 2013
Perelman School of Medicine at the University
of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2018

An opportunity to leverage my experiences in clinical medicine, research, and business to improve health care delivery.

E-Health Now, Philadelphia, PA

Co-founder & Clinical Lead, 2016-present
Co-founded E-Health Now at Wharton. Raised \$62,000 from angels and accelerators, built tech platform, forged 10+ partnerships in the U.S. and China to recruit patients and doctors, ran pilot study, initiated patent application process, and hired employees. Currently have a potential network of 800 U.S. oncologists with a population reach of 3M Chinese patients through partnerships with municipal Chinese government, insurance companies, hospitals, and outpatient practices.

Center for Medicare and Medicaid Innovation, Baltimore, MD

M.D. Intern, Seamless Care Division, Summer 2014
Clinical Researcher, Seamless Care Division, 2014-2015

Designed and revised governmental programs to improve value-based health care delivery. Projects included incentivizing collaboration between retail clinics and primary care clinics, revising health policy to allow Accountable Care Organizations (ACOs) to access Medicare claims data for improved care coordination, and evaluating clinical services for Medicare coverage when designing an experimental ACO program.



David J. Li

david.li.wg18@wharton.upenn.edu
University of California, Berkeley; Berkeley, CA
B.S., Business Administration, 2012

An opportunity to drive healthcare transformation through investments in innovative early-stage businesses.

Pivotal, San Francisco, CA

Product Intern, Summer 2017
Led cross-functional team of software developers, support engineers, and marketing associates to develop lower-priced, reduced-feature product offering. Worked with marketing teams to understand customer needs and identify relative value of product features. Engaged with engineering team to evaluate technical feasibility and establish project timelines to prioritize high-value features while removing ones with low-utilization rates and high support costs.

Longitude Capital, Menlo Park, CA

Senior Analyst, 2014-2016
Evaluated, executed, and monitored investments for \$1.2B venture capital fund with a focus on the medical technology and digital health sectors. Responsibilities included investment sourcing, due diligence (technical, commercial, financial, legal), and portfolio company support. Presented in-depth investment proposals to and participated in all investment committee meetings.

Lazard Freres & Co., San Francisco, CA

Analyst, Healthcare Investment Banking, 2012-2014
Advised and executed various pharma and biotech M&A transactions, including Amgen's \$10.4B acquisition of Onyx Pharmaceuticals and Ipsen's sale of its hemophilia products to Cangene.



Lorie Lin

lorie.lin.wg18@wharton.upenn.edu
Tufts University, Medford, MA
B.A., Cum Laude, Quantitative Economics, 2011

An opportunity to build and grow a digital innovation strategy to improve health care delivery.

BD (Becton Dickinson), Mountain View, CA

Innovation Hub MBA Intern, Summer 2017
Designed business case evaluating robotics as a whitespace market development strategy in emerging markets. Presented recommendations for business model innovation to CEO and executive team. Developed proof-of-concept prototype of a natural language processing application for chronic disease management.

athenahealth, Watertown, MA

Senior Product Innovation Associate, 2015-2016
Product delivery lead driving the development of a cloud-based electronic health record (EHR) for hospital emergency departments from inception to launch. Led designers and developers to deliver against product roadmap resulting in successful client implementations ahead of schedule.

Senior Corporate Development Associate, 2014-2015

Conducted due diligence and executed two acquisitions that led the company's expansion into the \$900B hospital market. Managed a pipeline of 80+ product and strategic partners to help drive platform expansion across the care continuum.

Brown Brothers Harriman & Co., Boston, MA

Associate, 2013-2014
Analyst, 2011-2013
Ran financial and market diligence supporting the execution of \$100M+ in senior debt financing for middle-market health service, technology, and medical device companies.



Nathan I. Lipkin

nathan.lipkin.wg18@wharton.upenn.edu
Northwestern University, Evanston, IL
B.S., Journalism, B.A., Economics, 2012

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

Nuna Health, San Francisco, CA

Business Development, Summer 2017

Led a long-term strategic planning process presented to the company, creating a basis for future product roadmaps; analyzed the marginal cost of onboarding and maintaining a client based on data for vendor contracts, infrastructure usage allocations, and employee time; identified gaps between the current pricing model and the calculated costs; received high performance ratings from manager.

GI Partners, San Francisco, CA

Associate, 2014-2016

Evaluated and managed healthcare services and technology investments for \$2B fund; involved in the full deal process, including idea generation, valuation, comprehensive due diligence, and collaboration with management. Executed transactions in the post-acute (Plum Healthcare), behavioral health (AdvoServ), and technology (Logibec, Netsmart Technologies) sectors.

Jefferies, New York, NY

Analyst, Mergers & Acquisitions, 2012-2014

Executed M&A transactions by creating financial models, evaluating transaction structures, and performing due diligence.



J.C. Lopez

julio.lopez.wg18@wharton.upenn.edu
Stanford University, Stanford, CA
B.S., Biology, 2013
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2018

An opportunity to combine my clinical, scientific, and business expertise to build innovative life sciences companies.

Genentech, South San Francisco, CA

Business Development MBA Associate, Summer/Fall 2017

Developed comprehensive landscape analysis and business development strategy on the role of artificial intelligence, big data, and multi-omics data in the biopharma space. Conducted diligence screens and term sheet negotiations in areas such as ophthalmology, neuroscience, and research platforms. Led cross functional teams composed of internal researchers, in-house legal counsel, and finance team members to execute research collaborations, MTAs, and in-licensing deals.

Militia Hill Ventures, Philadelphia, PA

Intern, 2016-2017

Analyzed the commercial gene therapy landscape that ultimately influenced the firm to pursue a new business venture. Developed the business model for a novel commercial gene therapy entity, which included primary research, market size analysis, and financing strategy. Screened pre-clinical technologies on the basis of commercial potential and scientific validity.

Angio LLC, Philadelphia, PA

Co-Founder and CEO, 2015-2016

Directed a team of 3 people to execute the company's R&D, regulatory and IP strategy, leading to development of a proof-of concept prototype of a sutureless anastomotic device. Raised over \$20K of capital and in-kind services to fund continued development of the company's proprietary technology.



Thomas D. Magnuson

thomas.magnuson.wg18@wharton.upenn.edu
University of Minnesota, Minneapolis, MN
B.M.E., Mechanical Engineering, 2009
M.S., Mechanical Engineering, 2010

An opportunity to build and lead effective teams within health care and health tech consulting in order to help improve quality of patient care.

Bain and Company, Boston, MA

Summer Associate, Summer 2017

Worked alongside team of consultants to identify \$46M in efficiencies for two merging digital security firms. Built executable work plans for 10 business functions detailing redundant processes and future methods. Built revenue upside strategy deck detailing future growth sectors for corporate strategy group.

Medtronic, Minneapolis, MN

Sr. Research and Development Engineer, 2013-2016

Designed and developed lung tumor biopsy system generating \$2M and 2 patents in its first year. Streamlined initial manufacturing activities of system reducing device cost by 54% from initial concept. Led technical development of novel sensor system used to identify and navigate directly to lung cancer nodules.

Conventus Orthopaedics, Minneapolis, MN

Research and Development Engineer, 2010-2013

Led 10 cross-functional product commercialization projects for custom surgical instruments, including an innovative surgical aid used to fix the position of fracture fragments prior to surgery. Created analytical model for anatomic loading of the wrist based on research of 80+ journal articles.



Clifford M. Marks

clifford.marks.wg18@wharton.upenn.edu
Harvard College, Cambridge, MA
A.B., cum laude, Economics 2010
Perelman School of Medicine at the University
of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2018

An opportunity to meld my clinical skills
with health care business knowledge to
improve health care delivery systems.

McKinsey, Philadelphia, PA

Summer Associate, Summer 2017

Worked for a large commercial insurer
to identify \$500M in annual cost
savings as part of an overhaul of the
company's medical management and
payment integrity divisions. Project
work included research into novel
payor strategies, analysis of the
financial ramifications, and impact
on member experience, presenting to
C-suite officers, and advising on imple-
mentation of proposed strategies.

Institute for Strategy and Competitiveness at Harvard Business School, Boston, MA

Health Care Research Associate, 2012-2013

Conducted research on health
outcomes measurement and bundled
payments at Professor Michael Porter's
Institute for Strategy and Competitive-
ness. In addition, I helped launch the
International Consortium for Health
Outcomes Measurement, a non-profit
devoted to fostering greater use of
outcome measurement in health care
through the creation of standardized
sets of outcome measures.

National Journal, Washington, DC

Economic Policy Reporter, 2010-2011

At National Journal, a leading politics
and policy publication, I covered a va-
riety of topics, including the federal
budget, housing, the Federal Reserve,
and U.S. job training programs for the
Journal's website, daily paper, and
weekly magazine. In addition, I was
selected to serve on a small task force
formed by the company's top leader-
ship to chart the publication's strategy
and competitive positioning.



