

Wharton



MBA Program in
Health Care Management

2014
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:

June Kinney, Associate Director,
MBA Program in Health Care Management
The Wharton School
University of Pennsylvania
3641 Locust Walk
Philadelphia, PA 19104-6218

215.898.6861 | Fax 215.573.2157
email: aleszczc@wharton.upenn.edu

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://hcmg.wharton.upenn.edu/>

2014 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 1,600 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 2014 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:

- Foundations of Teamwork and Leadership
- Marketing Management
- Quality and Productivity
- Regression Analysis for Business
- Microeconomics for Managers
- Management Communication

Flexible Core:

Accounting

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

Finance: Corporate Finance

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

Finance: Macroeconomics

- Macroeconomics and the Global Economic Environment or
- Introduction to Macroeconomics and the Global Economic Environment

Legal Studies & Business Ethics

- Responsibility in Global Management or
- Responsibility in Professional Services

Management

- Managing the Established Enterprise or
- Managing the Emerging Enterprise

Marketing

- Dynamic Marketing Strategy or
- Strategic Marketing Simulations

Operations

- Business Analytics or
- Information Technology and Business Transformation or
- Innovation or
- Operations Strategy
- Communications
- Advanced Persuasive Speaking or
- Advanced Persuasion and Data Display or
- Pitching Your Business

Global Immersion Program

The Wharton Global Immersion Program is an optional half-credit elective course that provides first-year students with an in-depth exposure to international business practices and first-hand insights into a foreign culture.

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 Marketing
- Healthy Policy
- Legal Aspects of Health Care
- 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 which 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.





Andrew R. Adams

andrew.adams.wg14@wharton.upenn.edu
University of Michigan, Ann Arbor, MI
B.B.A., with High Distinction, 2007

An opportunity to build successful health care businesses as a private equity investor or manager.

Medtronic Diabetes, Los Angeles, CA
Business Development Intern, Summer 2013
Developed strategy for Medtronic in blood glucose monitoring following 70% Medicare pricing reductions. Evaluated partnership and acquisition opportunities. Worked closely with R&D, marketing and finance teams to ensure the recommended strategy aligned with their goals. Developed cash flow forecasts for different strategies.

Lake Capital, Chicago, IL
Senior Associate, 2011-2012
Associate, 2009-2011
Initiated investment opportunities, structured acquisitions, negotiated legal documentation and arranged debt financings across several industries, including health care and government services, for the firm's \$500M inaugural fund and \$800M second fund. Assisted with the firm's fundraising activities. Developed Private Placement Memorandum, prepared dataroom, and communicated with investors on diligence requests. Worked closely with management teams to execute add-on acquisitions, improve operations and secure capital for growth opportunities.

J.P. Morgan, Chicago, IL
Investment Banking Analyst, 2007-2009
Advised clients in the automotive, paper and packaging industries on debt and equity financings and M&A activities. Advised Ford on its sale of Volvo Car Corporation to Zhejiang Geely, a Chinese automotive manufacturer.



Ambika K. Aggarwal

ambika.aggarwal.wg14@wharton.upenn.edu
Northwestern University, Evanston, IL
B.A., Economics, 2008

A business development or product management opportunity in healthcare IT and services.

AthenaHealth, Boston, MA
Product Management Intern, Summer 2013
Developed new product plan for recently acquired mobile health company, Epocrates, using market research and competitive analysis. Determined beta rollout strategy including participant recruitment, feedback surveys, KPIs, and product requirements and identified opportunities to integrate Epocrates into Athena's suite of products.

Google Inc., New York, NY
Account Manager, 2010-2012
Managed and optimized over \$18M worth of annual online search and display advertising investments for mid and large cap pharmaceutical manufacturers' prescription and over-the-counter brands. Advised clients on new product launches and beta opportunities, increasing their adoption across mobile, tablet, and YouTube digital platforms. Measured and tracked campaign performance over time using Google Analytics to help healthcare advertisers achieve favorable ROIs.

Huron Consulting, New York, NY
Analyst, 2008-2010
Performed data remediation and analysis as part of a restatement of all government price points required under Medicare, Medicaid, Public Health Services, and Department of Veterans Affairs laws and regulations for mid-cap pharmaceutical manufacturer, saving the company over \$5M in potential penalties.



John S. Barbieri

john.barbieri.wg14@wharton.upenn.edu
Amherst College, Amherst, MA
B.A., Summa Cum Laude, Biology, 2009
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate 2014

An opportunity to apply my clinical and business experiences to strategic and operational roles focused developing innovative care models to improve the health of patients.

The Boston Consulting Group, Philadelphia PA
Summer Consultant, 2012
Developed analytical models and conducted industry benchmarking analyses as part of cross-functional team working to develop long-term biologics strategy plan for a major pharmaceutical company.

The University of Pennsylvania Health System
Mortality Committee Consultant, 2010
Redesigned mortality chart review process for the Hospital of the University of Pennsylvania to improve the number of cases reviewed and to identify improvement opportunities. Developed database and standardized process for conducting and aggregating chart reviews.

United Community Clinics
Development Director, 2010-2011
Responsible for operation management of weekly, free clinic in West Philadelphia. Redesigned patient flow to increase clinic capacity by ~10%. Improved quality, efficiency, and breadth of services available through iterative redesign of clinic processes. Handled grant applications and funding for clinic, securing nearly \$15,000 in funding.



Marisa A. Bass

marisa.bass.wg14@wharton.upenn.edu
University of Pennsylvania, Philadelphia PA
B.A., Politics, Philosophy, and Economics, 2008

An opportunity in strategy or business development for a healthcare services or provider organization.

Greenway Medical Technologies, San Francisco, CA and New York, NY
Strategy Associate, Summer 2012

Developed a business model and implementation plan for a Population Health Services business unit. Performed competitor market research, identified internal competitive advantages to determine short and long-term development needs. Partnered internally to assess business unit infrastructure and funding needs; identified opportunities for streamlining R&D and Marketing operations, increasing operational efficiency.

Citi Private Bank, New York NY
Head, Business Planning & Execution 2010-2012

Developed and implemented new North America business model, infrastructure and sales initiatives, increasing investment revenue by 34%. Managed Global Private Bank business model implementation, sales strategy and infrastructure, increasing global revenue 28%. Led 10-member cross-functional team to develop and implement integrated business development tools, optimizing business decision-making. Streamlined global investment platform operations increasing operating efficiency by 23%.

Citi Private Bank, New York, NY
Investment Analyst, 2008-2010

Instituted client segmentation strategy; performed analysis optimizing sales force utilization, increasing 2010 revenue by 35%. Represented US Private Bank during Morgan Stanley Smith Barney service negotiations, streamlining platform operations.



Elissa H. Bergman

elissa.bergman.wg14@wharton.upenn.edu
University of Virginia, Charlottesville, VA
B.A., Phi Beta Kappa, American Studies, History, 2009

An opportunity to develop strategy or improve operations for healthcare provider organizations.

Deloitte Consulting LLP, New York, NY
Summer Associate, Summer 2013

Assessed cost savings opportunities for regional hospital system via non-labor, clinical and non-clinical supplies and services. Specifically, analyzed current state of dialysis costs and identified \$450K in savings using industry benchmarks. Presented findings to stakeholders in five different facilities and worked to develop unified strategy for price negotiation and savings implementation. Collaborated with materials management to develop streamlined purchasing strategy for various other clinical supplies.

FTI Consulting, Washington, DC
Senior Consultant, 2012
Consultant, 2009-2012

Coordinated and synthesized medical necessity reviews performed by clinicians from three rehabilitation facilities that resulted in a \$30M settlement with Medicare, a total \$50M below original government estimate. Collaborated with rehabilitation physicians, nurses, and case managers to implement Medicare compliant documentation and clinical processes. Managed an internal team to review a large sample of potentially fraudulent claims for a medical equipment provider and created a model that resulted in a \$65M settlement with Medicare. Evaluated bad-debt totals for 125 facilities in one of the largest US hospital systems that resulted in \$25M of tax savings for the client.



Saurabh Bhansali

saurabh.bhansali.wg14@wharton.upenn.edu
Northwestern University, Evanston, IL
B.A., Economics, 2008

An opportunity to discover, evaluate and execute on high-growth investments within healthcare.

Ferrer Freeman & Company, Greenwich, CT
Summer Investment Professional, Summer 2013

Analyzed investments for a \$900M healthcare-focused growth equity fund. Researched an attractive sector, developed an investment thesis and initiated investment opportunity discussion. Evaluated investment platform companies and conducted preliminary due diligence.

Pfizer Inc., New York, NY
Senior Analyst, Business Development & Strategy, 2010-2012

Assessed in-license, out-license and acquisition transactions across 20+ therapeutics areas and stages of drug development. Managed cross-functional teams integrating clinical, finance, legal and marketing & sales colleagues to frame and evaluate commercial potential as well as investment, technical and regulatory risks to enable strategic decision-making. Presented recommendations to Executive Leadership Team that resulted in company acquisitions, product licenses or declined opportunities.

Bank of America Merrill Lynch, New York, NY
Analyst, Financial Sponsors Group, 2008-2010

Conducted analyses and performed due diligence for leveraged buyouts and financings for financial sponsors that resulted in three deals completed in two-year time period.



Alexander D. Blair

alexander.blair.wg14@wharton.upenn.edu
Cornell University, Ithaca, NY
B.S., Magna Cum Laude, Tau Beta Pi,
Mechanical and Aerospace Engineering, 2007;
M.Eng, Mechanical Engineering, 2008

An entrepreneurial opportunity in consulting or corporate development focused on healthcare strategy and innovation.

Onyx Pharmaceuticals, South San Francisco, CA

Strategy and Innovation Intern, Summer 2013

Facilitated ideation of 8 transformational initiatives (\$100M investment). Developed case for new sourcing strategies (\$30M investment). Created framework for innovation measurement and management. Led innovation think tank topics creation.

Deloitte Consulting, Boston, MA

Consultant, 2008-2012

Developed integration strategy for 250 clinical trials representing \$14B in R&D investment. Led integration of 50 clinical trials. Integrated clinical trial support and oversight model for over 30 countries. Managed clinical trial quality standards development across 200 stakeholders; Improved trial quality 10% (est.). Facilitated design sessions with C-level stakeholders. Created dynamic, adaptable organizational model. Managed 50 person project team. Coordinated distribution of \$1.2B of health services.

Clinton Health Access Initiative, Mbabane, Swaziland

Program Analyst, Summer 2012

Analyzed expenditures and negotiated new unit rates with vendors, reducing costs by 76% and expanding program coverage. Forecasted 4 year program budget for 7 functional areas. Unified strategic planning process across program.



Robert B. Bressler

rob.bressler.wg14@wharton.upenn.edu
Duke University, Durham, NC
A.B., History, 2007

An opportunity to create value in healthcare through a direct investing or strategy role.

Teladoc, Greenwich, CT

Consultant, Corporate Finance and Business Development, Summer 2013

Reported directly to senior management of Kleiner, Perkins backed healthcare IT business. Corporate Finance: Point person on acquisition of competitor Consult-A-Doctor. Built detailed financial model, analyzed equity awards and pro forma ownership, negotiated legal documents and ran due diligence process. Business Development: Managed 12 person team to implement new offering in dermatology. Crafted business case and bottom-up model to assess market opportunity.

Ares Management, New York, NY

Associate, 2009-2012

Executed a range of investments with a focus on healthcare. Directly invested ~\$1B in debt and equity capital. Sourced new opportunities, executed due diligence to evaluate target company business models, formulated investment theses and robust forecast models, negotiated legal documents, worked closely with portfolio company management teams and evaluated add-on acquisitions. Sole junior investment professional involved in acquisition and sale of healthcare IT / services business.

Citigroup Healthcare Investment Banking, New York, NY

Analyst, 2007-2009

Executed advisory and capital raising transactions. Notable buy-side assignments: Kimberly-Clark's acquisition of I-Flow; Attempted acquisition of TriZetto by large MCO



Steven D. Bressler

steven.bressler.wg14@wharton.upenn.edu
Duke University, Durham, NC
B.A., French and Spanish Cultural Studies, 2007

An opportunity to build successful businesses through healthcare focused private equity investing.

Golub Capital, Chicago, IL

Summer Associate, Summer 2013

Performed due diligence, assisted in credit agreement negotiations and managed junior underwriters at \$8B+ AUM credit-focused alternative asset manager. Completed 2 debt investments in private equity-backed healthcare transactions.

Frazier Healthcare, Seattle, WA

Associate, 2010-2012

Performed financial and operational due diligence, evaluated markets and management teams and constructed bottom-up forecast and returns models for a \$1.8B AUM healthcare-focused private equity firm investing a \$620M fund. Closed 3 platform investments (pharmaceutical packaging, dialysis and distribution) and 2 follow-on acquisitions (behavioral health and dialysis).

Shattuck Hammond Partners, Atlanta, GA

Senior Analyst, 2010

Analyst, 2008-2010

Provided origination, execution and analytics on \$1.3B of closed M&A, debt and derivative transactions at the boutique healthcare investment banking division of Morgan Keegan & Co. Served clients including hospitals, healthcare services companies and private equity firms.

Katzenbach Partners, Houston, TX

Associate, 2007-2008

Management consultant tasked with analyzing and advising clients on corporate strategy and new business initiatives. Completed board presentations, customer segmentation analyses and new product launch studies.



Frank L. Brodie

frank.brodie.wg14@wharton.upenn.edu
Carleton College, Northfield, MN
B.A., Cum Laude, Political Science, 2005
Perelman School of Medicine at the University
of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2014

An opportunity to develop and commercialize new medical technology that directly impacts patient care.

Maculens Vision Technology, Philadelphia PA

Co-Founder, 2012 - Present

Based on technology developed by ophthalmologists at the University of California, Maculens provides a novel optical coating that dramatically decreases the glare and discomfort drivers experience from oncoming headlights at night. Winner of the People's Choice Award and 2nd Place overall in the 2013 Wharton Business Plan Competition, Maculens has developed a strong advisory board of industry leaders and expects revenue in Q1 2014.

