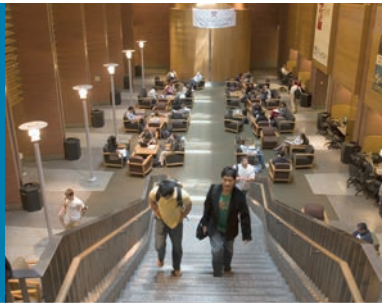


Wharton



MBA Program in
Health Care Management

2016
RESUME
BOOK

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

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

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

2016 Health Care Management



M.B.A. Graduates

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

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

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

This brochure is provided to introduce you to the 2016 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 Business and Policy
- Health Care Marketing
- Healthy Policy
- 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.





Can Akannac

can.akannac.wg16@wharton.upenn.edu
Washington University, St. Louis, MO
B.S., Mechanical Engineering, 2010

A strategic opportunity in life sciences where I can transform innovative ideas to accessible products.

Amgen, Thousand Oaks, CA

MBA Intern, Global Marketing, Summer 2015

Core Member, Bone, Nephrology and Inflammation Team, Phase III asset

Designed and created risk-adjusted NPV analysis to evaluate commercial value from introducing self-administration of biologic injectable post-launch. Collaborated with Operations, Device Strategy, and Finance to assess and identify device scenarios and timing for optimal value creation. Worked with Global Payer Lead to design fulfillment strategy through secondary research and interviews with specialty pharmacies, home health, and other sites.

Egon Zehnder, Chicago, IL & Copenhagen, Denmark

Director, 2013-2014 (Copenhagen)

Associate, Life Sciences, 2012-2013 (Chicago)

Analyst, Life Sciences, 2010-2012 (Chicago)

Advised 50+ biopharma and medtech clients to build critical competencies and solve talent and organizational challenges. Most recently, rebuilt a team of eight associates and analyst in Copenhagen office, holding responsibility for workload allocation, recruitment, training, and performance reviews. Conducted in-depth interviews and assessments, performed market outreach to attract and build relationships with senior executives. As global Medtech lead, facilitated improved collaboration on client engagements, market insights, and business development opportunities.



R. Egen Atkinson

robert.atkinson.wg16@wharton.upenn.edu
Harvard University, Cambridge, MA
A.B., Cum Laude, Economics, 2010
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, Alpha Omega Alpha, 2016

An opportunity to use my clinical and biopharmaceutical experiences to build innovative health care companies.

Venrock, New York, NY

Summer Associate - Public and Crossover Fund, Summer 2015

Conducted investment diligence of public and private biotechnology and pharmaceutical companies. Advised portfolio companies in key strategic decisions.

McKinsey & Company, Palo Alto, CA

Summer Associate, Summer/Fall 2015

At the request of a Fortune 200 biopharmaceutical CEO, helped redesign the U.S. launch of a diagnostic platform following an unexpectedly weak E.U. launch.

Spark Therapeutics, Philadelphia, PA

Consultant for Gene Therapy

Pipeline Development, 2014

Evaluated 250+ potential targets for novel gene therapies based on scientific, clinical, and market feasibility. Presented analysis and top candidates to CEO and Chief Scientific Officer.

ForSight Labs, Menlo Park, CA

Clinical Research Assistant, 2010-2011

Helped launch and coordinate an international, first-in-humans clinical trial of a surgically implanted ophthalmic device. Authored regulatory documents, analyzed clinical trial data, and presented results to management and investors.



Emily C. Balmert

emily.balmert.wg16@wharton.upenn.edu
Harvard University, Cambridge, MA
A.B., Biology, 2009

An opportunity to improve patient care through a strategy or marketing role at a biotech company.

Celgene Corporation, Summit, NJ

Global Marketing Intern, Summer 2015

Worked with medical affairs and clinical teams to develop and lead training on diagnostic assays with audiences in the U.S., E.U. and Asia/Pacific. Created an NPV model to assess commercial value of a pipeline asset and biomarker strategy in a large lymphoma indication. Collaborated with clinical team to develop awareness and engagement tools to accelerate recruitment for a phase III registration study.

Genoptix, Inc. (A Novartis Company), Carlsbad, CA

Project Manager, 2012-2014

Associate Project Manager, 2011-2012

Senior Program Analyst, 2010-2011

Program Analyst, 2009-2010

Clinical Trial Project Manager leading laboratory, business and logistic components for a portfolio of oncology studies and new assay developments. Served as project expert and single point of contact for all communication with clients, internal teams, sites, and vendors. Accountable for project performance and customer satisfaction.



Neil E. Bansal

neil.bansal.wg16@wharton.upenn.edu
Indiana University, Bloomington, IN
B.S./B.A., with honors, Finance and Economics,
2010

An opportunity to make a meaningful impact on the growth and development of an early stage health care services business.

Oak Street Health, Chicago, IL

Marketing and Population Health Associate, Summer 2015

Worked directly with the founders of an early stage health care services provider developing an innovative risk-based primary care delivery model for Medicare Advantage patients. Designed a new patient visit template to educate and coach patients with complex medication treatment regimens designed to improve overall patient health, reduce preventable inpatient hospitalizations, and lower the cost of care. Collaborated with the head of marketing to develop an ROI analysis of key marketing channels to make recommendations to the CEO for improving the company's marketing strategy.