Julie K. McComish

julie.mccomish.wg18@wharton.upenn.edu
Yale University, New Haven, CT
B.S., Psychology, 2010

An opportunity to improve healthcare
outcomes through technology, strategy,
and operations focused on wellness and
prevention.

DaVita, Denver, CO

Redwoods Summer Associate, Summer 2017

Developed business case for expanding
value-based contracting for dialysis
payments to relationships with small
and midsize health insurers. Provided
recommendation on structure of plans
and key insurer targets. Built out value
proposition and strategy for landing
contracts with existing insurance
partners.

Limeade, Bellevue, WA

Director, Customer Success, 2015-2016

Account Manager, 2014-2015

Managed recurring revenue and cus-
tomer satisfaction for \$6.4M customer
book of business. Led team of 8-17
customer success professionals respon-
sible for managing the strategy and
execution of wellness programs and
building strong customer relationships.

Microsoft, Redmond, WA (On-site consultant through Allyis Consulting)

Program Manager, Channel Incentives

Strategy Team, 2012-2014

Business Analyst, Channel Incentives

Strategy Team, 2011-2012

Provided strategy, design, and imple-
mentation support for global OEM
Marketing incentive programs paying
out ~\$2B per year to multi-national,
distributor, and reseller channels
covering Windows Client, Office, and
Server products.

Wunderman, Seattle, WA

Associate Account Executive, 2010-2011

Managed Microsoft's Mid-Market
Relationship Program including
planning, budgeting, executing,
and reporting for 73 monthly email
and direct mail communications.



Neel K. Mehta

neel.mehta.wg18@wharton.upenn.edu
University of California, Los Angeles, CA
B.A., Economics, 2011

An opportunity to improve global
health through an operational role
at a growth-stage company.

TOMS, Los Angeles, CA

Business Partner, Summer 2017

Analyzed industry trends and bench-
marked company financials against
those of 6 public competitors.
Proposed business model modifica-
tions to strengthen competitive
advantage, and increase the impact
and sustainability of charitable dona-
tions (access to eye care and water).

Monitor Deloitte, Los Angeles, CA

Consultant, 2014-2016

Business Analyst, 2012-2014

Identified root cause of declining mar-
gins for health care provider client and
developed strategy to reduce \$100M
operating costs. Created process to
bring 50K adverse event reports into
FDA compliance for biotech client.
Developed analytics tool for Deloitte
managing partners to track internal
sales cycle performance. Supervised
and mentored 3 analysts and team
of 25 contractors.

Bank of America Merrill Lynch, New York, NY

Analyst, Summer 2011

Built financial models and drafted
offering memoranda for 5 live deals
to assist clients in raising capital for
leveraged buyouts, recapitalizations,
and refinancings.



Lauren E. Miller

lauren.miller.wg18@wharton.upenn.edu
University of Pittsburgh, Pittsburgh, PA
B.S., Summa Cum Laude, Neuroscience, 2013
Perelman School of Medicine at the University
of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2018

An opportunity to integrate my
biomedical and business experiences
to promote innovation in surgery.

SR One, Cambridge, MA

*Biotech Venture Capital Intern,
Summer 2017*

Screened incoming deal flow and conducted investment due diligence. Performed financial and strategic analyses on publicly traded portfolio companies. Assessed the investment challenges and opportunities in the epilepsys space.

Intersect ENT, Menlo Park, CA

*Clinical Affairs Summer Associate,
Summer 2016*

Analyzed pivotal data from 2 clinical trials and wrote drafts of associated manuscripts for publication. Created an iterative template for internal white papers to use with FDA device complaint handling. Assessed natural history and market strategy for chronic rhinosinusitis.

Penn Center for Innovation

Technology Transfer Fellow, 2014-2016

Performed weekly invention assessments from a technical, commercial, and intellectual property perspective to help steer potential licensing and launch new ventures of further development for the University of Pennsylvania. Constructed non-confidential summaries to assist with commercialization strategy development.



Michael Mitchell

michael.mitchell.wg18@wharton.upenn.edu
University of North Carolina, Chapel Hill, NC
B.S.B.A., Business Administration 2011

An opportunity to drive the growth and
strategy of privately-backed, transfor-
mative healthcare services companies in
a private equity role or as an operator.

Doximity, San Francisco, CA

*Summer Business Development MBA Intern,
Summer 2017*

Worked with founders and management team on strategic projects, analyzing and creating reports on user engagement, developing a monetization framework for product generating >10% of user engagement, and pitched three potential partnership opportunities to senior leadership to enter new product lines.

Enhanced Equity Funds, New York, NY

*Private Equity Senior Associate, 2016
Private Equity Associate, 2013-2014*

Evaluated investment opportunities and portfolio company strategy at healthcare services private equity firm with \$600M under management. Partnered with portfolio companies to coordinate due diligence, deal execution, and refinancing processes related to add-on acquisitions. Supported executive teams in budgeting, strategic planning, and capital structure decisions.

Cain Brothers & Company, New York, NY

Investment Banking Analyst, 2012-2013

Executed middle market leveraged buyouts, private capital raises, and strategic mergers and acquisitions across the health care services continuum.

Raymond James (formerly Morgan Keegan), Atlanta, GA

Investment Banking Analyst, 2011-2012

Executed middle market leveraged buyouts, private debt capital raises, and strategic mergers and acquisitions across healthcare, consumer, and financial services industries.



Joshua E. Moore

joshua.moore.wg18@wharton.upenn.edu
Washington University, St. Louis, MO
B.A., Honors, Economics, 2011

An opportunity to advise and build com-
panies at the crossroads of healthcare,
information technology, and finance.

Moelis and Company, Los Angeles, CA

*Summer Associate, Investment Banking,
Summer 2017*

Conducted financial analysis, due diligence, and M&A focused materials development across clients in the technology, media, and consumer sectors. Analyzed strategies and tactics of numerous activist investors and developed relevant client presentation materials. Managed two summer analysts to conduct valuation exercises, analyze industry trends, and develop proposal for hypothetical buy-side transaction in the food and beverage industry.

International Business Machines, New York City, NY

Managing Consultant, 2015-2016

Senior Consultant, 2013-2015

Consultant, 2011-2013

Implemented healthcare informatics services to modernize one of the nation's largest healthcare delivery systems, serving millions of patients annually. Drafted white paper that provided the high-level design for Team IBM's solution. Delivered under budget and secured follow-on opportunity worth \$10M. Performed Risk Management for multi-vendor, 200+ FTE healthcare payer implementation, specialized in conflict resolution and negotiations. Identified contractual, operational, and regulatory risks. Proposed and executed mitigation and recovery plans resulting in cost avoidance of over \$2.3M.



Smita Mukherjee, Ph.D.

smita.mukherjee.wg18@wharton.upenn.edu
Hood College, Frederick, MD
B.A., Biochemistry, 2004
University of Pennsylvania, Philadelphia, PA
Ph.D., Chemistry, 2009

An opportunity to work in an operational and/or strategic role in the biopharmaceutical industry.

Novartis AG, East Hanover, NJ
Leadership Development Program MBA Summer Associate, Summer 2017

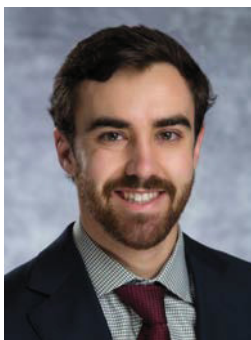
Launched an advanced metastatic breast cancer drug as part of the brand strategy, pricing, and market access teams; led implementation of patient support program, developed strategies and content for DTC marketing, and analyzed sales data to optimize salesforce. Independently developed health economics based lifetime value proposition of a revolutionary drug for people with CML.

Gerson Lehrman Group, New York City, NY
Associate Content Manager, Healthcare, 2015

Identified emerging trends in healthcare industry to determine relevant catalysts in the stock market for clients at top investment firms. Conceptualized and hosted premier events connecting investor clients with key opinion leaders and top industry executives. Strategized with business development and research teams to acquire and retain clients.

Harlem Biospace, New York City, NY
Associate, 2013-2014
Fellow, 2016

Led efforts in creating strategic partnerships between member companies and pharma companies. Conducted in-depth research on 15 therapeutic areas for assessing commercial potential for a platform technology. Organized and moderated expert speaker series on entrepreneurship.



Brent L. Muller

brent.muller.wg18@wharton.upenn.edu
Yale University, New Haven, CT
B.S., Chemistry, with honors, 2011

An opportunity to build effective teams that work to improve people's quality and length of life, with responsibility for both operations and strategy.

DaVita Healthcare Partners, Denver, CO
Redwoods Summer Intern (Integrated Kidney Care), Summer 2017

Identified and presented opportunities to General Manager to improve quality of care and reduce annual medical costs by \$300K for a population of patients with End-Stage Renal Disease. Analyzed claims data to identify and prioritize medical cost opportunities. Conducted interviews with internal stakeholders across functions to identify best practices for addressing the opportunities. Developed new reporting processes and tactical plans aimed at improving transportation options to dialysis appointments and reducing hospital readmissions.