General Mills, Golden Valley, MN

Marketing Associate, 2005-2007

In the Food Service division I was responsible for growing the business with large restaurant chains by providing marketing support to the restaurants as well as developing new products to sell in. Additionally coordinated with logistics, finance and supply teams to reduce costs and rationalize our supply chain. The following year in the Snacks division I was responsible for leading a cross-functional team in developing, branding and positioning a new line of healthy snacks for children.



Qian Cai, Ph.D.

qian.cai.wg14@wharton.upenn.edu
Fudan University, Shanghai, China
B.S., Chemistry, 1998
Heriot-Watt University, Edinburgh, U.K.
M.Phil., Mechanical Engineering, 2003
University of Cambridge, Cambridge, U.K.
Ph.D., Biomaterials, 2007

An opportunity to combine my industry and business expertise with finance knowledge for healthcare investment or business development.

Citigroup, London, England

Intern Associate, Summer 2013

Prepared valuation for a biotech company using DCF, precedents and comparables to form the basis of price negotiation. Conducted extensive industry/market research to help prospective clients identify business opportunities. Responsible for monitoring market movements and broker consensus and communicating key information to the client.

Baxter Healthcare, London, England

Research Scientist/Project Manager/
Researcher, 2006-2012

Led new technology development project on stem cell-based bone graft substitutes with 3 external institutions. Assessed and recommended new technologies and companies to Baxter's acquisition team. Conducted R&D Benchmarking research for the orthobiologic field. Drafted and published 2 patents on new polymer formulae for medical device applications. Designed and analyzed VOC Programs to understand customer expectations and requirements.

Shanghai NetZeal Co. (Entrepreneurial Experience), Shanghai, China

Business Development Manager,
1998-2001

Delivered business planning and oversaw accounting and administrative activities. Established and maintained relationships with key business partners. Worked with software developers to deliver solution-based-selling.



Elena C. Castañeda

elena.castaneda.wg14@wharton.upenn.edu
Harvard College, Cambridge, MA
A.B., Engineering Sciences,
Biomaterials, 2008

An opportunity to invest in healthcare services, IT or biopharmaceuticals through venture capital or corporate development.

Johnson & Johnson, New Brunswick, NJ

Summer Associate, Mergers & Acquisitions,
Summer 2013

Managed clinical, financial and legal due diligence work streams for multiple potential oncology acquisitions. Conducted interviews with internal clinical experts, synthesized research data and presented findings to senior leadership.

Kapor Capital, San Francisco, CA

Summer Associate, Summer 2012

Conducted thorough review of five healthcare portfolio companies to educate venture partners in advance of several follow-on portfolio company funding discussions. Review informed decisions on whether to reinvest in portfolio companies. Led due diligence exercises on five potential health tech investments. Generated and confirmed hypotheses of market value.

Insight Strategy Advisors, New York, NY

Senior Analyst, 2011-2012

Analyst, 2009-2011

Led research programs for and later managed consulting engagements including pricing/contracting, marketing strategy, payer segmentation, and emerging market drug value propositions for pharmaceutical, medical device and biotech clients. Recommended acquisition of oncology startup to a client after thorough market assessment examining market growth, competitive analysis, and forecast financials of lead compound. Client completed recommended \$1B acquisition 2011.



Pablo Cervera

pablo.cervera.wg14@wharton.upenn.edu
Instituto Tecnológico Autonomo de Mexico,
Mexico City, Mexico
B.A., Economics, Honorable Mention, 2008

An opportunity in strategy or policy definition within the health care space, with special focus on developing countries.

Clinton Health Access Initiative, Pretoria, South Africa

Volunteer Analyst, Summer 2013
Optimized antiretroviral needs projection for the South African Department of Health, generating a more robust tool for planning medicine procurement on a 3 year horizon.

McKinsey and Company, Florham Park, NJ

Senior Analyst, 2011-2012
Completed projects in mid to large size pharmaceutical companies, including regional strategy definition and prioritization, business development and evaluation of in-licensing opportunities, organizational optimization of R&D function, global launch strategy of oncological drug and positioning within the company's expanded portfolio.

McKinsey and Company, Mexico City, Mexico

Analyst, 2009-2011
Worked across industries in over 10 projects, focused on strategy definition. Worked closely with senior clients and internal experts to develop solutions to client specific strategic issues, using management tools and best practices to propose strategic alternatives. Examples of projects include network design in telecommunications, development of 5 year strategic plan for and upstream oil company, revenue projection for specific medicines in a due diligence.



Alexander L. Chin

alexander.chin.wg14@wharton.upenn.edu
Yale University, New Haven, CT
B.S., Summa Cum Laude,
Molecular Biophysics & Biochemistry, 2009
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, Alpha Omega Alpha, 2014

An opportunity to integrate my medical and business expertise to improve design of health care delivery systems.

McKinsey & Company, Summit, NJ

Summer Associate, Summer 2013
Developed long-term strategic initiatives for large national hospital system to prepare for and adapt to challenges of health reform. Responsible for understanding the changing role of physicians in the health care system and how physicians, hospitals, and payors can collaborate to enhance quality and improve delivery of medical care.

Hospital of the University of Pennsylvania, Department of Radiation Oncology, Philadelphia, PA

Research Associate, 2012-Present
Studied feasibility of using magnetic resonance imaging alone for radiation treatment planning for head and neck cancers. Awarded oral presentation at annual American Society for Radiation Oncology conference.

Johnson & Johnson Pharmaceutical Research and Development, Titusville, NJ

Summer Intern, Summers 2006-2008
Designed protocol elements for Phase III study of novel antipsychotic that contributed to FDA approval. Collaborated with cross-functional team of academic and National Institutes of Health physicians that established new targets for drug development.



Yuming A. Chiu

yuming.chiu.wg14@wharton.upenn.edu
University of California, Los Angeles, CA
B.A., Economics, B.A., Music Performance, 2007

An opportunity to market consumer health products in emerging economies to improve basic health and nutrition.

General Mills, Inc., Minneapolis, MN

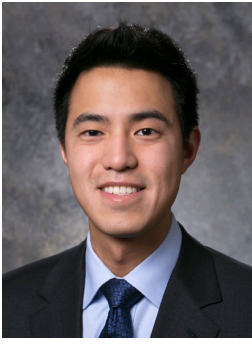
Associate Marketing Manager Summer Intern, Summer 2013
Repositioned national marketing strategy for dry packaged potatoes portfolio to capture regional consumer insights and developed retail sales material to capitalize on price elasticity in \$488M category. Led creation of \$100,000 national and regional digital campaign for dry packaged potatoes for key purchasing season.

International Justice Mission, Mumbai, India

Business Operations and Relations Fellow, 2010-2012
Developed strategy for anti-trafficking casework proposal which outlined 3-year ground-level strategies, deliverables and required resources budgeted at \$3.1M; led successful implementation to meet operational targets in first year.

PricewaterhouseCoopers LLP, Los Angeles, CA

Senior Associate - Consulting, 2009-2010
Associate - Consulting, 2007-2009
Created monitoring tools and processes to evaluate \$150M sales and marketing spend in gifts, meals, entertainment, and speaker fees on HCPs for large biotechnology company, which provided insight into commercial operations spend. Developed productivity benchmark and analysis tool to measure 9-member hospital system, and identified and corrected process inefficiencies, which led to reduction of over \$10M in costs.



Brett L. Chung

brett.chung.wg14@wharton.upenn.edu
Columbia University, New York, NY
B.S., Biomedical Engineering, 2007

An opportunity to develop products in healthcare services and technology.

TangramCare Corporation, Irvine, CA
MBA Intern, Product Management, Summer 2013

Managed product development for 2 digital health screening technologies for bipolar disorder and intimate partner violence. Led research efforts, competitive analysis, and product design for TangramCare's telehealth technology for elderly patients.

Spinal Muscular Atrophy (SMA) Foundation, New York, NY

Project Manager, Operations & Clinical Development, 2010-2012
Research Associate, Translational Research, 2008-2009

Developed and commercialized SMA Enzyme-Linked Immunosorbent Assay in conjunction with Enzo Life Sciences. Led development of bioinformatics tool for genomics analysis in SMA patients. Served as clinical development consultant to Isis Pharmaceuticals and provided technical expertise on central nervous system drug delivery for successful filing of FDA IND application for lead SMA compound.

Accenture, New York, NY

Analyst, 2007-2008

Analyzed performance metrics and resource allocation for technology implementation project (global insurance client). Trained and coordinated global design teams to develop baseline requirements for technology solution. Assisted senior executive with a pro-bono consulting project to increase online donations for Komen for the Cure New York.



Edward S. Chung

edward.chung.wg14@wharton.upenn.edu
University of Virginia, Charlottesville, VA
B.S., Finance and Accounting, 2007

An opportunity to build successful healthcare service companies through private equity investing.

The Beekman Group LLC, New York, NY
Summer Associate, Summer 2013-Present

Evaluated investment opportunities in service-based companies on behalf of the \$200M private equity fund. Created investment thesis for outpatient physical therapy, conducting industry interviews and identifying key investment risks and due diligence benchmarks. Prepared long-term strategic plan and assessed market expansion opportunities of an international air ambulance business leading company to pursue a new domestic service line.

The Providence Service Corporation, Tucson, AZ

Strategy Analyst, 2010-2012

Led review of >40 mental/behavioral health and medical transportation acquisition targets with values ranging from \$1M to \$100M. Managed due diligence and legal documentation of a behavioral health add-on acquisition. Created coverage effort around \$300M workers compensation transportation market, \$30B home health market and growing dual eligible population. Evaluated marketing and referral process of subsidiary foster care business to discover \$5M of missed revenue opportunity.

Signal Hill, Baltimore, MD

Investment Banking Analyst, 2007-2010

Focused on sell-side M&A engagements for high-growth technology, media, and government sponsored healthcare companies completing 7 investment banking transactions, totaling \$500M of value.



Anne DeCourcy Conlin

anne.conlin.wg14@wharton.upenn.edu
Harvard College, Cambridge, MA
A.B., Cum Laude, Social Studies, 2007
Certificate in Health Policy, 2007

An opportunity to work with a payor or provider organization to develop strategies that respond to changing policies and improve efficiency.

McKinsey & Company, Summit, NJ
Summer Associate, Summer 2013

Supported a leading national payor in preparation for insurance distribution through Health Insurance Exchanges under healthcare reform. Developed a policy-sensitive model to quantify Individual coverage uptake in low income populations in 25 states.

IMS Health Management Consulting Group, Singapore

Senior Consultant, 2010-2012

Led consulting teams in developing growth strategies for pharmaceutical multinationals operating in Asian emerging markets. Built expertise in innovative pricing strategies for base of the pyramid consumers. Developed a public/private sector strategy for a global vaccines company's Indonesian market entry.

Clarion Healthcare Consulting LLC, Boston, MA

Associate, 2007-2010

Designed process for prescription fulfillment and administration support for a specialty pharmaceutical product and developed patient support program to reduce leakage across treatment settings. Assessed opportunities for creation of a patient registry and disease management system for a biotechnology company.



Jennifer A. D'Ascoli

jennifer.dascoli.wg14@wharton.upenn.edu
Massachusetts Institute of Technology,
Cambridge, MA
S.B., Chemistry, S.B., Biology, 2008

A patient-centric commercial marketing opportunity, focused on chronic or rare diseases, within the biopharmaceutical industry.

Genentech, South San Francisco, CA *Market Planning Intern, Summer 2013*

Led a project investigating the drivers and barriers to the use of Perjeta® in HER2+ metastatic breast cancer, to inform tactics to drive Perjeta adoption in the first line setting. Synthesized insights across primary market research, internal experiences and strategies, as well as secondary data, and collaborated with brand team to plan implementation of recommendations proposed by research.

Health Advances, Weston, MA

Consultant, 2011-2012
Senior Analyst, 2009-2011
Analyst, 2008-2009

Strategy consultant for clients in pharmaceutical, biotechnology, diagnostic, and medical device industries. Led project teams of 2-4 consultants, coordinating team activities and synthesizing quantitative and qualitative primary research and secondary market data into key client deliverables. Designed qualitative and quantitative research tools (interview guides, surveys, conjoint) and developed market forecasts, valuation models, and screening databases to aid clients in investment decisions.



Nikhil Devulapalli

nikhil.devulapalli.wg14@wharton.upenn.edu
Cornell University, Ithaca, NY
B.S., Summa Cum Laude, Applied Economics
and Management, 2007

An opportunity to build leading healthcare companies through effective investment and management.

Carlson Capital, New York, NY

Summer Analyst, Equity Special Situations Group, Summer 2013

Sourced and evaluated public equity opportunities with hard catalysts (spin-off, split-off, merger), with a focus on analyzing industry structure and competitive dynamics and building detailed bull/bear case operating and financial models.

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

Private Equity Associate, 2010-2012

Engaged in all aspects of investment processes including due diligence, modeling, financing, deal negotiation, and post-acquisition support for global private equity firm with \$13B under management. Closed 3 transactions in the surgery center, dental practice management, and managed care industries, and served as a board observer for 2 companies.

Thomas H. Lee Partners, Boston, MA

Private Equity Associate, 2009-2010

Conducted extensive industry and company-level due diligence to analyze investment opportunities within the consumer and retail sectors for private equity firm with \$10B under management. Oversaw 2 portfolio companies, monitoring performance and evaluating strategic initiatives alongside management.

Goldman Sachs & Co., New York, NY

*Investment Banking Analyst,
Consumer / Retail Group, 2007-2009*

Analyzed financial implications of M&A, divestiture and leveraged buy-outs transactions and coordinated with management on key aspects of the sell-side process.