Oliver Wyman (formerly OC&C Strategy Consultants), Boston, MA

Associate, 2015-2016
Consultant, 2013-2014
Associate Consultant, 2012-2013

Led teams of consultants on projects in the healthcare software, services, and information industries. Selected project experience: (1) conducted the commercial diligence of a \$50M publisher of healthcare and workplace compliance content, and identified financial red flags that led the client to discontinue the deal; and (2) developed a portfolio rationalization strategy for a life sciences information company, resulting in the client merging or discontinuing ~20 of 80 product lines.

The Lucas Group, Boston, MA

Associate Consultant, 2011-2012
Conducted cost and quality analysis to support a southern state's Medicaid reform.



Thiri S. Myint

thiri.myint.wg18@wharton.upenn.edu
National University of Singapore, Singapore
B.B.A., Honors, Business Administration, 2011
HEC Paris, France
MSc., Honors, Finance, 2014

An opportunity to work in an investment or operational role for healthcare services and technology sector.

Morgan Stanley, Singapore and Hong Kong

Investment Banking, Summer 2017
Executed 3 live deals (two M&A and one Private Placement) with transaction value of \$1.6B in TMT sector.

Oliver Wyman, Singapore and Philadelphia, PA

Healthcare Consulting, Summer 2017
Conducted commercial and financial due diligence of a U.S. Hospital (\$160M in revenue) for a global private equity firm. Engaged in a market study on opportunities in healthcare for an emerging market.

Singapore Telecom Group, Singapore
Senior Manager, Strategy, 2015-2016
Manager, Operations Transformation, 2015

Led 6-member team to assess market potential in Indonesia, Philippines and Japan that led to investments of \$300M. Facilitated partnership with a U.S. video platform to deliver telemedicine in Singapore as part of Project Management Office.

Asia Pacific Capital, Singapore and Myanmar

Senior Investment Analyst, 2012-2013
Investment Analyst, 2011-2012
Directed team of 5 analysts to conduct due diligence for investments in healthcare (\$20M) and private education (\$15M). Analyzed 300+ investment opportunities: financial models, valuation, sensitivity, and return analysis of companies.



Ashley Nguyen

ashley.nguyen.wg18@wharton.upenn.edu
University of California, Berkeley, Berkeley, CA
B.A., Honors, Economics, 2011

An opportunity to develop and execute innovative strategies that bring life-saving medicines and health care services to patients.

Genentech / Roche, South San Francisco, CA
Global Product Strategy (GPS)
Summer Associate, Summer 2017

Designed and launched qualitative research to develop patient segmentation strategy for Phase III immunology molecule by managing 2 vendors, conducting market research, and leveraging insights to define hypotheses for testing in quantitative phase. Co-led workshop in collaboration with the Wharton School and GPS University to align and engage +25 cross-functional team members in segmentation approach, process, and research strategy.

Clinton Health Access Initiative, New York, NY
Manager, 2016
Analyst, Associate, Senior Associate, 2013-2015

Increased efficiency of family planning projects across 69 low-income countries by spearheading market analytics initiatives. Formed strategic relationships with +30 private, public, and non-profit organizations to implement family planning strategy that increased access to reproductive health services and products for women and girls.

Charles River Associates, Oakland, CA
Associate 2012-2013
Analyst 2011-2012

Generated competitive market analyses and quantitative models for collusion and pricing using transactional, financial, and public data through Excel and STATA for various industries including semiconductors, hospitals, and airlines.



Meagan L. O'Kane

meagan.okane.wg18@wharton.upenn.edu
Rutgers, The State University of New Jersey, New Brunswick, NJ
B.S., Magna Cum Laude, Biomedical Engineering, 2011

An opportunity to develop and commercialize innovative therapies for patients with significant unmet needs.

Celgene Corporation, Summit, NJ
Global Marketing Summer Associate, Summer 2017

Evaluated commercial viability of Irritable Bowel Disease (IBD) patient segmentation for lead asset and presented recommendation to senior leadership. Assessed IBD patient support competitive landscape and conducted market research to design assistance program applicable across 3 brands. Directed creative and media agencies, in collaboration with consumer, clinical and legal, to execute pre-launch initiatives toward achievement of critical corporate milestones.

Celgene Cellular Therapeutics, Warren, NJ
Bioengineer I, 2014-2016
Associate Bioengineer II, 2012-2014
Associate Bioengineer I, 2011-2012

Selected as a technical lead on \$100M external collaboration around Chimeric Antigen Receptor T-Cell technology. Granted Celgene's "Living Our Values" award for extracurricular activities assisting business development. Co-led commercial assessment supporting internal development of cancer immunotherapy valued at \$215M. Conducted market assessment of life cycle alternatives for lead cell therapy resulting in selection and clinical development of Diabetic Peripheral Neuropathy for PDA-002. Directed cross-functional data audit of Investigational New Drug application gaining FDA approval to initiate Phase I clinical trial.



Joshua S. Ostler

joshua.ostler.wg18@wharton.upenn.edu
Brigham Young University, Provo, UT
B.A., Cum Laude, Communications, 2012

An opportunity to lead within a mission-driven healthcare services company with interest in innovative healthcare provider groups or systems.

Strategy& (Part of the PwC Network), New York, NY
Summer Senior Associate, Summer 2017

Served a regional health insurance plan identifying ~\$90M in administrative cost savings opportunities. Led efforts on several key workstreams, including member/provider call center services, claims, and contingent labor analysis. Built projected savings models and constructed prioritization framework to support initial hypotheses on opportunity size and potential implementation sequencing approach.

The Ensign Group (Seaport Home Health & Hospice), San Diego, CA
Executive Director, 2014-2016

Led acquisition, turnaround strategy, and ongoing management of a Medicare certified home health care division. Held full financial and general management responsibility for all departments. Introduced an organizational vision, culture, and processes that resulted in a return to profitability the first month under ownership, 100% revenue growth in the first year, and significantly enhanced employee satisfaction.

Goldman Sachs & Co., Los Angeles, CA
Financial Analyst, 2012-2014

Key member of one of the firm's top 5 largest teams managing ~\$11B of client assets in complex portfolios.



Mohona Paul

mohona.paul.wg18@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.S.E., Bioengineering, 2011
University of Pennsylvania, Philadelphia, PA
M.S.E., Bioengineering, 2012

An opportunity to drive innovation and growth in healthcare companies through strategic and operational work.

Oxeon Partners, New York, NY

MBA Summer Intern, Summer 2017

Led development of business case for creation of a new venture in the assisted living space; estimated target market size, projected a viable revenue model and recommended an operations strategy to create the business proposal for the venture. Supported due diligence for investment opportunities in healthcare technology startups by evaluating factors such as financial performance, customer acquisition strategy, and product maturity/roadmap.

IBM Watson Health, New York, NY

Managing Consultant, 2016
Senior Consultant, 2014-2016
Consultant, 2014

Developed and implemented the go-to-market strategy for IBM's cognitive computing technology. Helped create value proposition, customer acquisition strategy, pricing strategy, and product roadmap strategy to enable successful penetration in the life science and healthcare services markets. Subsequently focused on growth strategy efforts to scale IBM's presence in these markets. Proposed partnership strategy for specific healthcare services-focused products and co-led creation of a successful \$40M+ business proposal for a joint commercial venture with a top 20 global pharmaceutical company.

IBM Global Business Services, New York, NY

Consultant, 2012-2014

Strategy consultant with experience across the life science industry. Projects spanned corporate strategy and culture change, innovation-focused transformation, and operations transformation strategy.



Coby Powers

jacob.powers.wg18@wharton.upenn.edu
University of Southern California,
Los Angeles, CA
B.S., Electrical Engineering, 2010

An opportunity to be a private-equity or public-markets investor.

Fidelity Investments, Boston, MA

MBA Equity Analyst, Summer 2017

Covered Texas banks (CFR, PB, BOKF, CMA, TCBI). Conducted fundamental research and interfaced with management teams of regional banks with market capitalizations of \$4B-\$13B. Developed investment recommendations and pitched ideas to portfolio managers. Recommendations led to >\$150M of investment action (i.e. buys and sells). Presented industry review recommending conservative underwriters with superb deposit franchises to >75 members of investment team. Received return offer.

Francisco Partners, San Francisco, CA

Private Equity Associate w/ \$11B Technology Private Equity Firm, 2014-2016

Conducted deep fundamental analyses across the technology sector, including healthcare IT and enterprise software. Evaluated both late-stage / value and growth-stage leveraged buyout and structured equity investment opportunities. Closed leveraged buyout and subsequent add-on / recapitalization of eSolutions, a provider of SaaS revenue-cycle management products to post-acute facilities.

Health Evolution Partners, San Francisco, CA

Private Equity Associate w/ \$700M Healthcare Private Equity Firm, 2013-2014

Evaluated companies and led deal processes in health IT and services sectors, including laboratory IT and hospice businesses.

J.P. Morgan Securities, San Francisco, CA

Analyst, Healthcare Investment Banking, 2011-2013

Performed financial modeling and ran processes in pharma, biotech, and medtech sectors. Closed over 10 M&A / equity transactions.



Roya Rashtchi

roya.rashtchi.wg18@wharton.upenn.edu
Huntsman Program & The Wharton School,
University of Pennsylvania, Philadelphia, PA
B.S., Finance, Operations and Information Management, 2011
B.A., International Studies, 2011

An opportunity to build and work on effective teams within healthcare services, with responsibility for operations and strategy.

Robin Care, Philadelphia, PA

Co-founder, Summer 2017-Present

Developing platform that connects families with childcare providers who are trained in child development and healthcare.

Bain & Company, Los Angeles, CA

Consultant, 2015-2016

Senior Associate Consultant, 2014-2015
Associate Consultant, 2012-2014

Earned highest rating on all reviews. Developed and presented Bain perspective on healthcare landscape to COOs. Case highlights: (1) Led hybrid Bain-client teams to identify and manage initiatives to reduce PharmaCo's R&D cycle time by 18 months, (2) Facilitated workshops to address challenges in Biotech's Process Development organization, leading to ~\$800M in reduced spend, (3) Developed case for use of genetic, epidemiological and EMR data to enhance drugs' clinical value.

Quintiles, Durham, NC

Manager, Strategy, 2015

Developed mobile health strategies with CTO to enhance clinical trials. Established case for remote monitoring to decrease trial costs by ~20%. Identified acquisition targets.

Bank of America Merrill Lynch

Analyst, Financial Sponsors Investment Banking, 2011-2012

Executed LBO, M&A, and debt transactions.



Amanda E. Robison

amanda.robinson.wg18@wharton.upenn.edu
Duke University, Durham, NC
B.S.E., Biomechanical Engineering 2011

An opportunity to work with teams that utilize data and analytics to improve the quality and cost of health care delivery.

athenahealth, Watertown, MA

Summer MBA Intern, Summer 2017

Quantified costs to deliver and support interfaces for all products that athena offers. Based on this assessment, proposed a solution that when implemented will reduce the cost by over 60% (\$5M) in the first-half of 2018.

McKinsey Healthcare Analytics, New York, NY

Summer Pre-MBA Intern, Summer 2016

Overhauled a tool to identify opportunities in the Episodes of Care Practice by working closely with data scientists, developers, clinicians, and end-users to implement new algorithms and improvements, bringing the product up to date.

The Advisory Board Company, Washington, DC

Director Data Science R&D (DSR&D),

Corporate Strategy, 2015-2016

Associate Director DSR&D,

Corporate Strategy, 2013-2015

Senior Analyst DSR&D,

Corporate Strategy, 2012-2013

Analyst, Corporate Strategy, 2011-2012

Forged a corporate Data Science team responsible for maintenance of all data resources and relationships, data strategy, and creation of predictive models as well as analytics. Generated several new SaaS products/features for hospitals, including one with \$1.6M in sales in 2016 and projected at \$150M within 3 years.



Amrita Sehgal

amrita.sehgal.wg18@wharton.upenn.edu
University of California at Berkeley, Berkeley, CA
B.A., Economics, 2013
University of California Alumni Leadership Award, 2013

An opportunity to influence the management of post-acute care and alternative payment models to improve care delivery for the most vulnerable populations.

naviHealth, Newton, MA

Product & Business Development Intern, Summer 2017

Post-acute care management company that offers transition-management software, takes risk on managing post-acute care, and manages bundled payment programs. Business development: Identified synergies between the four newly merged companies, created strategy for integrating sales channels, products, etc., and refined sales materials. Explored opportunity to expand transition-management model to other populations. Product management: Created the business case for expanding transition management model to alternate care settings such as outpatient facilities. Led efforts to design products featuring new clinical reporting capabilities. Received highest performance bonus at the end of the summer.

L.E.K. Consulting, Health Care Practice, San Francisco, CA

Associate Consultant, 2015-2016

Associate, 2013-2015

Assessed growth opportunities for a \$100B medical device manufacturer; developed market size for each opportunity; recommended acquisitions that would further reach in post-acute space – client acquired recommended target for \$300M. Evaluated the Arizona Medicare Advantage (MA) and Exchange market for a plan looking to enter; built two market models; conducted interviews with health plan executives to collect inputs on operational costs and built pro forma financial statements. Received top score (5/5) on four of five summary reviews and offered full business school sponsorship.



Anita Sekar

anita.sekar.wg18@wharton.upenn.edu
Brown University, Providence, RI
A.B., Magna Cum Laude, Economics, 2010

A business development or strategic role at a company developing an innovative healthcare technology.

Guardant Health, Redwood City, CA

Biopharma Business Development Intern, Summer 2017

Completed 3 strategic projects evaluating partnership activity in companion diagnostics, the commercial value of companion diagnostic partnerships, and trends in the targeted oncology drug development pipeline. Assisted in structuring of term sheets, service agreements, and other contracts for 10+ biopharma collaborations.

Careport Health, Boston, MA

Director of Product Strategy and Operations, 2013-2016

As first employee of digital health startup focused on improving post-acute transitions, supported successful growth strategy from inception through acquisition-exit to Allscripts. Launched 3 products and directed 5 enterprise software implementations at top-tier health systems including the Cleveland Clinic.

Gemini Investors, Wellesley, MA

Associate, 2012-2013

Responsible for investment due diligence, deal execution, and portfolio company strategy for a lower middle market private equity fund. Investment experience in healthcare services and a variety of other sectors.

The Lucas Group, Boston, MA

Senior Associate Consultant, 2012-2012

Associate Consultant, 2010-2011

Provided investment due diligence for large cap and middle market private equity firms. Worked with a Fortune 500 company on international expansion strategy.



Mili Shah

mili.shah.wg18@wharton.upenn.edu
Emory University, Atlanta, GA
B.B.A., Finance and Management, 2011

An opportunity to build or invest in innovative healthcare services and technology businesses focused on women's health.

Comcast/NBCUniversal, Philadelphia, PA
Product Management MBA Intern
(Strategic Development – Connected Health), Summer 2017

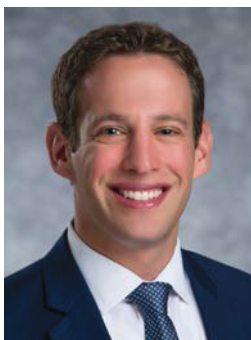
Led development of in-depth product strategy for Comcast's entry into the healthcare industry. Created user research guides and facilitated ideation sessions and stakeholder interviews to assess needs and opportunities. Proposed \$400M+ new product opportunity, including market-sizing analysis, go-to-market plan, and product requirements and roadmap.

Everyday Health, Inc., New York, NY
Director, Corporate Development, 2014-2016

Developed and implemented recommendations regarding M&A, partnerships and corporate strategy. Performed due diligence and deal execution, including valuation and deal structure proposals and purchase agreement negotiations. Led ~\$150M of acquisitions and drove post-acquisition integration and strategic planning.

Piper Jaffray & Company, New York, NY
Associate, Healthcare Investment Banking, 2013
Analyst, Healthcare Investment Banking, 2011-2013

Advised global healthcare companies on M&A, leveraged buy-outs and public and private capital raises. Ranked as top-tier analyst in each annual performance review and promoted to associate after two years.



Zachary Sheinman

zachary.sheinman.wg18@wharton.upenn.edu
Duke University, Durham, NC
B.S., Economics, 2011

An opportunity to invest in, partner with, and help build health care services organizations.

Axia Women's Health, Voorhees, NJ
MBA Intern, Summer 2017

Worked closely with management and sponsor owners (Audax Private Equity) to execute on accretive acquisitions of physician practices and organic initiatives to diversify ancillary service capabilities. Constructed sophisticated KPI dashboard to track key metrics. Collaborated with CFO to implement new physician compensation calculation and communicate Q2 compensation to physicians.

The Carlyle Group | Alpinvest Partners, New York, NY

Associate, Private Equity Co-Investments, 2013-2016

Member of global 24-person team with ~\$10B of assets under management focused on direct private equity co-investments in leveraged buyout, middle market and growth equity transactions across all industries. Led business due diligence, built financial models to evaluate returns, and prepared investment committee materials. Collaborated with Investor Relations to help coordinate fund-raising as team's junior point person globally.

Jefferies, LLC

Analyst, Healthcare Investment Banking, 2011-2013

Advised various healthcare services and life sciences companies on strategic M&A and capital markets financings (debt & equity), facilitating transaction processes, building financial models, and preparing valuation analyses. Co-launched Jefferies' first recruiting initiative at Duke University.



Vik Srinivasan

vikram.srinivasan.wg18@wharton.upenn.edu
Duke University, Durham, NC
B.A., Magna Cum Laude, Political Science, 2010

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

Verb Surgical, Mountain View, CA
Marketing Intern, Summer 2017

Partnered with 12+ executives to define customer value proposition, create ROI model to support commercialization. Led initiative to assess product-market fit, prioritize unmet needs; findings presented to board, guiding subsequent product development. Advanced 6 projects across customer segmentation, evidence strategy, people operations, and global go-to-market strategy.