Divya Dhar, M.D.

divya.dhar.wg14@wharton.upenn.edu
University of Auckland, School of Medicine,
Auckland, New Zealand
MBChB, 2009
Harvard Kennedy School of Government,
Cambridge, MA
M.P.A. Candidate, 2014

An opportunity to identify, lead and execute on innovative healthcare information technology or service businesses from idea generation to full-fledged business.

Seratis, Philadelphia, PA

Co-founder and CEO, Summer 2013-present

Formulated vision, raised seed capital of \$42000 and executed usability testing for beta product at Penn Medicine. Selected to participate in DreamIT Health Accelerator Program.

Global Innovation for Translation (GIFT), Bangalore, India

Co-founder and Team lead, Summer 2012

Formulated vision, wrote business plan and raised seed capital of \$20000. Launched incubator to bring together multi-disciplinary team of Harvard students for global health summer immersion program. Led team of four students to identify needs in Cardiothoracic Surgery, Cath Lab and Ophthalmology in Narayana Hrudayalaya and Aravind Eye Hospitals. Idea generated that is being developed into medical device at Harvard Labs.

Auckland and Counties Manukau District Health Board, Auckland, New Zealand

House Officer (Resident), 2009-2011

Diagnosed, treated and formulated management plan with follow up for patients in a range of specializations. Communicated diagnosis and plan effectively with staff, patients and their families to coordinate care.



Corbin R. Director

corbin.director.wg14@wharton.upenn.edu
Colgate University, Hamilton, NY
B.A., Physical Science, 2007

An opportunity to use my healthcare services and IT background to build earlier-stage healthcare businesses.

RxAnte, McLean, VA

Summer Strategy Associate, Summer 2013

Led the creation of initial ROI and competitive landscape analyses, built financial projection model, and provided strategic guidance and analysis on product positioning and pricing for RxAnte, a predictive analytics and decision support technology platform that forecasts medication behaviors to help healthcare organizations improve outcomes and reduce costs.

Radius Ventures, New York, NY

Associate, 2011-2012

Sourced and evaluated new investments in medical technology, healthcare services and healthcare IT companies. Led scientific, regulatory, reimbursement, market, financial and legal due diligence efforts. Conducted primary interviews, wrote investment memorandums, negotiated term sheets and modeled deal return scenarios. Supported portfolio companies on a variety of initiatives including cash and financial forecasting, sales strategy, M&A, fund raising, recruiting and compensation planning.

Ziegler, New York, NY

Associate, 2010-2011

Analyst, 2007-2010

Provided financial and strategic corporate advice to founder-focused healthcare information technology and healthcare services companies on M&A, capital raising, and strategic advisory assignments.



Manuel L. Donnay

manuel.donnay.wg14@wharton.upenn.edu
Columbia University, New York, NY
B.S., Magna Cum Laude,
Mechanical Engineering, 2006
Stanford University, Stanford, CA
M.S., Mechanical Engineering Design, 2008

An opportunity to solve challenging strategy and marketing problems within health care.

The Boston Consulting Group, San Francisco, CA

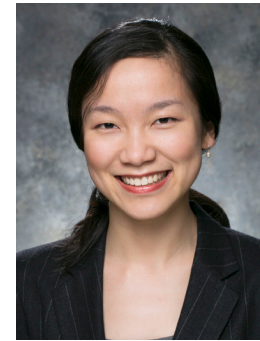
Summer Consultant, Summer 2013

Developed model to analyze aftermarket revenue growth opportunity for client in the aerospace industry and helped develop subsequent implementation plan. Planned and directed weekly client meetings to ensure this initiative moved forward according to plan.

Abbott Diabetes Care, Alameda, CA

Mechanical Engineer II, III, IV, 2008-2012

Led design of device from conceptualization to final build for two medical device product lines. Produced innovative customer-focused design solutions that successfully integrated human factors considerations. These designs increased first time user success rates by 34% and reduced average patient perceived pain scores by 48%. Synthesized input from Global Strategic Marketing team and designed products that simplified the user experience by reducing the number of user assembly steps from 13 to 6. Managed external development teams that successfully integrated design components on budget and ahead of schedule. Collaborated with suppliers and third party manufacturers in Europe and Asia to ensure successful knowledge transfer.



Penny Q. Fang

penny.fang.wg14@wharton.upenn.edu
Harvard College, Cambridge, MA
A.B., Summa Cum Laude, Phi Beta Kappa,
Neurobiology, 2009
Perelman School of Medicine at the University
of Pennsylvania School of Medicine,
Philadelphia, PA
M.D. Candidate, 2014

An opportunity to thoughtfully improve health care delivery and patient outcomes using my expertise in medicine and business.

Hospital of the University of Pennsylvania, Department of Radiation Oncology, Philadelphia, PA

Clinical Research Intern,

Summer 2012-Present

Determine differences in clinical toxicity between patients treated with proton beam and intensity-modulated radiation therapy for prostate cancer. Conduct Phase I study using a novel radiosensitizer in glioblastoma patients undergoing radiotherapy. Perform analyses of drivers of differences in patient quality of life after undergoing radiation therapy for breast cancer.

Massachusetts General Hospital, Department of Radiation Oncology, Boston, MA

Advanced Sub-Intern, Summer 2013

Engage in patient care, present detailed medical information to physician-led team and formulate treatment solutions. Assist with technical aspects of treatment planning and delivery of radiation therapy.

Penn Language Link, Philadelphia, PA

Medical Student Coordinator, 2009-2013

Coordinate training of and manage medical student interpreters volunteering in the University of Pennsylvania Hospital System and affiliated free clinics. Secure funding for professional training services for student interpreters and coordinate multi-session programs. Match patient demand for language assistance with qualified interpreters.



Andrew N. Franklin

andrew.franklin.wg14@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.S.E., Summa Cum Laude,
Bioengineering, 2006
University College London, London, England
M.Sc., Distinction, Biochemical Engineering,
2007

An opportunity in strategy or operations for a biopharmaceutical or health technology company.

Genentech, South San Francisco, CA
MBA Intern, RITUXAN Market Planning, Summer 2013

Led a project to revitalize promotional messaging for the Hematology Franchise to drive Rituxan maintenance adoption. Managed primary research with healthcare practitioners to identify the most compelling messages by customer segment. Collaborated with a cross-functional team to construct new promotional material and provide field direction based on market insights.

Merck & Co., West Point, PA
Biochemical Engineer, 2008-2012

Conducted hypothesis-driven experiments to improve product quality and ensure robustness as processes were scaled-up for manufacturing. Directed manufacturing process development for two early stage vaccine candidates as part of a shared leadership team. Managed a staff of six to design, plan, and execute bioreactor experiments and generate research cell banks. Championed an initiative to improve the quality of data collected during bioprocess manufacturing. Secured \$500,000 in funding to install superior production monitoring equipment. Designed data analysis tools to efficiently characterize production performance.



Andrew A. Glowalla

andrew.glowalla.wg14@wharton.upenn.edu
Pomona College, Claremont, CA
B.A., Mathematical Economics and Russian,
2004

A strategic or operational role to improve health care delivery in the U.S.

Kaiser Permanente, Oakland, CA
Quality and Operations Support Consultant, Summer 2013

Developed protocols to optimize patient scheduling for mammography that are currently being tested in 3-site pilot. Created framework for development of clinical decision-making pathways used in emergency department observation area. Devised performance improvement plan for pharmacotherapy management of COPD exacerbation, including potential solutions related to billing, EMR, data capture and physician education.

DaVita, El Segundo, CA
Manager, Process Improvement, 2012
Senior Business Analyst, 2010-2012

Crafted vision for new quality assessment program and led cross-functional 20-person team to execute plan. Designed financial model to ascertain effects of new Medicare bundled payment system. Managed team to create clinical acquisition review program. Directed analytics and project management for regulatory effort.

GGL Global Gaming, Los Angeles, CA
Senior Associate, Corporate Development, 2006-2010

Built and maintained company's five-year integrated financial model. Managed email marketing department. Directed web analytics program, improving user conversion by 40%.

Lazard, San Francisco, CA
Investment Banking Analyst, 2004-2006

Advised public corporations, private companies and financial sponsors on strategic issues including M&A and divestitures.



Alan J. Han

alan.han@wg14@wharton.upenn.edu
Dartmouth College, NH
A.B., Cum Laude, Economics, 2008
University of Pennsylvania School of Applied Sciences, Philadelphia, PA
M.B. (Biotech) Candidate, 2014

An opportunity to build and develop biopharmaceuticals companies.

Genentech, Inc. San Francisco, CA
Summer Intern, Pulmozyme Brand Team – Strategy Summer 2013

Developed the access and reimbursement recommendations for the launch of a novel method of delivery for a biologic for cystic fibrosis. Led a cross-functional team within Genentech to develop both quantitative NPV analyses and qualitative considerations. Also worked on the promotional side, developing recommendations for a new class of virtual speaker program.

Trinity Partners, New York, NY
Consultant, 2011-2012
Associate, 2009-2011

Conducted strategic analysis for life sciences companies, working on over 25 engagements for clients ranging from top 10 pharmaceutical companies to biotechs. Advised on launch planning, licensing and acquisitions, corporate strategy, pipeline prioritization, and pricing/reimbursement with a focus on oncology, women's health, and inflammatory diseases. Staffed as a project manager.

Bank of America Merrill Lynch, New York, NY
Investment Banking Analyst, Healthcare Group, 2008-2009

Conducted qualitative and quantitative financial analyses for the healthcare services, medical technologies, and life sciences sectors for M&A, IPO, and capital raisings. Developed in-depth quantitative modeling and transaction experience.



John A. Harroff

john.harroff.wg14@wharton.upenn.edu
Brown University, Providence, RI
B.A., Economics / International Relations, 2007

An opportunity in private equity with exposure to the healthcare sector.

Essex Woodlands, Palo Alto, CA / New York, NY

MBA Associate, Summer 2013

Evaluated 20+ healthcare growth equity investment opportunities for the firm's \$900M eighth fund, including a healthcare IT provider, a specialty pharmacy, a medical device contract manufacturer, and a hospice company. Analyzed, structured, and closed on a \$30M convertible note financing for an existing portfolio company.

Riverside Partners, Boston, MA

Associate, 2010-2012

Evaluated and executed potential investment opportunities across the healthcare and technology sectors for the firm's \$406M fourth fund. Performed strategic, financial, and operational due diligence on 50+ investment opportunities. Built financial models for investment evaluation process, including LBOs and merger models for add-on M&A. Board observer at six different portfolio companies, collaborating with management on issues related to corporate strategy, financial markets and acquisition/de-novo/line extension opportunities. Closed six deals including two LBOs, two add-on acquisitions, and two portfolio company exits.

BMO Capital Markets, New York, NY

Analyst, 2007-2009

Active participant on deal teams originating and executing M&A, public and private equity offerings, and debt and refinancing transactions. Advised clients across the medical technology, healthcare services, pharmaceutical, and biotechnology sectors. Closed three deals during recessionary environment.



Daniel K. Harvey

daniel.harvey.wg14@wharton.upenn.edu
Duke University, Durham, NC
B.S., Magna Cum Laude, Economics, 2009

An opportunity to impact the strategy and operations of businesses in the healthcare sector.

Gay & Lesbian Latino AIDS Education Initiative, Philadelphia, PA

MBA Volunteer, Summer 2013

Engaged with organization leadership to create business plan for launch of a revenue-generating opportunity to support the non-profit's ongoing operations.

United Nations Global Compact, New York, NY

LEAD Special Advisor, 2011-2012

Seconded from The Boston Consulting Group. Influenced UNGC LEAD companies through development, implementation, and support of task forces on relevant sustainability topics. Advised UNGC office on design and implementation of commitment framework and associated accountability metrics.

The Boston Consulting Group, New York, NY

Consultant, 2011-2012

Associate, 2009-2011

Developed project management office as part of post-merger integration for beverage manufacturer, resulting in \$300M in synergies. Performed growth analysis and opportunity assessment for global biopharmaceutical company, resulting in large-scale organizational redesign. Implemented country integration for company's chemical division, including project management and implementation of new business unit. Assessed biologics formulation and delivery technology through top-down and bottom-up opportunity identification. Globalized supply networks to reduce expenses for major biopharma by implementing a new operating model with multi-stakeholder engagement.



S. Jawad Hasan

syed.hasan.wg14@wharton.upenn.edu
University of Michigan, Ross School of Business, Ann Arbor, MI
Bachelor of Business Administration, 2008

A direct investing opportunity with exposure to the healthcare sector.

Viking Global, New York, NY

Summer Analyst, Summer 2013

Identified and analyzed long/short equity investments in the financial and technology sectors for \$22B hedge fund.

Great Hill Partners, Boston, MA

Associate, 2010-2012

Contributed to all aspects of investment process, including transaction sourcing, screening, company and industry research, business and financial analysis, modeling, valuation, structuring, negotiation, documentation, and post-close value creation. Transaction experience includes \$70M majority equity investment in Ascenty, a provider of high bandwidth connectivity and data center solutions in Brazil.

UBS Investment Bank, New York, NY

Analyst, 2008-2010

Transaction experience includes \$1.3B buy-side M&A advisory, \$200M sell-side M&A advisory, \$305M stock offering, \$200M bond placement, and \$590M credit facility refinancing.



Jane L. Herzeca

jane.herzeca.wg14@wharton.upenn.edu
Duke University, Durham, NC
A.B., Cum Laude, Public Policy Studies
and Economics, 2009

A strategic or entrepreneurial opportunity in health care services and technology.

Aidin, New York, NY (Health IT Startup)

*VP of Implementation Services,
Summer 2013*

Guided implementation of Aidin software suite with a major hospital system, including registering 500+ post-acute care providers and providing ongoing user support and product management. Worked with CEO and COO to develop marketing strategy and materials to drive higher sales conversion rate.