Advisory Board Company

Consultant, 2015-2016
Senior Analyst, 2014-2015
Analyst, 2013-2014

Turned around consulting vertical with 80% attrition rate. Aided development and launch of 2 new consulting verticals focused on telemedicine and outpatient services. Directed projects named as finalists (top 12) in consecutive years of firm's annual client impact competition. Scoped and managed 60+ engagements, 15-20 concurrently, for provider organizations in the U.S. and internationally. Interviewed hundreds of hospital executives to distill best practices.

U.S. House Congressional Campaign Committee

Deputy Director of Strategic Initiatives / Rapid Response Coordinator, 2011-2013
Drafted responses to breaking policy news circulated daily to Members of Congress and the press, driving national and local media coverage.



Cecilia Sun

cecilia.sun.wg18@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A., Summa Cum Laude, with Distinction,
Biology, 2012
B.S., Summa Cum Laude, Economics, 2012

**An opportunity to build and grow
biotechnology companies discovering
and developing innovative
new medicines.**

Genentech, South San Francisco, CA
*Business Development Summer Associate,
Summer 2017*

Led 20-person team on design of microbiome research study; executed CDA and drafted term sheet. Evaluated Phase II small molecule and presented findings to portfolio committee; resulted in "go" to full diligence. Screened over 2,000 cancer programs; Identified 27 new cancer targets for future research or partnering. Performed analysis of 3 oncology deal contracts; presented takeaways to senior leadership.

Aisling Capital, New York, NY
Venture Capital Analyst, 2014- 2016

Served on investment team that managed \$1.8B AUM and evaluated 700-800 new opportunities annually across biotech, pharma, medtech, and healthcare services. Led scientific, clinical, regulatory, financial, and commercial diligence. Diligence process included: interacting 1x1 with management teams, interviewing KOLs, attending medical and investor conferences, and reading scientific publications.

Credit Suisse, New York, NY
Investment Banking Analyst, 2012- 2014
Ranked AAA analyst: top 10% of investment banking analyst class. Completed over dozen lead-left transactions, raising several billion dollars in high yield and leveraged loan markets.



Matthew C. Sweeney

matthew.sweeney.wg18@wharton.upenn.edu
Indiana University, Bloomington, IN
B.S., Finance and Accounting, 2009

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

Shore Capital Partners, Chicago, IL
MBA Intern, Summer 2017

Evaluated middle-market, private equity investment opportunities in the healthcare sector. Executed platform investment of an urgent care company and add-on investment of a wound care products company. Completed initial 100-day plan including budget, KPI development and financial reporting package for autism services portfolio company. Developed and presented a thesis for investment in the long-term care ancillary services sector.

Enhanced Equity Funds, New York, NY
Senior Associate, 2015-2016
Associate, 2013-2015

Evaluated investment opportunities at healthcare services focused private equity firm with \$600M under management. Executed platform investments as well as several add-on investments in the dermatology and medical transportation sectors. Worked with portfolio companies and supported management teams in budgeting, strategic planning, and capital structure decisions.

Houlihan Lokey, Chicago, IL
*Analyst, Healthcare Investment Banking,
2011-2013*

Advised middle market mergers and acquisitions for a variety of healthcare services companies.

Deloitte, Chicago, IL
*Associate, Transaction Advisory Services,
2010-2011*

Advised clients in matters of quality of earnings analyses, purchase price allocations and goodwill impairment testing.



Joshua M. Talbot

joshua.talbot.wg18@wharton.upenn.edu
University of Virginia, Charlottesville, VA
B.S., Summa Cum Laude, Systems Engineering,
B.A., Summa Cum Laude, Economics, 2013

**An opportunity to advance the
intersection of medicine and emerging
technologies (digital health, IoT, block-
chain) for improved health outcomes.**

Mckinsey and Company, Charlotte, NC
Summer Associate, Summer 2017

Led clinical operations analytics work-stream yielding \$6M in savings for large, regional health system. Created and led 150-page thought leadership response to BCRA and AHCA policy used by over three dozen client teams. Supported clinical growth strategy for large, national health system.

Deloitte Consulting, Arlington, VA
*Technology Consultant, Business Technology
Analyst, Summer Scholar, 2012-2016*
Healthcare Business Analytics and Modeling

Served as Certified Scrummaster on multi-year modernization for big data drug analytics. Co-led drug supply chain data analytics and financial modeling enhancements to reduce review period for pre-market drugs from 18 to 12 months. Intrapreneurship and Business Development: Spearheaded internal startup using wearables data, blockchain technology, and predictive analytics to create a smart patient intelligence platform. Created and led innovation group to help foster a culture of innovation across the 500 Business Technology Analysts (BTAs), exposing BTAs to thought leadership, agile practices, and Design Thinking. Social Impact: Represented Deloitte at the IMF and World Bank's African Youth Forum (AYF) in Cote d'Ivoire. Led 2-3 delegates from each African country through targeted workshops to address challenges in health, entrepreneurship, and education. Created annual STEM workshops with 200 Deloitte practitioners and 475 DC students.



Kengo Tashiro, M.D.

kengo.tashiro.wg18@wharton.upenn.edu
Fulbright Scholar, 2016-2018
Kamiyama Scholar, 2016-
Harvard Medical School
Primary Care Internal Medicine Program, 2012
Kyoto University, Japan
Medical Doctorate, 2011

Establish a new health care provider model that is faster, cheaper, safer, and better.

DaVita Inc.

Redwoods Summer Associate, 2017

Designed and introduced a new cloud-based Enterprise Resource Planning (ERP) system to the company's 100+ Asia Pacific dialysis centers.

Boston Consulting Group, Tokyo

Summer Associate, 2017

Made strategic proposal for a \$100M turnaround of a major hospital in Tokyo, identifying growth opportunities and defining quality index to improve/publish clinical performances.

Global Collaboration Center for Drugs, Devices and Healthcare/IT

Co-Founding-Member &

Chief-Medical-Officer, 2013-2016

Co-founded a public-private technology incubator to accelerate development and global export of innovative health care technologies for 18 members including KonicaMinolta, Hitachi, Fujifilm, Mitsubishi & NTT Groups, and Sony, as well as venture companies.

Ministry of Health, Welfare and Labor, Seconded to Kanagawa Prefecture Government

First Class Officer, Healthcare Policy

Assistant to the Governor, 2013-2016

Assisted the governor of the largest state in Japan in establishing a Healthcare-Industrial-Special-Zone, and driving population health management initiatives.

Kitano Hospital & Research Institute

Medical Resident in Surgery, 2011-2013

Voted best-resident-of-the-year, dispatched on scholarship to study at Harvard Medical School. Japanese Society of Gastroenterological Surgery Residents Distinguished Presentation Award.



Allison E. Toman

allison.toman.wg18@wharton.upenn.edu
University of Chicago, Chicago, IL
A.B., History and International Studies
(double major), 2009

A business development or operations role at an innovative, mission-driven company focused on improving care delivery.

Medtronic, Minneapolis, MN

Corporate Strategy (Globalization), Summer 2017

Led development of comprehensive product, services, and market strategies for integrated delivery systems in emerging markets; ideated, designed, and piloted time-driven activity-based costing solution for a large hospital system in Hyderabad, India to automate the identification of process efficiencies and cost saving opportunities across clinical pathways; formulated five-year plan for transforming costing platform into SaaS-based solution with \$1B+ global market opportunity.

HealthScape Advisors, Chicago, IL

Manager, 2015-2016

Senior Consultant, 2012-2014

Consultant, 2009-2012

Directed health plan in the development of value-based partnerships with six major health systems and designed clinical strategies to save \$50M in year one. Directed health plan in RFP procurement process, evaluation, and selection of its new dental managed care vendor, resulting in revenue growth of 15% and margin improvement of 2% year-over-year. Advised leading global private equity firm on the acquisition of a behavioral health company, creating the largest stand-alone behavioral health management company in the United States.



John Xavier R. Valdes

john.valdes.wg18@wharton.upenn.edu
Ateneo de Manila University,
Quezon City, Philippines
B.S., Health Sciences, 2013

An opportunity to improve healthcare access in developing countries through a commercial role in a pharmaceutical or biotechnology company.

Gilead Sciences, Foster City, CA

MBA Intern – Direct to Patient HIV Marketing, Summer 2017

Designed study on HIV treatment choice during patient-provider conversations. Updated unbranded promotional assets and paid search strategy for Promotional Review Committee approval. Analyzed competitors' DTP marketing materials and recommended tactics for adoption.

EpiMetrics Inc, Paranaque City, Philippines

Co-Founder and Researcher, 2015-2017

Developed the Philippines' first list of priority diseases for guaranteed coverage by the national health insurance program (NHIP). Led budget impact modeling for 31 candidate treatments for NHIP coverage. Managed nationwide data collection in 196 municipalities. Organized 22-person team to execute 8-week research training for Department of Health staff.

Energy Development Corporation, Pasig City, Philippines

International Business Development Analyst, 2013-2015

Modeled 25-year returns for flagship project in Chile; projections resulted in \$18M in funding from a multilateral lender and board approval for \$30M drilling phase. Led cross functional team from 4 countries to convert Chilean geothermal site to exploitation status. Conducted due diligence for EDC's \$3M acquisition of HRL.



Dhruve Vasishtha

dhruve.vasishtha.wg18@wharton.upenn.edu
Columbia University, New York, NY
B.A., Economics, 2011

An opportunity to launch new health-care technologies that improve effectiveness of patient care, quality of life, or clinical research.

Yeva, Philadelphia, PA

Founder and CEO, 2017-

Recruited and led CTO, clinicians, and caregivers to design and launch first-ever personalized caregiver training platform, serving 100 daily users. Earned \$10K in grants. Developed partnerships with health systems executives, home care providers, the Alzheimer's Association, and AARP.

Medidata, New York, NY

Product Manager, 2014-2016

Led execution of award-winning, first to market software from ideation to launch: a patient research app, and biosensor data platform. Engaged end users, internal stakeholders, and customers from 6 leading pharma (GSK, Bayer, J&J) to define product specifications for 15 engineers and designers. Supported business development and account management to scale revenues from \$0 to \$5M.

Wellnest, New York, NY

Founder, 2013-2014

Launched mental health app that delivered on-demand access to clinically-proven anxiety management tools. Architected revenue-generating business model through beta testing with 50+ licensed therapists and patients.

ZS Associates, New York, NY

Business Consulting Associate, 2011-2013

Strategy consultant for multinational pharma. Shaped global launch strategies of six products (revenues of \$450M - \$1.3B) through combined quantitative analyses and qualitative market research. Led client communications, presentations, and workshops.



David T. Wilkinson

david.wilkinson.wg18@wharton.upenn.edu
Wake Forest University, Winston-Salem, NC
B.S., Magna Cum Laude, Finance, 2010

An opportunity to build and lead effective teams within medical technology, with responsibility for marketing, operations, and/or strategy.

Medtronic, San Francisco, CA

Leadership Development Rotational Program Summer Associate, Summer 2017

Developed and presented coronary stent marketing campaign strategy for entry into \$410M segment of coronary artery disease market. Built market sizing model and identified \$40M of potential market upside. Crafted competitive advantage messaging for Medtronic coronary stent and marketing campaign roadmap. Collaborated with functional groups across Medtronic; conducted interviews with physicians to understand market needs.

Sentinel Capital Partners, New York City, NY

Private Equity Senior Associate, 2014-2016

Private Equity Associate, 2012-2014

Led all aspects of investment process including screening prospective transactions, managing internal deal teams and external advisors, negotiating legal documents, and securing debt financing for private equity firm managing \$2.6B in assets. Closed 22 leveraged buyout transactions, portfolio company sales, and debt financing deals.

Wells Fargo Securities, Charlotte, NC

Investment Banking Analyst, 2010-2012

Executed debt, equity, and M&A transactions, and competed for prospective investment banking mandates for middle market companies on 3- to 5-person teams across a range of industries.



Jonathan K. Wood

jonathan.wood.wg18@wharton.upenn.edu
Yale University, New Haven, CT
B.A., Classical Languages and Literatures, 2003
Perelman School of Medicine at the University of Pennsylvania, Philadelphia PA
M.D. Candidate, 2018

An opportunity to pioneer hyperlocal health care alongside community development with low income communities.

Viral Hepatitis Center, Johns Hopkins School of Medicine, Baltimore, MD

Clinical Research Coordinator, 2012-2013

Coordinated and co-authored NIH-funded study of Interferon-alpha response among HCV and HIV co-infected patients.

Air Force Special Operations Command Unit, Fayetteville, NC

Director of Intelligence, 2007-2010

Active duty Air Force officer deployed as lead of intelligence operations for sensitive interagency task force targeting regional al Qaeda leadership in complex battlespace. Directed fleet of 15 aerial and naval assets in dynamic reconnaissance strategy. Briefed Chairman of Joint Chiefs and agency directors for mission approval. Chaired daily meetings of 75 operatives in 8 locations, synchronizing and focusing regional intelligence efforts across 5 partner intelligence agencies. Awarded Bronze Star and Defense Meritorious Service Medal.

320th Special Tactics Squadron, Okinawa, Japan

Director of Intelligence, 2005-2007

Provided intelligence for 35 warfighters in 3 combat regions. Deployed as embedded counterinsurgency advisor to Philippine Air Force, conducting intelligence sharing and capacity building. Deployed to Afghanistan, conducting threat and terrain analysis for combat search and rescue team, safely supporting 40 missions.



Pratyusha Yalamanchi

pratyusha.yalamanchi.wg18@wharton.upenn.edu
Harvard University, Cambridge, MA
B.A. with High Honors, Magna Cum Laude
Human Evolutionary Biology,
Secondary in Studio Art, 2013
Perelman School of Medicine at the University
of Pennsylvania, Philadelphia PA
M.D. Candidate, 2018

An opportunity to combine my clinical and business experiences to improve health care outcomes.

University of Pennsylvania Health System (UPHS), Philadelphia, PA

Chief Medical Office Internship, Summer 2017

Evaluated 2016-2017 Endocrine/GI service line readmission encounters to characterize patient profiles, recognize risk factors and contribution margin, and identify possible opportunities for intervention. Presented opportunities to decrease readmission rates and increase market share to UPHS executives.

Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA

Department of Otolaryngology, Head and Neck Surgery Student Researcher, June 2016-June 2018

Evaluating the efficacy of dexamethasone eluting stent in murine model of subglottic stenosis.

Penn Center for Community Health Workers, Philadelphia, PA

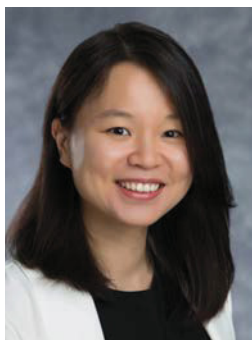
Student Researcher, June 2014-June 2016

Launched the IMPaCT Transitions Quality Improvement project to evaluate how community health workers can support the transition from inpatient discharge to outpatient care, leading to greater discharge prescription fill rates, and follow-up appointment attendance. Developed a marketing plan, literature, and managed provider outreach strategy.

Dental HygIndia, Andhra Pradesh, India

Founder, June 2004-June 2014

Founded 501(c)(3) to establish a free, oral health mobile clinic and raised funds through grants/corporate partnerships with companies like Colgate and Siemens for 200 dental hygiene awareness and treatment camps.



Quingan Zhou

quingan.zhou.wg18@wharton.upenn.edu
Yale University, New Haven, CT
B.A., Cum Laude, Distinction in Major, Humanities, 2011

An opportunity to build new products and services to improve the healthcare delivery system.

University of Pittsburgh Medical Center Enterprises, Pittsburgh, PA

Product Management Summer Associate, Summer 2017

Created a business plan for a portfolio company's new product focused on post-acute care telemedicine; presented recommendations to CEO on product launch strategies, which aimed to double the company's revenue. Developed a new company focused on supporting caregivers; interviewed >20 stakeholders, analyzed market needs and trends, and collaborated with design researchers and software engineers.

Regal Medical Group, Northridge, CA

Chief of Staff & Assistant Administrator of Operations, 2014-2016

Senior Project Manager, 2014

Project Specialist, 2013

Managed 2 departments with 30 employees; redesigned both departments' organizational structures and performance benchmarks to improve employee productivity. Directed company-wide initiatives with 22 executives by determining implementation strategies and building census. For example, I led 14 departments to establish new processes and staffing needs for a new product line that resulted in 2% business growth.

Prostate Cancer Foundation, Santa Monica, CA

Leader, PCF China, 2012-2013

Fellow, 2011

Launched PCF's research initiative in China by building and managing relationships with 26 global institutes and >200 stakeholders. Designed 2 grant competitions to provide \$525,000 to 5 Chinese scientists. Organized 6 international conferences.



Yan Zhou

yan.zhou.wg18@wharton.upenn.edu
Rice University, Houston, TX
B.A., Cum Laude, Applied Mathematics, B.A., Cum Laude, Economics, 2011

A opportunity to improve health care delivery and patient experience through new products, services, and/or operating models.

Accenture, New York, NY

Senior Strategy Consultant, Summer 2017

Created 4 post-close divestiture separation playbooks and conducted workshops for a multinational pharmaceutical client through surveying 18 project teams on 16 topics and discovering themes from feedback to inform future M&A efforts.