The Advisory Board Company, Washington, DC

Senior Analyst, 2011-2012

Analyst, 2010-2011

Research Associate, 2009-2010

Completed 4 best-practice research studies for a client base of 450+ hospital CEOs, CMOs, COOs and CNOs. For each project, interviewed 80+ executives at major health systems, analyzed findings and developed final presentation deliverables. Served as in-house expert by answering client questions and providing research framing for presentations on hospital case management, emergency departments, interdisciplinary care planning, inpatient/outpatient care coordination, as well as cancer center operations, referral patterns, and staffing models; results would lead to more efficient, lower cost, and higher quality care delivery.



Breanna M. Hockenbury

breanna.hockenbury.wg14@wharton.upenn.edu
University of Virginia, Charlottesville, VA
B.A., Economics, B.A., English, 2008

An opportunity to help businesses best position themselves for changes in the healthcare industry.

Benefitter, San Francisco, CA

Business Development Intern, Summer 2013

Secured mission-critical, nationwide partnerships with health insurance web brokers for a VC-backed startup that is developing employee benefits SAS solutions for businesses. Researched potential partners, developed and managed RFP process, selected partner and negotiated final contract agreements. Managed 51 state-level insurance licensing processes to ensure firm could bill revenue in every U.S. state and DC.

Booz Allen Hamilton, Washington, DC

Associate, 2011-2012

Senior Consultant, 2009-2011

Consultant, 2008-2009

Developed a seven-year, \$829M strategic plan to close Walter Reed hospital and merge four hospitals and thirty-two clinics into one integrated delivery system. Included a 500,000 patient population analysis and multi-Service business plan to optimize health care delivery. Managed a \$200,000 contract and four consultants conducting market research of over 500,000 military patients. Managed the collection, analysis and integration of data to develop a new health and wellness strategy. Developed and managed a national launch strategy for a new mobile health management program targeted at over 6M people.



Bob Huang, M.D.

qiu.huang.wg14@wharton.upenn.edu
University of New South Wales,
Sydney, Australia
M.B.B.S., Honors, 2009
B.Sc., (Med) Honors, 2008

To entrepreneurially develop or join teams in creating technology-enabled solutions to healthcare problems.

1DocWay, New York, NY

Business Development, Summer 2013

Created and deployed new marketing and sales strategy for telepsychiatry services, refocused company on 500+ high potential leads and doubled conversion rates. Devised innovative pricing model that captured additional revenue streams from state governments.

Bain & Company, Sydney/Shanghai

Senior Associate Consultant 2011-2012

Associate Consultant 2010-2011

Key projects: Assessed pharma, consumer health care and point-of-care diagnostics markets and recommended new product launches as a part of China strategy revamp for top pharmaceutical company. Built business case for cloud computing IaaS business for large Chinese network equipment manufacturer. Advised large Australian health insurer on adjacency moves by analyzing local health industry trends and innovative solutions overseas.

Face 2 Face UMAT Preparation Center

Founder and CEO, 2004-Present

Founded coaching college that provided in-class teaching and online materials to help thousands of students prepare for medical school entrance exams in Australia, grew company revenues from \$15,000 to over \$300,000 in less than 5 years, propelling company to become second largest player in market.



Vivek Jain

vivek.jain.wg14@wharton.upenn.edu
Cornell University, Ithaca, NY
B.S., Cum Laude, Electrical and Computer Engineering, 2006

An opportunity to build successful businesses through effective investment and management.

Novartis AG, Basel, Switzerland
Summer Associate, Mergers & Acquisitions, Summer 2012

Evaluated acquisition of early stage ophthalmology focused company. Collaborated with commercial and development teams to create probability adjusted valuation.

H.I.G. Capital, New York, NY
Private Equity Associate, 2009-2012

Engaged in all aspects of private equity investing process including business diligence, financial modeling, financing, investment committee presentations, deal negotiation, post-acquisition support and portfolio monitoring for \$1.5B Middle Market Fund.

Citigroup, New York, NY
Investment Banking Analyst, 2006-2009
Provided financial and strategic advisory services within the healthcare investment banking group. Advised clients across the pharmaceutical, medical device and healthcare services sectors.



Niti Kadakia

niti.kadakia.wg14@wharton.upenn.edu
The Wharton School, University of Pennsylvania, Philadelphia, PA
B.S., Cum Laude, Economics,
Major in Finance and Accounting, 2007

An opportunity to improve the health of populations through system-wide innovation around efficiency and access.

MissionPoint Health Partners, Nashville, TN
Strategy and Business Development Intern, Summer 2013

Developed concept, business case, financial analysis and prototype design plans for an ACO retail presence to further the organization's ability to bridge gaps in health care delivery and education. Also created cost projection models for on-site clinic services and built physician payment analyses to improve clinical partner relationships. MissionPoint is a subsidiary of Ascension Health.

PricewaterhouseCoopers LLC, Philadelphia, PA
Transaction Services Senior Associate, 2010-2012

Managed teams to determine health industry client business enterprise and asset valuations for various purposes including mergers, acquisitions, divestitures, tax planning and financial reporting. Also conducted pre-deal due diligence and benchmarking studies. Contributed to the development of the valuation health industry practice.

PricewaterhouseCoopers LLC, New York, NY
Financial Instruments and Credit Senior Associate, 2007-2010

Consulted with financial services industry clients around valuation, operational and risk management considerations of complex financial instruments and structured products.



Hee-Won Kang

hee-won.kang.wg14@wharton.upenn.edu
Barnard College, Columbia University, New York, New York
B.A., Magna Cum Laude, Economics, Psychology, 2005

A dynamic marketing role where I can use innovative strategies to improve health outcomes.

Pfizer, New York, NY
Marketing Summer Associate, Summer 2013

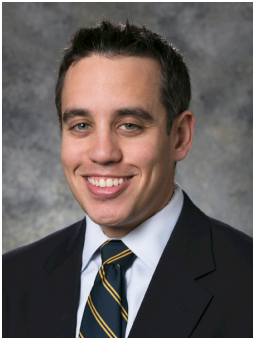
Formulated new segmentation and targeting strategies for Pfizer's #1 brand to harness untapped opportunities in the trade channel. Identified and evaluated innovative acquisition and adherence tactics to maximize ROI. Collaborated cross-functionally and directed agencies to design 2013 pilot programs. Presented actionable recommendations to senior leadership resulting in an additional \$3M in budget approvals.

Children's Hospital of Philadelphia, Philadelphia, PA
Clinical Research Assistant, 2010-2012

Launched first-of-its-kind study partnering with Pfizer to identify autism biomarkers for commercial development. Leveraged cutting-edge technology to measure new types of data. Led project operations and trained 7 staff, completing milestones within budget and aggressive 2-year timeline.

Accenture, Cleveland, OH
Consultant, 2005-2010

Led cross-functional teams ranging 10-30 people, consisting of clients, consultants and offshore programmers over 6 project lifecycles. Transformed supply chain management strategy across manufacturing and government clients. Leveraged big data and integrated IT solutions to enable real-time reporting and data-driven decision-making. Achieved operational efficiencies and savings (up to ~\$75M).



Eric W. Klein

eric.klein.wg14@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.S., Economics, B.A., Political Science,
Summa Cum Laude, 2007

An opportunity to build successful businesses through healthcare focused private equity investing.

American Securities, New York, NY *Summer Associate, Summer 2013*

Identified attractive healthcare services opportunities for private equity firm with \$3.6B in latest fund.

Vestor Capital Partners, New York, NY *Associate, 2010-2012*

Conducted extensive industry and company-level due diligence to analyze investment opportunities within the healthcare services sectors for private equity firm with \$3.5B in latest fund. Oversaw 3 portfolio companies, monitoring performance and evaluating strategic initiatives alongside management. Select transaction: \$500M acquisition of World Courier, a specialty logistics provider (outbid by strategic).

Eos Partners, New York, NY *Associate, 2009-2010*

Only Associate working with 10 person investment team to evaluate PE and distressed debt investment opportunities for private equity firm with \$700M in latest fund. Select transaction: \$50M IPO of Addus HomeCare, a home healthcare provider.

JPMorgan Chase, New York, NY *Analyst, Diversified Industries Group, 2007-2009*

Accumulated extensive modeling experience including LBOs, mergers, and equity and debt offerings. Ranked in top tier of analyst class and served as 1 of 2 Summer Program Leaders for 2008 summer intern class.



Sri Kotte

srinath.kotte.wg14@wharton.upenn.edu
University of California, San Diego,
La Jolla, CA
B.S., Cum Laude, Bioengineering, 2008

An opportunity to use my technical and business expertise to innovate new solutions to improve health care and grow a business.

Allazo Health, New York, NY

Marketing & Business Development Lead, Summer 2013

Developed commercialization plan and branding strategy for healthcare data analytics startup. Assisted CEO in the negotiations with specialty pharmacy client on a multi year sales agreement. Helped establish pricing strategy for core product offering. Oversaw development of new website, which helped increase inward sales leads.

CareFusion, San Diego, CA

R&D Engineer, 2009-2012

Led the design and development of a variety of medical devices ranging from robotic surgical instruments, next generation breathing circuits for ventilators to drug-eluting catheters. Invented a patent pending mounting arm subsystem for laparoscopic surgery, which reduced set-up time by 50%. Managed multi-disciplinary team comprised of marketing, quality, manufacturing and regulatory through the commercialization of a medical device, which was successfully used in surgical procedures with no adverse events. Created novel manufacturing process that significantly reduced number of scrapped parts.



Brian A. Lewandowski

brian.lewandowski.wg14@wharton.upenn.edu
Princeton University, NJ
A.B., Honors, Phi Beta Kappa, Politics, 2005

An opportunity to make intelligent investments in the healthcare sector.

RA Capital, Boston, MA

*Research Analyst
Summer 2013*

Conducted fundamental long/short equity due diligence on small/mid-cap biotech companies. Key projects included analyzing unique competitive dynamics for an array of U.S. clinical-stage compounds, and constructing a market model for multiple liver disease indications.

Sonar Capital, Boston, MA

*Associate Portfolio Manager, 2009-2012
Research Analyst – Healthcare, 2007-2009*

Managed independent long/short equity portfolio focused on fundamentally-driven strategies in the healthcare sector, outperforming the S&P500 each year from 2009 to 2012. Directed profitable expansion of primary long/short healthcare portfolio into the medical device sector.

Putnam Associates, Burlington, MA

*Associate Consultant, 2006-2007
Analyst, 2005-2006*

Provided strategic consulting services to large cap pharmaceutical and biotech companies. Key projects included developing a formulary strategy for a small-molecule drug portfolio, conducting cost-sensitivity analysis for an anti-TNF biologic therapy and analyzing drivers of market adoption for an IV antibiotic.



Amanda H. Li

amanda.li.wg14@wharton.upenn.edu
Harvard University, Cambridge MA
A.B., Cum Laude, Chemistry, 2009

An opportunity to analyze, invest and unlock value in healthcare innovation.

Bank of America Merrill Lynch, New York, NY

Summer Associate, Healthcare Investment Banking, Summer 2013

Provided M&A advisory for life science tools, diagnostics and life science companies. Analyzed strategic acquisition opportunities including redomiciling targets. Managed sell-side process and developed management presentations for specialty medical device company. Performed valuation analyses using public comparables, precedent transactions, and discounted cash flow.

AstraZeneca Pharmaceuticals, Waltham, MA

Business Development Associate, 2011-2012

Facilitated development and implementation of alliance and partnership with academic and biotech institutions. Negotiated, drafted and executed agreements. Managed legal compliance activities.

Associate Scientist, 2009-2011

Designed, modeled and developed antibacterial agents combating serious infections. Devised innovative synthetic strategies delivering previously inaccessible targets. Co-authored 2 internal publications distributed globally. Delivered high profile presentation on project portfolio and annual progress to 70-person department. Facilitated management of overseas technology contractors providing specific guidelines and analysis of work products and complicated data-sets. Chosen out of 200 global employees to receive AstraZeneca Infection Science & Innovation Award.



J. Yang Lin

yang.lin.wg14@wharton.upenn.edu
Georgia Institute of Technology, Atlanta, GA
B.S., Highest Honor, Biomedical Engineering,
B.S., Highest Honor, Economics, 2007

Impactful consulting or entrepreneurial opportunities where smart use of technology transforms patient experience and improves health outcome.

Green Dot Public Schools, Los Angeles, CA

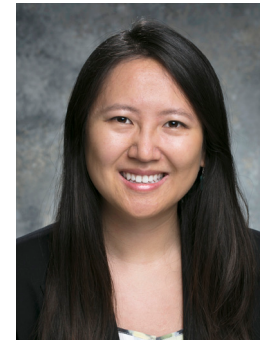
*Knowledge Management Extern,
Summer 2013*

Developed and launched an internal knowledge management portal for Green Dot's most important functions (HR, Educator Effectiveness, New Teacher Training, etc.). Worked with cross-functional team to established best practices and protocol for codifying internal knowledge and sharing within the internal portal via online lesson format.

Bain and Company, Atlanta, GA

Consultant, 2008-2012

Contributed to over 10 Private Equity projects and 9 corporate clients across diverse industries. During my pre-MBA employment with Bain, I was promoted to the post-MBA Consultant position due to strong performance. Select cases include: 1) designing and facilitating the launch of a client's new ultra-secure data hosting solutions for healthcare providers; 2) IT non-labor sourcing strategy, Fortune 50 retailer, estimated benefits of \$50M+ annual savings from increased negotiation leverage and reduced complexity; 3) Performance improvement, Multinational Semiconductor Device Manufacturer, estimated \$35M+ savings and gross margin improvement.



Nanxi Ling

nanxi.ling.wg14@wharton.upenn.edu
The University of Pennsylvania,
Philadelphia, PA
B.A., Summa Cum Laude,
International Relations, 2009
B.S., Summa Cum Laude, Finance, 2009

An opportunity to develop and manage innovative, patient-centric products at a health care technology or services firm.

Sanofi, Bridgewater, NJ

*Diabetes Marketing MBA Intern,
Summer 2013*

For a patient and physician support pilot, led the capture, analysis and presentation of metrics to assess patient and physician engagement, scalability and program design. Provided insights, based on pilot, to design the full program to maximize customer engagement and lower operational burden. Developed key leading and lagging indicators for a drug launch.

Oliver Wyman, New York City, NY

Senior Consultant, 2011-2012

Consultant, Summer 2008, 2009-2011

Advised health care and financial service firms on product launches, organizational optimization, and growth strategies. Sample projects include: 1) created first Oliver Wyman obstetrics patient care model for health insurer, along with business requirements for pilot, with potential impact on 60,000 women annually; 2) developed resource optimization strategies for health care analytics firm to improve operations and increase scalability, with 10% potential cost savings, 3) defined future-state organizational models for health insurer and international bank, and 4) developed multi-year roadmap and implementation plan to build a bank division.



Lauren A. Matisse, Ph.D.

lauren.matisse.wg14@wharton.upenn.edu
Wake Forest University, Winston-Salem, NC
B.S., Cum Laude with Honors in Biology,
Biology, 2007
Vanderbilt University School of Medicine,
Nashville, TN
Ph.D., Summa Cum Laude, Cancer Biology,
2012

A commercial marketing opportunity in the pharmaceutical industry.

GlaxoSmithKline, Philadelphia, PA
U.S. Pharmaceutical Summer MBA Intern, Marketing, Summer 2013

Directed and executed use of field engagement platforms to garner market, customer, and field insights/feedback. Collaborated across matrixed teams to foster change management and to improve organizational processes. Analyzed regional performance activity metrics relative to sales benchmarks to identify brand strategy gaps. Aggregated business unit and enterprise project data to structure and to maintain adherence to marketing visual controls.

NextGxDx, Nashville, TN

Product Development Analyst – Intern, 2012
Integrated scientific aspects of genetic testing into genetic test ordering technology platform. Analyzed, streamlined, and beta-tested ordering technology interface by utilizing physician/hospital feedback.

Vanderbilt University School of Medicine, Laboratory of Harold Moses, M.D., Nashville, TN

Ph.D. Candidate, 2007-2012
Used intravital imaging techniques to identify unique modes of cell migration that contribute to elevated levels of breast cancer metastasis. Awarded a Department of Defense Pre-Doctoral Breast Cancer Research Program Fellowship, as well as an NIH Microenvironmental Influences in Cancer Fellowship. Authored 2 publications.



Matthew A. Mouradian

matthew.mouradian.wg14@wharton.upenn.edu
Yale College, New Haven, CT
B.A., Cum Laude, with Distinction, History,
2009

An opportunity to build, grow, or improve organizations in the health care industry.

McKinsey & Company, Philadelphia, PA

Summer Associate, Summer 2013
Supported public sector client's efforts to design and implement health care payment innovation. Created operational and infrastructural plan for assessment-based classification and treatment of highly complex patients. Devised exhaustive classification system for medical claims to enable retrospective provider cost analysis.

The Advisory Board Company, Washington, DC

Senior Analyst, 2011-2012
Analyst, 2010-2011
Associate, 2009-2010
Researched strategic issues for group of 200 non-hospital health care entities including biopharmaceutical and medical technology manufacturers, information technology firms, and health plans. Authored (as lead or contributor) approximately 40 strategy reports on topics such as hospital-supplier relations, payer-provider relations, the medical home, and emerging provider reimbursement models. Presented on these topics to client audiences of up to 150, including C-level executives. Developed Advisory Board's product strategy for two new market opportunities, encouraging addition of sales staff and guiding evolution of service offerings.



Ashwin R. Murthy

ashwin.murthy.wg14@wharton.upenn.edu
University of California, Los Angeles, CA
B.S., Physiological Science, 2007

An opportunity to build and develop successful healthcare businesses through an investing or strategy role.

Bain & Company, Los Angeles, CA

Summer Associate, Summer 2013
Advised \$15B industrial services client in optimizing operations and organizational structure. Developed 3-prong recommendation that increased throughput by 20%, standardized employee training and codified long-term business outlook.

Centerview Partners LLC, San Francisco, CA

Investment Banking Associate, 2011-2012
Investment Banking Analyst, 2009-2011
Provided M&A advisory for biopharmaceutical and medical device clients. Conducted extensive financial analyses, developed multi-scenario valuation models and presented recommendations to senior management teams. Key transaction experience includes advising OSI Pharmaceuticals in its \$4B sale to Astellas Pharmaceuticals, Haemonetics in its \$550M purchase of Pall Corporation's blood filtration devices and Dendreon in its \$125M divestiture of Victrelis royalty assets to CPPIB.

Jefferies & Company, San Francisco, CA

Investment Banking Analyst, 2007 – 2009
Advised healthcare services and biopharmaceutical clients across a range of transaction types. Focused primarily on sell-side transactions to private equity sponsors. Key transaction experience includes advising Covenant Care in its \$200M sale to Centre Partners.



Masha Nikolski

masha.nikolski.wg14@wharton.upenn.edu
Technion, Israel Institute of technology,
Haifa, Israel
B.A., Computer Science, 2005
M.Sc., Computer Science, 2010

An opportunity to apply technological and business expertise in medical technology.

Docphin, New York, NY

General Management Intern, Summer 2013
Defined and supervised implementation of new Docphin Forum features based on feedback received from the customers. Improved UI resulted in an increase in customer base. Evaluated competitive landscape of Continued Medical Education market, profiling partnership opportunities. Presented recommendations to the management for future implementation.

Biosense Webster, a J&J Company, Yokneam, Israel

Software Project Leader, 2010-2012
Software Engineer, 3D Expert, 2008-2010
Led a team to deliver a newly developed algorithm, added to CARTO3 Navigation System. Delivered first prototype before schedule, allowing early evaluation by select internationally acclaimed physicians. Promoted the external evaluation of the system in hospitals over Europe and adapted the features based on physicians' requests, resulting in customer demand to upgrade the system to the new version and increased sales. Received 2012 and 2010 "GM Award for Outstanding Work Performance, Biosense Webster".

Revolver, Animation & Game Technologies, Herzlia, Israel

Senior Software Engineer, 2007-2008
Developed cross platform polygon graphics solutions for real-time rendering of 3D content in 2D environments.



Yelena Ofengeym

yelena.ofengeym.wg14@wharton.upenn.edu
New York University Stern School of Business
B.S., Finance and Actuarial Science, 2007

An opportunity in strategy or business development at a healthcare company.

Bank of America Merrill Lynch, New York, New York

Healthcare Investment Banking Intern, Summer 2013
Analyzed merger and acquisition opportunities within the healthcare industry, including services, life sciences, managed care and medical device sectors. Researched strategic rationale and historical valuations for precedent transactions. Wrote company information memorandum, including investment highlights and industry overview, which was distributed to the client's executive management.

Stifel Nicolaus, New York, New York

Associate Analyst – Specialty Pharmaceuticals Equity Research, 2010-2012
Conducted in-depth company research focusing on detailed financial modeling and valuation, qualitative research (product lifecycle strategy, expense management) and macro driver analysis (reimbursement, prescription trends, healthcare reform). Wrote and published earnings previews and company coverage reports, reviewed clinical trial results and FDA releases, analyzed competitive landscape, including prescription growth, pricing, product positioning, market share changes and new drug launches. Interviewed consultants and management teams, attended physician and investor conferences.

JP Morgan Asset Management, New York, New York

Research Associate – U.S. Equity Growth Strategies, 2007-2010
Developed healthcare investment theses and presented stock recommendations to portfolio managers and senior research analysts.



Andrew Z. Olian

andrew.olian.wg14@wharton.upenn.edu
Pomona College, Claremont, CA
B.A., Cum Laude, Mathematical Economics and International Relations, 2008

An opportunity to evaluate and build successful healthcare businesses through an investing or operational role.

Abundant Venture Partners / AVIA, Chicago, IL

Summer Associate, Summer 2013
Sourced investment opportunities, independently led pitch meetings and presented findings to investment committee. Worked directly with C-suite of AVIA (a healthcare start-up portfolio company) to address strategic, tactical and financial issues.

The Center for Integrative Medicine, New York, NY

Independent Consultant to CEO, 2013-Present
Developed business plan and financial model and provided operational risk assessment for CEO opening integrated care clinics. Helping CEO secure ~\$4.8M equity and ~\$1.6M debt.

Aurora Capital Group, Los Angeles, CA

Associate, Private Equity Group, 2010-2012
Identified and assessed platform and add-on investment opportunities within the healthcare services and IT industries, among others. Led deal teams and negotiated purchase and credit agreements to execute M&A and financing transactions. Monitored and supported portfolio companies as a Board observer; helped identify and execute portfolio company strategic initiatives.

Goldman, Sachs & Co., San Francisco, CA and Los Angeles, CA

Investment Banking Analyst in Technology, Media & Telecommunications Group, 2008-2010
Ranked in first tier of analyst class.



Jaime Oriol

jaime.oriol.wg14@wharton.upenn.edu
Comillas Pontifical University (I.C.A.D.E.),
Madrid, Spain
B.A., Business Administration, 2008

Build an e-commerce business company that provides a wide range of healthcare consumer products in Latin America.

Lentescol.co, Bogotá, Colombia
Co-founder, Summer 2013-Present

Launched LentesCol.co, an e-commerce company that offers ophthalmologic products in a simple, fast and hassle-free way. Lentescol.co delivers its products to the door of its clients at a great price. Managed the operations and commercialization areas of the Company. Winners of the TNW Colombia Startup Awards 2013.

Deloitte Corporate Finance, Madrid, Spain

Associate, 2008-2012

Managed the relationship and expectations with the client's founders and top management during the sale of a leading international player specialized in active ingredients for the pharmaceutical and cosmetic industry to Lubrizol (Berkshire Inc. portfolio company). Took an active role in the relationship and negotiation with five international potential buyers while advising a leading Spanish Private Equity on the sale of leading international player specialized in fine chemicals for the pharmaceutical industry (€40 million). Identified €10 million potential synergies through the construction of a multi-scenario business model while working alongside a Private Equity firm on the potential acquisition of specialized clinical chains in a build-up process (€120 million).



Gopal P. Pai

gopal.pai.wg14@wharton.upenn.edu
University of Michigan, Ross School of Business,
Ann Arbor, MI
B.B.A., Operations and Accounting, 2007
University of Michigan Medical School,
Ann Arbor, MI
M.D. Candidate, 2014

An opportunity to build a successful business within the health tech space, gaining tangible operational experience.

Ginger.io, San Francisco, CA

Business Development and Clinical Advisor, Summer 2013

Performed a business line analysis to determine the most attractive medical condition areas for the start-up company to enter, resulting in the company pursuing additional core conditions. Managed key customer relationships, from deal initiation to closure, crafting study designs and grant proposals, as well as negotiating IP rights.

Bain & Company, Chicago, IL

Associated Consultant, 2007-2009

Provided strategic and managerial guidance to companies across the Health Care, Finance, Insurance and Consumer Packaged Goods industries, performing complex financial modeling and managing executive client relationships. Designed and implemented an optimized physician compensation strategy based on a modified relative value unit system leading to increased physician productivity and identification of new hire opportunities.



Mamta S. Patel

mamta.patel.wg14@wharton.upenn.edu
University of Michigan, Ross School of Business,
Ann Arbor, MI
B.B.A., with Distinction,
Operations Management and Business
Information Technology, 2007

An opportunity in an entrepreneurial environment to drive change through use of technology.

Simplee, Palo Alto, CA

Intern, B2B Marketing, Summer 2013

Implemented channel marketing strategy to drive inbound leads through educational and product webinars, attendance at conference exhibitions, and creation of industry resources on Simplee website targeting provider CFOs and Revenue Cycle Directors. Created strategic roadmap for educational and product webinars. Managed July webinar on provider point-of-service collections doubling attendees to 54 participants and generating 11 new sales leads. Provided direction to Sales and Implementation team members on communication practices and expectation setting with prospective and existing clients to drive project and scope management.

Huron Healthcare, Chicago, IL

Associate, Clinical Operations, 2010-2012

Analyst, Clinical Operations, 2007-2010

Consulted for health care providers on clinical operations to assist facilities in increasing capacity and reducing average patient LOS. Managed teams of 2-15 in process redesign and to implement technology solutions to streamline communication and increase efficiency. Example projects include creating a centralized Patient Placement department, designing and implementing bedboards, and implementing reporting tools to drive change and sustain results.



Diana F. Peng

diana.peng.wg14@wharton.upenn.edu
Stanford University, Stanford, CA
B.A., Human Biology, 2009
B.A., Sociology, 2009

An opportunity with an entrepreneurial team to build and develop innovative Health IT products.

Castlight Health, San Francisco, CA
Product Management and Marketing Intern, Summer 2013

Collaborated with cross-functional team of Engineering, Implementation and Business Development team members to complete the initial launch of the multi-million dollar Pharmacy product. Oversaw analysis of two external teams and determined how to troubleshoot major product design challenges. Conducted a deep dive on the Product Marketing support for the Mid-Market Sales team and the Castlight Sales pitch. Helped revise Sales training materials according to findings and engaged senior Sales leadership.

Bain and Company, San Francisco, CA
Senior Associate Consultant, 2011-12
Associate Consultant, 2009-2011

Completed 10+ cases for worldwide leaders in pharmaceuticals and technology. Advised multi-national technology leaders on hardware and software development process design, product roadmap and human capital management. Advised pharmaceutical clients on research process, sales strategy and portfolio strategy. Examples: 1) Completed redesign of product development process for \$120B semiconductor producer, 2) Convinced Fortune 50 healthcare company to double their medications packaging capacity, 3) Completed in-depth business case for innovative services business for global biotechnology company.



John Pettengill

john.pettengill.wg14@wharton.upenn.edu
Rensselaer Polytechnic Institute, Troy, NY
B.S., Mathematics, 2006

Seeking opportunities to research and create new, patient centered products and services to encourage better self-care.