GE Capital, Norwalk, CT

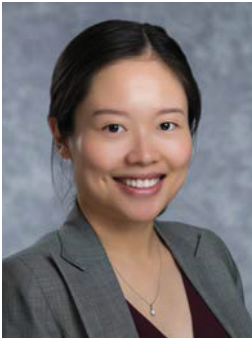
Economic Capital Risk Analyst, 2014-2016

Led the quarterly economic capital adequacy assessment across all businesses and simplified processes to reduce time spent from 1.5 months to 3 weeks, saving ~100 hours across 8 teams. Built multi-year capital forecast as the company shrunk and identified areas of opportunity to ensure positive capital surplus.

GE Healthcare, Waukesha, WI

Financial Management Program (FMP), 2012-2014

Selected as top 10% of applicants for a two-year rotational leadership program with focus on FP&A, Corporate Strategy, Operational Efficiency, and Controllershship. Recipient of the "Outstanding FMP" award as selected by the program executive committee. Key accomplishments: managed sales to margin financials and met operating plan targets for 3 HCIT products with \$40M quarterly revenue; simplified the global financial closing process by 2 hours daily.



Yisha Zhou

yisha.zhou.wg18@wharton.upenn.edu
Zhejiang University, Hangzhou, China
B.S., Cum Laude, Geology, 2009

An opportunity to work in a business development or investment role to grow leading health care technology.

Neuberger Berman, Hong Kong, China

MBA Summer Equity Analyst, Summer 2017

Performed fundamental analysis on Chinese pharmaceutical industry for \$5.3B AUM (Asset Under Management) Asia Equity Fund. Conducted a market overview to evaluate promising novel cancer therapies. Evaluated new drugs using adjusted DCF and comparable transaction approaches. Conducted detailed research on BGNE and pitched it to investors in Asia and the U.S.

CHC Holdings, Shanghai, China

Director, 2015-2016

Manager, 2013-2015

Awarded "Employee of the Year" (1 of 2 selected out of 50) in 2013 with only 6 months tenure for outstanding teamwork and solid analytical skills. Invested \$300M in equity across 3 closed transactions after evaluating 30+ investment opportunities. Established hospital M&A team by recruiting talent and equipping team with expertise through trainings.

China Resources, Beijing and Wuhan, China

Manager, 2012-2013

Built market analysis, performed financial modeling, and negotiated with local government, leading to 2 public hospital acquisitions with combined value of over \$150M. Facilitated operational turnaround of portfolio company through right-sizing of operational expenses, and implementing strategic initiatives.

2017 Internship Sponsors

The following organizations
provided internships for Health Care
Management Students in Summer, 2017.

ABBVIE, INC.
Chicago, IL

ACCENTURE
New York City, NY

ACCOLADE
Plymouth Meeting, PA

AMGEN
Thousand Oaks, CA

ATHENAHEALTH
Watertown, MA

AXIA WOMEN'S HEALTH
Voorhees, NJ

BAIN AND COMPANY
Boston, MA

BARCLAYS INVESTMENT BANK
New York, NY

BD (BECTON DICKINSON)
Mountain View, CA

THE BOSTON CONSULTING GROUP
Atlanta, GA
Tokyo

CELGENE CORPORATION
Summit, NJ

CIGNA
Philadelphia, PA

CLEVELAND CLINIC
Cleveland, OH

COMCAST/NBC UNIVERSAL
Philadelphia, PA

DAVITA HEALTHCARE PARTNERS
Denver, CO
Singapore

DOXIMITY
San Francisco, CA

DW HEALTHCARE PARTNERS
Toronto, Canada

EHEALTH NOW
Philadelphia, PA

ENCLARA HEALTHCARE
Philadelphia, PA

ESPERANZA HEALTH CENTER (FQHC)
Philadelphia, PA

FIDELITY
Boston, MA

GE VENTURES
Menlo Park, CA

GENENTECH
South San Francisco, CA

GENENTECH / ROCHE
South San Francisco, CA

GILEAD SCIENCES
Foster City, CA

GUARDANT HEALTH
Redwood City, CA

HUP/PRESBYTERIAN
Philadelphia, CA

IORA HEALTH
Boston, MA

MARSHALL WACE
New York, NY

MBF HEALTHCARE PARTNERS
Miami, FL

MCKINSEY & COMPANY
Boston, MA
Charlotte, NC
Philadelphia, PA

MEDTRONIC
San Francisco, CA
Boulder, CO
Minneapolis, MN

MOELIS & COMPANY
Los Angeles, CA

MORGAN STANLEY
Singapore

MTS HEALTH PARTNERS
New York, NY

NAVIHEALTH
Boston MA

NEUBERGER BERMAN
New York /Hong Kong

NOVARTIS AG
East Hanover, NJ

**NOVARTIS
PHARMACEUTICALS CORPORATION**
East Hanover, NJ

NOVARTIS ONCOLOGY
East Hanover, NJ

NUNA HEALTH
San Francisco, CA

OBERLAND CAPITAL
New York, NY

OLIVER WYMAN
Philadelphia, PA

ONCOR MEDICAL
Philadelphia, PA

OXEON PARTNERS
New York, NY

PFIZER
New York, NY

PIVOTAL
San Francisco, CA

ROBIN CARE
Philadelphia, PA

ROCA PARTNERS
Los Angeles, CA

SANOFI GENZYME
Cambridge, MA

SHORE CAPITAL
Chicago, IL

SR ONE
Boston, MA

STEWART HEALTH CARE
Boston, MA

STRATEGY&
New York, NY

TAILWIND CAPITAL
New York, NY

TOMS
Los Angeles, CA

UNITEDHEALTH GROUP
Eden Prairie, MN

**UNIVERSITY OF PENNSYLVANIA
HEALTH SYSTEM**
Penn Dermatology
Division of Hematology-Oncology
Philadelphia, PA

**UNIVERSITY OF PITTSBURGH
MEDICAL CENTER ENTERPRISES**
Pittsburgh, PA

**VIRAL HEPATITIS CENTER
JOHN HOPKINS SCHOOL OF MEDICINE**
Baltimore, MD

VERB SURGICAL
Mountain View, CA

YEVA
Philadelphia, PA

2017 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.

SANDIP K. AGARWALA

Managing Director
Longitude Capital
Greenwich, CT

HEATHER ASPRAS

Director, New Product Strategy, Vaccines
GlaxoSmithKline
Philadelphia, PA

MICHAEL AXT

Chief Marketing Officer and Senior Vice President Solutions Development, Marketing and Strategy
Cotiviti
Atlanta, GA

KENT E. BACKLUND

Director
Pfizer, Inc.
New York, NY

VIKRAM BAKHRU

Chief Operating Officer
Consejo Sano, Inc.
North Hollywood, CA

TONY BALDA

President & Chief Executive Officer
Medicomp, Inc.
Melbourne, FL

JOHN BARBIERI, M.D.

Dermatology Resident
Hospital of the University of Pennsylvania
Philadelphia, PA

JAMIL M. BEG

Principal
5AM Ventures
Boston, MA

ALI BEHBAHANI, M.D.

Partner
New Enterprise Associates
Chevy Chase, MD

SIGAL BEN-ARI, PH.D.

Chief Operating Officer
Kodu Care
Seattle, WA

SAURABH BHANSALI

Partner
Health Velocity Capital
San Francisco, CA

NIKHIL BHOJWANI

Managing Partner
Recon Strategy
Cambridge, MA

DARREN M. BLACK

Managing Director
Summit Partners
Boston, MA

SAM BRASCH

Senior Managing Director
Kaiser Permanente Ventures
Oakland, CA

ROB BRESSLER

Business Development and Corporate Finance
Teladoc
Chicago/New York

STEVEN BRESSLER

Vice President
Parthenon Capital Partners
Boston, MA

TOM BROD

President/Owner
North Shores Consulting Inc.
Columbus, OH

KARA BROTEMARKLE

International Business Leader
Roche
Basel, Switzerland

LUCAS BUCHANAN

Chief Financial Officer
Silk Road Medical, Inc.
Sunnyvale, CA

ELIZABETH J. CAMPBELL

Principal
LLR Partners
Philadelphia, PA

NICOLE CARKNER

Executive Director
Quad City Health Initiative
Davenport, IA

JEFF CHAPMAN

Partner,
Head of Life Science and Healthcare
Wellington Financial
Menlo Park, CA

THIERRY CHAUCHE

Executive Director,
Financial Planning & Analysis
Intercept Pharmaceuticals
New York, NY

EILEEN CHEAD

Vice President
Pfizer Inc.
New York, NY

MARK CHIN

Investment Manager
Arix Bioscience
New York, NY

YUMING CHIU

Product Manager,
HIV Direct to Patient Marketing
Gilead Sciences
Foster City, CA

EDDIE CISNEROS

Health Care Consultant/Executive Coach
Inspirate Advisory Services LLC
Schaumburg, IL

CHIP CLARK

Chief Executive Officer
Genocoe Biosciences
Cambridge, MA

JULIA P. COCHRAN

Director,
Forecasting & Market Analytics
Alkermes
Waltham, MA

RYAN COCHRAN

Founder
Recharge Healthcare,
Diagram Healthcare
New York, NY

BRETT COHEN

Chief Operating Officer
Civitas Solutions
Boston, MA

ROBB COHEN

Chief Executive Officer
Advanced Health Collaborative
Baltimore, MD

TERI CONDON

Senior Vice President, Client Services
Wellframe
Boston, MA

MICHAEL CRAWFORD

Vice President
Health Net
Woodland Hills, CA

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 and Chief Executive Officer
Integral Molecular, Inc.
Philadelphia, PA

CASEY DOUGAN

Engagement Manager
McKinsey & Co.
San Francisco, CA

J. PATRICK DOUGHERTY

Director of Strategy
& Chief of Staff to SVP R&D Pipeline
GlaxoSmithKline (R&D)
Collegeville, PA

BRANDON EINSTEIN, M.D.

Vice President
Enhanced Healthcare Partners
New York, NY

RAMI ELGHANDOUR

President & Chief Executive Officer
Nevro
Redwood Shores, CA

JENN ETHERIDGE

Senior Manager, Patient Insights
Genentech
San Francisco, CA

MYRIAM EXUMÉ

US Marketing Leader, CV Franchise
Merck
North Wales, PA

DANIEL FAGA

Chief Business Officer
Spark Therapeutics
Philadelphia, PA

MING FANG

Vice President
Redmile
San Francisco, CA

MICHAEL FAZEKAS

Principal
Flexpoint Ford, LLC
Chicago, IL

DOUGLAS C. FISHER, M.D.

Partner
InterWest Healthcare Partners
Menlo Park, CA

PETER FISHMAN

Director of Clinical Integration
CarePoint Health
Jersey City, NJ

AARON FLINK

Principal
Heritage Group
Nashville, TN

J.P. GALLAGHER

Chief Operating Officer
NorthShore University HealthSystem
Evanston, IL

MICHELE A. GALLUCCI

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

SIMEON J. GEORGE, M.D.

Partner
SR One
San Francisco, CA

SEAN GLEESON, M.D.

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

GARY L. GOTTLIEB, M.D.

Chief Executive Officer
Partners In Health
Boston, MA

VIKAS GOYAL

Principal
SR One
Cambridge, MA

TODD GUREN

Director, Product Management
Regence BlueCross BlueShield
Portland, OR

PHILIP P. GUTRY

Senior Director, Business Development
Regeneron Pharmaceuticals
Tarrytown, NY

T. SLOAN GUY, M.D.

Associate Professor of
Cardiothoracic Surgery
Weill Cornell Medicine
New York, NY

TAEJIN (JUSTIN) HAM

Regional Director of Marketing
and Strategy
Celgene
Singapore

JOHN HARROFF

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

DANIEL HARVEY

Project Leader
The Boston Consulting Group
New York, NY

JAWAD HASAN

Vice President
Apax Partners
New York, NY

BOSUN HAU

Managing Director and Partner
Sailing Capital
Hong Kong

BEN HERMAN

Vice President
Cressey & Company LP
Chicago, IL

LINDSAY HERMAN

Program Manager, Strategy
Northwestern Medicine
Chicago, IL

JANE HERZECA

Head of Markets and Implementation
Quartet
New York, NY

VLAD HOGENHUIS, M.D.

Senior Vice President Pharmaceuticals
GlaxoSmithKline
London, UK

BRIAN HOLZER, M.D.

President, Kindred Innovations
Kindred Healthcare
Louisville, KY

AMANDA HOPKINS TIRRELL

Chief Operating Officer
Georgia Regent Medical Associates
Augusta, GA

VIVIAN HSU

Program Officer, Vaccine Development
Gates Foundation
Seattle, WA

Health Care Program Mentors

MARY HU

Associate Dean for Communications
and Chief Communications Officer
Yale University of Medicine
New Haven, CT

OREN K. ISACOFF

Vice President
Longitude Capital
Greenwich, CT

MUDIT K. JAIN

Managing Director
Synergy Life Science Partners
Burlingame, CA

VIVEK JAIN

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

ANUJ KAPOOR

Senior Director of Analytics Solutions
Procured Health
Chicago, IL

ADAM KAUFMANN

President & Chief Executive Officer
Canary Health
Los Angeles, CA

KARL KELLNER

Senior Partner
McKinsey & Company, Inc.
New York, NY

STEPHEN KIM

Vice President
Goldman Sachs & Co.
Los Angeles & New York

ERIC KLEIN

Vice President
Bridge Growth Partners
New York, NY

ADAM M. KOPPEL, M.D., PH.D.

Managing Director
Bain Capital (Life Sciences Fund)
Boston, MA

DEEPA KUMARIAH, M.D.

Assistant Chief Medical Officer
(Asst. Prof. Med.-Div. Cardiology);
Advisor to NYP Ventures
New York Presbyterian Hospital
New York, NY

DAVID LAMACCHIA

Vice President, Corporate Development
Prospira PainCare
Roswell, GA

RICHARD LEE, M.D.

Assistant Professor
Weill Cornell Medical College
New York, NY

ADAM LESSLER, M.D.

Vice President
Canepa Healthcare
New York, NY

BRIAN LEWANDOWSKI

Analyst
Tamarack Capital Management
Carlsbad, CA

NANXI LING

Senior Advisor,
Enterprise Product Innovation
CVS Health
Woonsocket, RI

JEFFREY S. LITWIN, M.D.

Chief Executive Officer
MedAvante-ProPhase
Princeton, NJ

WENDY LIU

Senior Director, New Business
Pfizer
New York, NY

CAROLYN MAGILL

Chief Executive Officer
Remedy Partners
Darien, CT

ANKIT A. MAHADEVIA, M.D.

Chief Executive Officer
Spero Therapeutics
Cambridge, MA

SAMIR MALIK

Founder
Genoa Telepsychiatry
New York, NY

LAUREN A. MATISE, PH.D.

Business Development Manager,
Metabolic Pathways & CV
GlaxoSmithKline
King of Prussia, PA

JEAN MELLETT

System Director, Planning and Strategy
Eastern Maine Healthcare Systems
Brewer, ME

MICHAEL C. MENG

Principal
Apax Partners
New York, NY

AUDREY MEYERS

President/Chief Executive Officer
The Valley Hospital
/Valley Health System
Ridgewood, NJ

GEOFF MEYERSON

Managing Director and Co-founder
Locust Walk Partners
Cambridge, MA

GRETCHEN MILLS

Researcher Market Strategy
3M Health Information Systems
Denver, CO

SACHIYO MINEGISHI

Global Brand Lead,
Sickle Cell Disease and Oncology
bluebird bio
Cambridge, MA

J. CARTER MONTAGUE

Chief Operating Officer
Cyft
Cambridge, MA

REGAN MURPHY

General Manager
The Governance Institute – NRC Health
Chicago, IL

ASHWIN R. MURTHY

Case Team Leader
Bain & Company
San Francisco, CA

HAREESH NAIR

Director
Quadria Capital
Investment Management Pte Ltd
Singapore

PRASHANT NIKAM, PH.D.

Senior Director
Global Brand Team – JAKAVI (Ruxolitinib)
Novartis Oncology
East Hanover, NJ

WES NURSS

Analyst
Marshall Wace
New York, NY

JEN O'NEILL

Senior Brand Manager,
Brand Lead - Plan B One-Step
Teva Women's Health
Frazer, PA

JUSTIN PALLARI

Independent Consultant
New Delhi, India

JAMES PARADIS

President
Paoli Hospital
Main Line Health
Paoli, PA

SHAUNAK PARIKH

Principal
EW Healthcare Partners
New York, NY

MAMTA PATEL

Project Leader
Flatiron Health
New York, NY

MITESH S. PATEL, M.D.

Assistant Professor
Perelman School of Medicine/
Wharton School
Philadelphia, PA

MONA PATEL

Vice President of Clinical Training
and Fellowship Education
Boston Scientific
Valencia, CA

CARY G. PFEFFER, M.D.

Partner
Third Rock Ventures
Boston, MA

JOHN P. PICASSO

Analyst
Pzena Investment Management
New York, NY

MATTHEW PICKENS

Regional Director
Press Ganey Associates
Winter Park, FL

DAVID PINKERT

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

SALLY POBLETE

Founder and Chief Executive Officer
Wellthie
New York, NY

DONNA BRADY RAZIANO, M.D.

Chief Medical Officer
Mercy Health System, Mercy Home
& Community Health Services
Philadelphia, PA

ERIC REDLINE

Vice President, Customer Engagement
Aktana
San Francisco, CA

BHOHATHAI REMALEY

Vice President
DaVita Healthcare Partners
Singapore

JAMES RHODES

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

JAMES F. RICHTER

Vice President, Business Development
ReMed
Paoli, PA

EDMONDO J. ROBINSON, M.D.

Chief Transformation Officer
Christiana Care Health Services
Wilmington, DE

ALCIRA RODRIGUEZ

Senior Consultant
Deloitte Consulting
New York, NY

FRED RONNAU

Chief Operating Officer
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