Facebook, New York, NY
Creative Social Media Strategy Intern, Summer 2012

Facilitated group brainstorming with CPG brands and their agencies around brand voice and campaign messaging on Facebook. Collaborated directly with creative agencies to create campaign materials that supported brand's business objectives.

Razorfish, New York, NY
Associate Experience Director, June 2007-July 2012

Created websites and mobile apps for large companies, including Pfizer, Pearson and Morgan Stanley Smith Barney. Mediated between a business' objectives, the users' needs and technical capabilities of various platforms. Led development of technical wireframes for digital products to detail their functionality. Led the research and design of a patient-centered app for Type 2 Diabetics, presented findings at South by Southwest Interactive 2011.



Lauren E. Post

lauren.post.wg14@wharton.upenn.edu
University of California Los Angeles, Los Angeles, CA
B.A., Economics, B.A., Political Science, 2008

An opportunity within an entrepreneurial team that is using technology to improve how providers deliver care.

CancerIQ, San Francisco, CA
Product Management & Business Development Intern, Summer 2013 - Present

Defined and designed new product features and collaborated with team of overseas developers to execute finished product prototype. Created original marketing and investor materials in preparation for RockHealth investor pitch day. Provided feedback on business model and market opportunity contributing to strategic shift.

RelayHealth, San Francisco, CA
Product Management & Strategy Intern, Summer 2013

Managed team of eight developers through Kanban continuous development process to develop new product features. Recommended improvements to product maintenance processes contributing to 80% decrease of customer issues. Built sensitivity analysis model to determine most significant drivers of product and customer profitability.

Mercer Inc., Los Angeles & San Francisco, CA
Associate, 2008-2012

Identified strategic improvements for sales team effectiveness, including organizational structure, territory assignments, and sales incentive plans. Measured alignment of executive compensation with company financial results for technology clients. Directed cross-functional business development effort resulting in 3-year contract with academic medical center.



Andrew R. Ramish

andrew.ramish.wg14@wharton.upenn.edu
Stanford University, Stanford, CA
B.A., with Distinction, International Relations,
2008

An opportunity to help transform the US healthcare system through work with payers/providers or health IT companies.

McKinsey & Company, Washington, DC
Summer Associate, Summer 2013

Worked with a state Medicaid agency to design and implement a new payment model, which will motivate primary care doctors to better coordinate care and control cost growth while maintaining high quality. Aided in creation of detailed rules and policies to guide doctors participating in the program. Collaborated with the client on strategy for creating a private sector market for care coordination services in the state. Helped determine the necessary IT systems to support the new payment model.

The Avascent Group, Washington, DC
Consultant, 2010-2012
Senior Analyst, 2009-2010
Analyst, 2008-2009

As Consultant, managed teams of 2-4 analysts; created presentation message and structure. Acted as the primary point of communication with the client and the lead presenter in client meetings. Focused on health IT and international development markets; completed 70 engagements, including more than 20 as engagement manager, for clients ranging from Fortune 500 companies to major private equity firms.



Jennifer F. Rizk

jennifer.rizk.wg14@wharton.upenn.edu
Northwestern University, IL
B.A., Political Science and Business Institutions,
2009

A strategic or operating role in healthcare services and technology.

**Universal Health Services,
King of Prussia, PA**

Acute Care Intern, Summer 2013

Developed strategy and project plan for Physician Relationship Management project including determining staffing needs, creating standardized reporting mechanisms, orienting 50 c-suite executives to plan and evaluating CRM tool. Co-created marketing materials, physician presentations and project plan for Clinical Integration in order to enroll 2/3 of active medical staff across 25 acute care facilities to ultimately increase quality measures. Performed cost comparison analysis on two diagnosis related groups at the acute care facilities in order to identify opportunities for clinical variation reduction.

Booz Allen Hamilton, McLean, VA

Senior Consultant, 2011-2012

Consultant, 2009-2011

Managed team of 20 on a \$40 million two-year contract to implement professional development programs to over 1,000 government employees. Conducted series of leadership interviews with government administrators to create advocacy for an insurance claims pilot project to evaluate effectiveness of the claims processing facility; resulted in a 90% reduction in claims response time. Developed a stakeholder engagement strategy that included 2,000+ government employees and top-level management.



Alcira Rodriguez Anton

alcira.rodriguez.anton.wg14@wharton.upenn.edu
University of Notre Dame, Notre Dame, IN
B.S., Mathematics, 2008

A strategic opportunity within an integrated hospital system or a leading children's hospital.

**Intermountain Primary Children's
Medical Center, Salt Lake City, UT**

Administrative Intern, Summer 2013

Facilitated the development of a 5 year strategic plan for rehabilitation services. Led the enhancement of the rehabilitation department mission and vision. Developed an environmental assessment for pediatric rehabilitation in Utah. Conducted financial, volume, outcomes and demographic analyses to measure historical and current performance. Outlined future challenges and major aligned strategies for rehabilitation services to focus on.

Deloitte Consulting LLP, Chicago, IL

Consultant, 2010-2012; Analyst 2008-2010

Assessed the financial and workforce impact of healthcare reform on clients operating across different industries. Developed a comprehensive Total Rewards strategy for a hospital to maintain the client's long-term competitive market positioning. Identified over \$6.3M in health benefit plan savings for a community hospital, all implemented by the client's executive team. Recognized a pharmacy knowledge gap in our national staff; developed and led a training to address this opportunity. Managed consultants on the analysis of medical and pharmacy bids, reported directly to senior leadership and frequently presented results to clients.



Taylor B. Sewell

taylor.sewell.wg14@wharton.upenn.edu
Vanderbilt University, Nashville, TN
B.S., Summa Cum Laude, Phi Beta Kappa,
Neuroscience, 2008
Perelman School of Medicine at the University
of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2014

An opportunity to use my medical and business knowledge to improve clinical care in the face of a changing health care landscape.

Booz & Company, San Francisco CA *Summer Associate, Summer 2013*

Advised leading biotechnology client preparing for drug launch. Conducted primary and secondary research on drug analogs to identify key launch considerations. Synthesized competitive landscape information into comprehensive reference document.

Perelman School of Medicine, Philadelphia, PA

Clinical Research Coordinator, 2011-2012
Led health outcomes research study investigating effects of financial incentives on adherence. Managed daily operations, data analysis and manuscript writing. Increased study enrollment 25% beyond initial goal by devising and managing patient database.

United Community Clinics, Philadelphia, PA

Co-Coordinator, 2008-2009
Oversaw acquisition of grant monies, volunteer scheduling and operations of this student-run health clinic. Led process analysis of staff workflow to identify and eliminate bottlenecks, increasing patient capacity 30%.

Journal of Clinical Anesthesia, Philadelphia, PA

Medical Manuscript Reviewer, Summer 2009
Critiqued original manuscripts submitted for publication consideration in this medical journal. Evaluated methodology, internal consistency and accuracy.



Andrew Shelton

andrew.shelton.wg14@wharton.upenn.edu
Tufts University, Medford, MA
B.A., Political Science, 2004
London School of Economics, London, UK
M.Sc., Economics, 2008

An opportunity to help the healthcare industry deliver better value for money.

McKinsey & Company, Atlanta, GA *Summer Associate, Summer 2012*

Developed performance management system for multi-billion dollar healthcare client to track large-scale transformation across the organization. Worked closely with internal stakeholders to identify levers for cost reduction.

2020 Delivery, London, UK *Senior Consultant, 2009-2012*

Worked at 10+ NHS care providers on a variety of engagements, including development of clinical care pathways for a \$1B health system and identification of lost sources of revenue and inefficient pricing at a \$1.5B hospital. Role involved high degree of problem-solving, client management and data analysis.

Oliver Wyman Financial Services, London, UK

Consultant, 2008-2009
Led analysis of compensation data from 30+ global banks during the financial crisis for joint OW/Institute of International Finance report on investment banking compensation.

The Advisory Board Company, Washington, DC

Senior Analyst, 2005-2006
Identified industry-leading practices for two 100+ page reports on nurse engagement and physician documentation for hospital billing. Co-authored 4-page article published in Healthcare Financial Management Magazine, June 2007.



Jiarui (Carrie) Shi

jiarui.shi.wg14@wharton.upenn.edu
Fudan University, Shanghai, China
B.A., Economics, 2008

An opportunity in strategy and business development for a healthcare organization.

TrustBridge Partners, Shanghai, China *Business Associate, Summer 2013*

Analyzed market dynamic and developed business strategy for the Women's Health function of a tertiary private hospital in Shanghai (a portfolio company). Successfully advised the C-level executives to adjust the space design program based on the findings. Mobilized and cooperated with internal resource to push forward the research program.

L.E.K. Consulting, Boston, MA and Shanghai, China

Senior Associate Consultant, 2011-2012
Associate Consultant, 2010-2011
Associate, 2008-2010
Completed 15+ healthcare related cases in both U.S. and China, ranging from market entry, M&A evaluation, and healthcare policy analysis for various pharmaceutical and medical device clients. Led research programs and built comprehensive models to understand the revenue and profit outlook, competition landscape as well as sales and distribution efficiency.



Ross D. Stern

ross.stern.wg14@wharton.upenn.edu
Bowdoin College, Brunswick, ME
B.A., Economics, 2007

An opportunity to build successful healthcare companies through effective growth equity investment and management.

Center for Medicare and Medicaid Innovation, Baltimore, MD

Summer Associate, Seamless Care Models Group, Summer 2013

Led in-depth return on investment analysis for six leading Accountable Care Organizations participating in the national Pioneer ACO Pilot Program. Presented analysis findings to Innovation Center leadership and Pioneer ACO management teams to help inform policy and operational decisions related to population based payments, new program design, scaling of shared savings programs and clinical intervention efficiency.

Summit Partners, Boston, MA

Associate, Healthcare Private Equity, 2009-2012

Originated and executed healthcare private equity investments, defined strategic areas of interest, led financial analysis and due diligence processes and worked with portfolio companies on business development efforts. Sourced four proprietary investments (Heart to Heart Hospice, MyDentist, CrossFit and Covenant Surgical Partners). Originated 16 Letters of Intent representing over \$575M of Summit Partners capital.

Cowen and Company, New York, NY

Analyst, Healthcare Investment Banking, 2007-2009

Executed M&A and capital raising transactions in the biotechnology, pharmaceutical and medical device sectors.



Stephen D. Sweeny

stephen.sweeny.wg14@wharton.upenn.edu
Georgetown University, Washington, DC
B.A., Cum Laude, Political Economy

An opportunity to build healthcare companies through business development or entrepreneurial management.

Medtronic, Jacksonville, FL

Business Development Intern, Summer 2013

Assisted Business Development Director in evaluating acquisition, investment, in-licensing and divestiture opportunities in ENT and Neurosurgical space. Activities included deal screening, market analysis, financial modeling, and contract review. Notable deals included: divestiture of \$11M business line; evaluation of OUS ENT opportunity; assessment of potential \$60M+ acquisition/investment.

Amundsen Group, Burlington, MA

Manager, 2010-2012

Led start-up analytics business unit that developed and sold market access reporting tools to the Pharma industry. Grew business from concept to revenue generation (\$1.4M, annually) in less than one year, overseeing all operations including product ideation, product design, sales & marketing and client management.

Senior Associate, 2007-2010

Worked on over 25 projects for Pharma and Biotech companies. Responsibilities ranged from client management to project management to heavy data analysis and modeling. Projects included: directing long range planning process for \$900M+ Biotech; developing and leading integration of complex analytical model to support managed care contracting at top 3 Pharma; design and implementation of co-pay assistance program for \$4B+ biologic.



Geoffrey Tresley

geoffrey.tresley.wg14@wharton.upenn.edu
Northwestern University, Evanston, IL
B.A., Summa Cum Laude, Economics, 2006
James Alton James Scholar (Highest Class GPA);
Phi Beta Kappa (Junior 20)

An opportunity to build successful businesses and generate superior risk adjusted returns through healthcare-focused investing.

Mount Kellett Capital Management, New York, NY

Summer Associate, Summer 2013

Sole Summer Associate to receive full-time offer since program inception in 2009. Evaluated debt and equity investments across Healthcare, Consumer / Retail, and FIG industries. Worked extensively with CFO of portfolio company to restructure balance sheet and address near-term liquidity concerns.

Universal Health Services, King of Prussia, PA

Summer Associate, Summer 2013

Helped design and implement roll-out of new Physician Relationship Management platform. Analyzed tuck-in acquisition opportunities to bolster care coordination efforts across UHS' tertiary care facilities.

CVC Capital, New York, NY

Associate, 2010-2012

Received offer to forgo business school. Conducted extensive industry and company-level due diligence to analyze investment opportunities across Consumer/Retail, Healthcare, and Industrial industries. Oversaw 2 portfolio companies, monitoring performance and evaluating strategic initiatives alongside management. Selected Transaction Experience: \$2.8B Leveraged Buyout of BJ's Wholesale Club.



Robert P. Varady

robert.varady.wg14@wharton.upenn.edu
Harvard College, Cambridge, MA
A.B., Cum Laude, Applied Mathematics, 2006

An opportunity in strategy for a health care services firm to leverage my data science background.

Deloitte Consulting, New York, NY *Summer Associate, Summer 2013*

Worked with a large health insurance company and a Deloitte-owned design firm to estimate the financial impact of redesigning the customer experience, and to outline governance structures required for the transformation.

SAC Capital Advisors, Stamford, CT *Associate, Risk Management, 2010-2012*

Member of an 8-person global risk management team overseeing risk and performance attribution of a \$12B hedge fund. Generated performance analytics, performed statistical modeling, and studied effectiveness of different policies governing how traders operate. Additionally created a new framework to evaluate traders' ability to generate above-market returns by observing minute-by-minute alterations in trading behavior.

Goldman Sachs, New York, NY *Associate, Quantitative Investment Strategies, 2006-2010*

Member of 13-person global equity research team which developed, tested, and implemented proprietary strategies to trade \$100B of global equity hedge fund and mutual fund accounts. Focus was on deriving actionable insights and predictive analytics from an immense data warehouse containing structured numerical data and unstructured text.



Ryan Vass

ryan.vass.wg14@wharton.upenn.edu
University of Chicago, Chicago, IL
B.A., Chemistry, 2007
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2014

Entrepreneur interested in using new types of patient-generated data to power learning health networks.

Alloy Health Intelligence, Philadelphia, PA

Co-Founder and CEO, Summer 2013-Present

Alloy helps hospitals build a more interconnected healthcare delivery network. Hired by Children's Hospital of Philadelphia to help build the National Pediatric Learning Health System, which will bring together clinical, biospecimen, administrative and patient-generated data of 2.3 million children from eight leading children's hospitals and three disease networks. Data will power rapid cycle quality improvement and comparative effectiveness research. Initiated, negotiated, and closed data-sharing deals with IMS Health and Optum Labs. Helped architect patient informatics strategy.

Global Development Collaborative, Philadelphia, PA

Founder and CEO, 2009-2012
Board member, 2012-Present

Non-profit startup improves the standard of living in developing countries by more strategically leveraging their existing capabilities. Developed self-sustaining business model. Established partnerships with health clinics, municipal governments, and international NGOs.

Center for Neurodegenerative Disease Research, University of Pennsylvania, Philadelphia, PA

Research Associate, 2009-2010

First author of paper published in *Acta Neuropathologica*, a top neuropathology journal. Coordinated collaboration of genomicists, neuropathologists, cognitive neuroscientists, and physicians.



Elizabeth F. Weiss

elizabeth.weiss.wg14@wharton.upenn.edu
Harvard College, Cambridge, MA
A.B., Magna Cum Laude With Highest Honors, Psychology, 2009

An opportunity to pursue strategy or business development with an innovative team in the healthcare industry.

Noom, New York, NY

MBA Intern, Strategy and Business Development, Summer 2013

Designed and initiated plan to expand clinical presence and secure new sources of revenue. Collaborated with management, engineers and designers to execute development of new mobile application for health and wellness. Assessed customer lifetime value and retention. Evaluated historical financials and created models to enable more informed operating and financing decisions.

J.P. Morgan, New York, NY

Senior Analyst, Healthcare Investment Banking, 2011-2012
Analyst, Healthcare Investment Banking, 2009-2011

Worked on over 20 deals for BioPharma, Pharma Services and Health IT clients, including buy-side and sell-side M&A, divestitures, joint ventures and equity/debt issuances. Performed a variety of data and financial analyses and managed due diligence processes for over 15 teams. Evaluated strategic alternatives for Zoetis, which resulted in the largest carve-out IPO since 2007 (\$3B). Other select transactions include Pfizer's acquisition of King Pharmaceuticals (\$4B), sale of Aptuit Clinical Trial Supplies to Catalent (\$410M) and IPO of Greenway Medical (\$77M).



Kevin P. Wu

kevin.wu.wg14@wharton.upenn.edu
Harvard College, Cambridge, MA
A.B., Cum Laude, Government, 2005

An opportunity to work in strategy or corporate development for a medical technology company.

Credit Suisse, New York, NY

Summer Associate in Investment Banking,
Summer 2013

Advised clients in healthcare services, pharmaceutical, biotechnology, and medical devices industries. Performed financial analysis of leveraged buy-outs, pro-forma merger consequences, discounted cash flows and common stock comparisons. Created investor presentation and led valuation analysis for Community Health Systems' buyout of Health Management Associates. Analyzed risks and trends in market growth of generic drug, pharmaceutical outsourcing and regenerative medicine industries.

U.S. Army Special Forces

Special Forces Medic and Candidate,
2006-2012

Trained and advised an elite unit of 80 Guatemalan counterterrorism and counternarcotics personnel. Provided strategic military support to Guatemalan government in countering drug trafficking organizations. Taught Guatemalan and Benin army medics on tactical combat casualty care. Trained in military, veterinary, dentistry, preventive, trauma, anesthesia and clinical medicines.

Booz Allen Hamilton

Consultant, 2005-2006

Analyzed industry supply chains for oil and gas control systems and enterprise storage devices and identified key trends. Drafted and submitted a winning marketing proposal to hold a conference on the use of web-based tools in enhancing organizational collaboration.



William B. Young

william.young.wg14@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.S.E., Bioengineering, 2008
B.A., Economics, 2008

An opportunity to build successful healthcare businesses through an operational or strategic role.

Bank of America Merrill Lynch

Summer Associate, Mergers & Acquisitions,
Summer 2013

Performed M&A valuation analysis (cost of capital analysis, DCF, comparable transactions, etc.) on media, technology and industrial companies. Conducted buy-side and sell-side due diligence processes, developed presentation materials, managed Q&A process, organized diligence meetings, provided process updates to client, etc.

The Chartis Group

Associate Consultant, 2010-2012
Analyst, 2008-2010

Implemented and identified operational improvements and partnership opportunities to transform research platform of an Academic Medical Center. Designed new primary care platform for a hospital resulting in better patient access and increased satisfaction. Engaged management team and developed financial model to garner support for hospital to hospital acquisition resulting in a successful merger and in significant operational improvements. Led training and connectivity efforts for MBA / MPH hires resulting in reduced attrition rates. Restructured a cancer institute to significantly reduce cost structure and bring asset to profitability.



Jackie Zider

jacqueline.zider.wg14@wharton.upenn.edu
Princeton University, Princeton, NJ
B.A., Molecular Biology, 2006

An opportunity to use my investing and strategy experience to identify and help grow successful healthcare businesses.

McKesson Corporation, San Francisco, CA

Intern, Corporate Strategy and
Business Development, Summer 2013

Investigated viability of independent pharmacy customer base by quantifying impact of drivers such as exchanges, preferred pharmacy networks, and payer reimbursement pressure. Research resulted in ten year profitability forecast for the average independent pharmacy. Identified areas to diversify revenue to mitigate industry headwinds.

HarbourVest Partners, Boston, MA

Senior Associate, 2011-2012
Associate, 2009-2011

Sourced, evaluated and monitored private equity investments primarily in the healthcare and technology sectors for a \$35B private equity firm. Executed initial and follow-on growth equity investment in Nexidia, a speech analytics software company. Collaborated with CFO and VP of Sales to redefine sales pipeline methodology. Identified 20 new customer opportunities via the HarbourVest network. Proactively led sourcing effort for HIT companies by building relationships with CEOs and healthcare-focused private equity investors.

Morgan Stanley, San Francisco, CA and New York, NY

Analyst, 2006-2009

Provided M&A, debt and equity financing advisory services to clients in the consumer, retail, industrial and utility sectors.

2013 Internship Sponsors

The following organizations provided internships for Health Care Management Students in Summer, 2013.

1DOCWAY

New York, NY

ABUNDANT VENTURE PARTNERS / AVIA

Chicago, IL

AIDIN

New York, NY

ALLAZO HEALTH

New York, NY

ALLOY HEALTH INTELLIGENCE

Philadelphia, PA

AMERICAN SECURITIES

New York, NY

ATHENAHEALTH

Boston, MA

AVIA

Chicago, IL

BAIN & COMPANY

Los Angeles, CA

BANK OF AMERICA MERRILL LYNCH

New York, NY

BENEFITTER

San Francisco, CA

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MICHAEL ABERMAN, MD

Vice President,
Strategy and Investor Relations
Regeneron Pharmaceuticals, Inc.
Tarrytown, NY

SANDIP AGARWALA

Principal & Co-founder
CrownWheel Partners, LLC
New York, NY

AMEYA AGGE

Principal
Apax
New York, NY

SANJAY ANAND

President and CEO
Option 1 Nutrition
Chandler, AZ

HEATHER ASPRAS

Brand Manager, MenHibrix
GlaxoSmithKline
Philadelphia, PA

MEGAN AX

Associate Director
Bristol-Myers Squibb
Princeton, NJ

DARSHAN BACHHAWAT

Strategic Sales Director
ZocDoc
New York, NY

VIKRAM D. BAKHRU, MD

Chief Executive Officer
Aspire Global Health
Malvern, PA

JOHN BARKETT

Director,
Product Marketing and Policy Affairs
Extend Health, Inc.
San Mateo, CA

ED BAXTER

Managing Director –
Head of West Coast Life Sciences
Bank of America Merrill Lynch
San Francisco, CA

MATTHEW BAYLEY, MD

Principal
McKinsey & Company
Pittsburgh, PA

GRANT BECHTOLD

VP of Business Operations/Corporate
Development
Medsurant Holdings, LLC
(portfolio company New Capital Partners)
Denver, CO

KEELY BECK ZIPP

Director, Franchise Operations, Oncology
GlaxoSmithKline
Collegeville, PA

ALI BEHBAHANI

Principal
New Enterprise Associates
Washington, DC

W. RYAN BERGER

Senior Business Analyst
Hearst Healthcare Innovations
Los Angeles, CA

ALEXIS BERNSTEIN

Director, Strategy & Operations,
Accountable Care Solutions
Aetna
Boston, MA

NIKHIL BHOJWANI

Managing Partner
Recon Strategy
Cambridge, MA

KERUN BINDRA

Associate Director, Global Strategy
& Portfolio Strategy
AstraZeneca
Vienna, VA

ADAM BIRNBAUM

Sales Strategy Sr. Manager
Medtronic
Minneapolis, MN

DARREN BLACK

Managing Director
Summit Partners
Boston, MA

LISA BLUMSTEIN

Vice President
TriNet Healthcare Consultant, Inc.
Westford, MA

STACEY BRENNER, MD

Medical Director
Regal Medical Group &
Lakeside Community Healthcare
Northridge, CA

DAVID BRILL, MD

Principal,
Corporate Development Associate
Medtronic
Northridge, CA

LUCAS BUCHANAN

Senior Director
Strategy and Corporate Development, Inc.
Impax Laboratories
Hayward, CA

RICHARD CALIGARIS

Int'l Business Leader / Launch Leader
Roche Molecular Systems, Inc.
Pleasanton, CA

DAVID CAMBOIA

Director, Business Development
Sutter Health
Modesto, CA

NICOLE CARKNER

Executive Director
Quad City Health Initiative
Davenport, IA

WILLIS CHANDLER

COO/EVP
Shields Specialty Pharmacy
Worcester, MA

THIERRY CHAUCHÉ

Director
Novartis Pharmaceuticals
East Hanover, NJ

SARBANI CHAUDHURI

Head, Professional Strategies
and Business Development
US, Novartis Oncology
East Hanover, NJ

GEORGE Z. CHEN, MD

Chief Medical Officer
BeiGene, Co.
Shanghai, China

MARK CHIN

Senior Associate
Longitude Capital
Menlo Park, CA

BRIAN G. CHOI, MD

Associate Professor of Medicine & Radiology;
Co-Director, Advanced Cardiac Imaging
George Washington University
Medical Faculty Associates
Washington, DC

EDUARDO CISNEROS

Vice President, Business Development
DaVita
Chicago, IL

RYAN COCHRAN

Associate
New Leaf Venture Partners
New York, NY

BRETT COHEN

Vice President, Inpatient Services
Fresenius Medical Care
Waltham, MA

TERI CONDON

Director, Analytic Offerings
IMS Health Inc.
Waltham, MA

MICHAEL CRAWFORD

Manager, Health Industries Advisory
PwC (PricewaterhouseCoopers)
Los Angeles, CA

STEVEN J. DAVIDSON, MD

Senior Vice President and
Chief Medical Informatics Officer
Maimonides Medical Center
Brooklyn, NY

THIBAUT DE COURS

Director of Strategy
15 Healthcare
London, UK

SETH DEMAINE

Analyst
SAC Capital
New York, NY

PITAMBER "PITOU" DEVGON, MD

Co-Founder / CEO
Creative Vascular
Philadelphia, PA

BENJAMIN DORANZ

President & Chief Scientific Officer
Integral Molecular, Inc.
Philadelphia, PA

MOLLY DOYLE

Principal
Collaborative Healthcare Consulting
W. Newton, MA

RAMI ELGHANDOUR

Chief Business Officer
Nevro
Menlo Park, CA

DANIEL FAGA

Principal
Centerview Partners
San Francisco, CA

MING FANG

Senior Associate
Safeguard Scientifics
Wayne, PA

MICHAEL FAZEKAS

Vice President
Flexpoint Ford, LLC
Chicago, IL

EVAN FIELDSTON, MD

Assistant Professor of Pediatrics,
Perelman School of Medicine;
Attending Physician General Pediatrics
Medical Director Care Model Innovation,
The Children's Hospital of Philadelphia,
Philadelphia, PA

THOMAS J. (T.J.) FILIP

Dentist
Garber Dental
Bala Cynwyd, PA

PETER FISHMAN

Founder
Tolograph
New York, NY

KATE J. FLYNN

President
Health Care Improvement Foundation
Philadelphia, PA

CHRIS FRANK

Partner, Life Sciences & Health Care
Deloitte Consulting, LLP
Parsippany, NJ

BARRY R. FRANKEL

Managing Director
Frankel Group LLC
New York, NY

MIHIR C. GANDHI

Director, Healthcare Venture
Investments
AVIA Accelerator Innovation
Chicago, IL

ONNE GANNEL

Senior Director,
Strategy and Business Development
Omnicell
Mountain View, CA

MICHAEL GATTNAR

Managing Director
Pavis Capital
Mill Valley, CA

SIMEON J. GEORGE, MD

Partner
SR One
San Francisco, CA

AVIVAH GOLDMAN

National Quality Director
Aetna Health, Inc.
Blue Bell, PA

VIKAS GOYAL

Associate
SR One
Cambridge, MA

JOACHIM M. GREUEL, PHD

Managing Director and Co-Founder
BioScience Valuation BSV GmbH
Grainau, Germany

JOHN HARRIS

Principal
DGA Partners
Bala Cynwyd, PA

BOSUN HAU

Partner
MVM Life Science Partners
Boston, MA

SAM HOLLIDAY

VP, Population Health Services
Greenway Medical Technologies
New York, NY

JARED P. HOPKINS

Director,
Strategic Finance and Business Consulting
University of Michigan Health System
Ann Arbor, MI

MARY HU

Director, Institutional Planning
and Communications
Yale School of Medicine
New Haven, CT

SEAN X. HU

Head, Bionest USA and
Managing Partner North America,
Bionest Partners
Bionest Partners
New York, NY

TED HULL

Chairman, President and CEO
Genova Diagnostics Inc.
Asheville, NC

NOUHAD HUSSEINI

Senior Director, Business Development
Regeneron Pharmaceuticals
Tarrytown, NY

KEVIN JURKOWSKI

Director, Program Management
St. Jude Medical
Sylmar, CA

DANIE KARP

Senior Director,
Worldwide Business Development
Pfizer, Inc.
New York, NY

ADAM KAUFMAN

General Manager, Healthcare Solutions
dLife
Greenwich, CT

FRAN KELLEHER

Principal
BDC Advisors LLC
Silver Spring, MD

RON C. KERO

Vice President,
Business Development & Operations
VHA West Coast Insurance &
Financial Services
Renton, WA

DAVE KONCIAK

Principal
Frankel Group
New York, NY

JANE KRYMSKY

Product Manager
Janssen Biotech, Johnson & Johnson
Horsham, PA

RICHARD K. LEE, MD

Assistant Professor,
Department of Urology
Weill Cornell Medical College
New York, NY

JOHN LEWIS

Regional Vice President of Sales
Athenahealth
Watertown, MA

Y. KAREN LI

Director, Global Pharma Strategy
Novartis Pharma AG
Basel, Switzerland

continued on next page

Health Care Program Mentors

MARK LYLES, MD

Chief Strategic Officer
Medical University of South Carolina
Charleston, SC

ANKIT MAHADEVIA

Principal
Atlas Venture
Cambridge, MA

BRYAN MARCOVICI

Transformation Lead
Bridgewater Associates
Westport, CT

JEAN MELLETT

Director of Planning
Eastern Maine Healthcare System
Brewer, ME

KATHLEEN MEREDITH

President
Tohder Consulting, Inc.
Frazer, PA

JUDITH MILLER JONES

Director
National Health Policy Forum
Washington, DC

REGAN MURPHY

Project Leader
Boston Consulting Co.
Chicago, IL

DAVID B. NASH, MD

Dean, Jefferson School of
Population Health
Thomas Jefferson University
Philadelphia, PA

TY NELSON

EVP, Operations
Health Carousel LLC
Cincinnati, OH

PRASHANT NIKAM

Director – Global Commercial Leader,
Mozobil & Legacy Brands
Sanofi
Cambridge, MA

WESLEY NURSS

Associate
ISI Group
New York, NY

JAMES O'CONNELL

Principal and Kauffman Fellow
Safeguard Scientifics
Wayne, PA

JENNIFER O'NEILL

Brand Manager, Effient
Daiichi Sankyo Inc.
Parsippany, NJ

JUSTIN PALLARI

Assistant Administrator
Intermountain Healthcare
Primary Children's Med. Ctr.
Salt Lake City, UT

WAYNE PAN, MD

Chief Medical Officer
Thrasys, Inc.
San Francisco, CA

NEIL PARIKH

Internal Medicine Resident
Cedars Sinai, Los Angeles
Venice, CA

LEN PODOLSKY

Director of Operations
Connolly, LLC
Philadelphia, PA

DARSHAN PRABHU

Vice President/ Investment Banker
UBS Securities LLC / Global Healthcae
Group
New York, NY

KATE REED

Senior VP & Chief Strategy Officer
Beth Israel Deaconess Medical Center
Boston, MA

JAMES F. RICHTER

President
CardioVIP
Houston, TX

MATT RIEKE, MD

Partner
Quaker Partners
Philadelphia, PA

PAMELA RODMAN

Administrator Director
Columbia University
New York, NY

FRED RONNAU

Senior Director
Technology Strategy and
Program Management
McKesson
San Francisco, CA

BENJAMIN ROOKS

Managing Director
ST Advisors, Inc.
San Francisco, CA

DAVID SABLE, MD

Portfolio Manager, Life Sciences
Special Situations Funds
New York, NY

ANYA SCHIESS

Principal
Thomas, McNerney & Partners
Stamford, CT

JAY SCHOMAKER

Director, Financial Planning & Analysis
Cardinal Health
Dubin, OH

DAVID SCHUPPAN

Partner
Cressey & Company LP
Chicago, IL

SHIVA SEKHAR

Director, Marketing
Celgene
Mt. Laurel, NJ

DAVID SILK

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Pfizer
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DANIEL A. SIMON

Director,
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Stanford, CA

ANNE SISSEL

Vice President
Dean Bradley Osborne
San Francisco, CA

JACK SLYE

Principal
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EBBEN SMITH

Consultant
McKinsey & Company
New York, NY

SPENCER SMITH

Associate
Aisling Capital
New York, NY

BHUVAN SRINIVASAN

Senior Associate
Bain Capital
Mumbai, INDIA

JAMES STANFORD

Principal
Fitzroy Health
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ANNA STERN

Medical Director
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WOLFGANG STOIBER, MD

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PATRICK SULLIVAN

Vice President
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Partner
Aisling Capital
New York, NY

RUTH SUTER

Senior Director, Market Access
and Patient Services
BioMarin Pharmaceutical
Novato, CA

Administration

MARLON K. THOMPSON, PHD

Senior Director, Strategic Planning
Siemens Healthcare Diagnostics
Tarrytown, NY

MEAGAN UNTALAN

Principal
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LISA VARSHNEY

Associate Partner
Rosetta Marketing Strategy & Insights
New York, NY

SHARON VOGEL

Director, Hospice Services
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CEO
Upton Hill, LLC
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LYNN WANG

Director, Financial Planning and Analytics
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Hawaii Permanente Medical Group
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YAN XIONG

Vice President, Pharmacy Strategy
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Wellcare Health Plans
Tampa, FL

DANIEL YIP

Director, Business Operations
Amicus Therapeutics
Cranbury, NJ

ELLEN S. YOON

Global Health Care Subject Matter Expert
IBM Corp.
New York, NY

WEI ZHANG, PHD

Head, Corporate Development
Good Start Genetics, Inc.
Cambridge, MA

THOMAS ZIPP

Global Brilinta Business Insight Lead,
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MBA Program in Health Care Management

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MBA Program in Health Care Management

CHRISTINE ALESZCZYK

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MBA Program in Health Care Management

JANICE SINGLETON

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MBA Program in Health Care Management



Faculty

The Program Faculty are drawn from the Wharton School, the School of Medicine, the School of Nursing, and the School of Arts and Sciences at the University of Pennsylvania and leading health institutions in Philadelphia. Additional support is provided by the Fellows and Associates of the Leonard Davis Institute of Health Economics.

EUGENIO ANESSI, PH.D.

Professor, Public Management, Bocconi University Graduate School of Management, Milan, Italy; Lecturer and Senior Fellow, Health Care Management Department, The Wharton School

DAVID A. ASCH, M.D., M.B.A.

Executive Director, Penn Medicine Center for Health Care Innovation; Professor of Medicine, Perelman School of Medicine at the University of Pennsylvania; Professor, Health Care Management, The Wharton School

LAWTON R. BURNS, PH.D., M.B.A.

Chair, Health Care Management Department, and Director, Health Care Management Program, The Wharton School, James Joo-Jin Kim Professor of Health Care Management, The Wharton School Faculty Co-Director, Roy and Diana Vagelos Program in Life Sciences & Management

PATRICIA M. DANZON, PH.D.

Celia Z. Moh Professor of Health Care Management and Insurance and Risk Management, The Wharton School

GUY DAVID, PH.D.

Associate Professor, Health Care Management, The Wharton School

BENJAMIN DORANZ, PH.D., M.B.A.

President and CSO, Integral Molecular, Inc.; Senior Fellow, Health Care Management, The Wharton School

MARK G. DUGGAN, PH.D.

Professor, Business and Public Policy and Health Care Management, The Wharton School

EZEKIEL J. EMANUEL, M.D., PH.D.

Diane v.S. Levy and Robert M. Levy University Professor and Vice Provost for Global Initiatives; Professor, Health Care Management, The Wharton School

ROBERT I. FIELD, J.D., PH.D., M.P.H.

Professor of Law at the Earle Mack School of Law and Professor of Health Management and Policy at the School of Public Health at Drexel University, Philadelphia; Lecturer, Health Care Management, The Wharton School

BRADLEY M. FLUEGEL

Senior VP & Chief Strategy Officer, Walgreens; Lecturer, Health Care Management, The Wharton School

THOMAS N. GILMORE, M.ARCH.

Vice President, The Center for Applied Research Inc.; Senior Fellow, Health Care Management, The Wharton School

JOHN P. GLASER, PH.D.

Chief Executive Officer, Health Systems Business Unit, Siemens; Lecturer, Health Care Management The Wharton School

HENRY A. GLICK, PH.D.

Professor of Medicine, Perelman School of Medicine at the University of Pennsylvania; Professor, Health Care Management, The Wharton School

MATTHEW R. GRENNAN PH.D.

Assistant Professor, Health Care Management, The Wharton School

SCOTT E. HARRINGTON, PH.D.

Alan B. Miller Professor of Health Care Management, and Insurance and Risk Management, The Wharton School

JOHN C. HERSHEY, PH.D.

Anheuser-Busch Professor Emeritus of Management Science; and Health Care Management, The Wharton School

NAOKI IKEGAMI, M.D.

Professor, Keio University School of Medicine, Tokyo, Japan; Senior Fellow, Health Care Management, The Wharton School

JOHN KIMBERLY, PH.D.

Henry Bower Professor of Entrepreneurial Studies; Professor of Management, Health Care Management, and Sociology, The Wharton School

JUNE M. KINNEY, M.A.

Associate Director, Graduate Program in Health Care Management; Lecturer, Health Care Management, The Wharton School

JONATHAN T. KOLSTAD, PH.D.

Assistant Professor, Health Care Management, The Wharton School

GARY J. KURTZMAN, M.D.

Vice President, Life Sciences, Safeguard Scientifics; Lecturer, Health Care Management, The Wharton School

JEFFREY P. LIBSON, J.D.

Partner, Pepper Hamilton LLP; Lecturer, Health Care Management; The Wharton School

HARI MAHADEVAN, PH.D.

Independent Consultant; Lecturer and Senior Fellow, Health Care Management, The Wharton School

STEVEN A. NICHTBERGER, M.D.

Adjunct Professor and Senior Fellow, Health Care Management, The Wharton School

MARK V. PAULY, PH.D.

John M. and Thomas L. Bendheim Professor; Professor, Health Care Management, Business Economics and Public Policy, The Wharton School; Professor, Economics, College of Arts and Sciences

WILLIAM P. PIERSKALLA, PH.D.

Professor Emeritus

DANIEL POLSKY, PH.D.

Robert D. Eilers Professor of Health Care Management and Economics, The Wharton School; Professor of Medicine, Perelman School of Medicine at the University of Pennsylvania; Executive Director, Leonard Davis Institute of Health Economics

DOUGLAS A. PRESENT, M.B.A.

Independent Consultant; Lecturer, Health Care Management, The Wharton School

ARNOLD J. ROSOFF, J.D.

Professor Emeritus, Legal Studies and Business Ethics; Lecturer, Health Care Management, The Wharton School

STEPHEN M. SAMMUT

Venture Partner, Burrill & Company; Lecturer and Senior Fellow, Health Care Management, Lecturer, Entrepreneurial Programs, The Wharton School

CYNTHIA SCALZI, M.N., PH.D.

Professor Emeritus of Nursing and Health Care Management, The Wharton School

J. SANFORD SCHWARTZ, M.D.

Leon Hess Professor in Internal Medicine, Perelman School of Medicine at the University of Pennsylvania; Professor, Health Care Management, The Wharton School

JEFFREY H. SILBER, M.D., PH.D.

Director, Center for Outcomes Research, The Children's Hospital of Philadelphia; Professor of Pediatrics and Anesthesiology & Critical Care, Perelman School of Medicine at the University of Pennsylvania; Professor, Health Care Management, The Wharton School

JEFFREY A. SOLOMON, M.D.

Adjunct Associate Professor, Perelman School of Medicine at the University of Pennsylvania; Adjunct Associate Professor, Health Care Management, The Wharton School

AMANDA STARC, PH.D.

Assistant Professor, Health Care Management, The Wharton School

ASHLEY SWANSON, PH.D.

Assistant Professor, Health Care Management, The Wharton School

ROBERT J. TOWN, PH.D.

Associate Professor, Health Care Management, The Wharton School

KEVIN G.M. VOLPP, M.D., PH.D.

Director, Center for Health Incentives and Behavioral Economics, Leonard Davis Institute; Professor of Medicine, Perelman School of Medicine at the University of Pennsylvania; Professor, Health Care Management, The Wharton School

JOHN J. WHITMAN, M.B.A.

Executive Director, The TRECS Institute; Lecturer, Health Care Management, The Wharton School

SANKEY V. WILLIAMS, M.D.

Sol Katz Professor of General Internal Medicine; Professor, Health Care Management, The Wharton School



JUNE KINNEY

Associate Director, MBA Program in Health Care Management, The Wharton School



LAWTON R. BURNS, PH.D., M.B.A.

Director, MBA Program in Health Care Management, The Wharton School

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and Equal Opportunity Programs
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3600 Chestnut Street, Suite 228
Philadelphia, PA 19104-6106
215.898.6993 (Voice)
215.898.7803 (TDD)

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Wharton

The Wharton School
University of Pennsylvania

MBA Program in Health Care Management
3641 Locust Walk
Philadelphia, PA 19104-6218

215.898.6861
fax 215.573.2157