Irving Place Capital, New York, NY

Private Equity Associate, 2012-2014

Evaluated, structured, executed, and monitored transactions from \$2.7B private equity fund. Worked directly with management teams of National Surgical Hospitals (orthopedic focused surgery centers) and Chesapeake Packaging (pharmaceutical and consumer product packaging company) to assess strategic initiatives, including add-on acquisitions, budget development, and debt financings.

Barclays, New York, NY

Healthcare M&A Analyst, 2010-2012

Executed financial models to assess M&A transactions and capital structure alternatives.



Griffin Barstis

griffin.barstis.wg16@wharton.upenn.edu
Washington University, St. Louis, MO
B.A., Political Science and Finance, 2009

A direct investing opportunity in public or private equity with significant health care services exposure.

Edge Growth, Johannesburg, South Africa

Social Venture Capital Intern, Summer 2015

Led two due diligence processes and participated in investment sourcing for ZAR 450M social impact venture capital fund with a dual mandate to generate venture capital returns and create jobs in South Africa. Developed a due diligence tool to formalize management team evaluations and produce actionable recommendations.

Olympus Partners, Stamford, CT

Private Equity Associate, 2011-2014

Evaluated, executed, and monitored investments for top quartile private equity investment firm that recently closed a sixth fund with \$2.3B in capital. Executed \$750 million leveraged buyout consolidation of three independent providers of food service packaging in North America and Europe purchased over an eight month period. Sole associate working with partner and managing partner on 18 month process raising a \$2.3B private equity fund.

Piper Jaffray & Co., New York, NY

Healthcare Investment Banking Analyst, 2009-2011

Executed middle market leveraged buyouts, public and private capital raises, and competed for prospective investment banking mandates on three to five-person teams.



Nicholas Bartz

nicholas.bartz.wg16@wharton.upenn.edu
Yale University, New Haven, CT
B.A., History, 2010

An opportunity to work for a health care services business that is supporting physician practice transformation and patient care coordination, with responsibility for both clinical operations and near-term strategy.

Aledade Inc., Bethesda, MD

Special Initiatives Fellow, Summer 2015

Oversaw physician recruitment for new multi-state Accountable Care Organization. Managed and trained four field staff members. Presented personally to potential clients. Authored new company-wide marketing and sales materials, including several pieces of client-facing collateral. Launched multi-state pilot focused on improving patient medication adherence.

The Advisory Board Company, Washington, DC

Consultant, 2013-2014

Senior Analyst, 2011-2013

Analyst, 2010-2011

Strategy consultant for provider clients with a focus on hospital corporate strategy. Supervised research on the ROI of health system mergers and acquisitions for the company's flagship research program while managing team of Analysts. Designed and launched new research vertical, focused on helping health systems develop an internal corporate strategy function. Authored new research on topics ranging from the ROI of the Federal Government's EHR Incentive Program, specialty program development, payer-provider relations, patient satisfaction, and the ROI of urgent and post-acute care.



Peter J. Belisle

peter.belisle.wg16@wharton.upenn.edu
Stanford University, Stanford, CA
B.S., Mechanical Engineering, 2009

An opportunity to discover and evaluate investments in the public markets.

Harvard Management Company, Inc., Boston, MA

High Yield Credit Analyst, Summer 2015
Identified and analyzed direct investments in companies in the industrial sector as part of Harvard's public credit team. Contemplated investments across the capital structure, with a particular emphasis on credit and credit derivatives.

TriplePoint Capital, LLC, Menlo Park, CA

Associate, 2012-2014
Spearheaded research, financial analysis, and deal execution for debt investments out of TriplePoint's 2011 \$1B credit fund; focused on early stage health care and technology companies. Led the analysis for 17 transactions totaling ~\$200M.

Evercore Partners, Inc., San Francisco, CA

Analyst, 2010-2012
Dedicated mergers and acquisitions analyst, focused on pharmaceutical and biotechnology companies. Built pro-forma acquisition models as well as three-statement operating models; conducted valuation analyses including discounted cash flow, leveraged buyout, and comparable company analyses.



Jolene E. Bressler

jolene.bressler.wg16@wharton.upenn.edu
University of Michigan, Ann Arbor, MI
B.S., Magna Cum Laude, Nursing, 2008

An opportunity to work on a dynamic team within health care consulting, with focus on hospital and provider services.

McKinsey & Company, Philadelphia, PA

Summer Associate, Summer 2015
Created and executed 3 training workshops for large federal agency; prepared more than 30 employees (including senior leadership) to become change agents within organization. Developed 3-year implementation strategies for 12 McKinsey-generated priority initiatives.

Hospital of the University of Pennsylvania, Philadelphia, PA

Registered Nurse, 2009-2014
Managed day-to-day patient care, including determining correct courses of treatment for patients, distributing treatments, and managing relationships with patients and families. Increased 2-year nurse retention by 30% through mentorship program. Elected as Shared Governance Leader; represented more than 65 nurses at monthly hospital-wide meetings.

The Children's Hospital of Philadelphia, Philadelphia, PA

Registered Nurse, 2011-2012
Managed pediatric patient care in high-stress emergency and trauma departments, responded to situations effectively and coordinated with physicians, care managers, and families to provide emergency care. Collaborated with Clinical Nurse Specialist in Mental Health and established support group to assist staff in coping with challenging patient encounters (e.g. mass casualties, suicides, etc.).



Scott N. Casale

scott.casale.wg16@wharton.upenn.edu
Duke University, Durham, NC
B.S., with Distinction, Economics, 2010

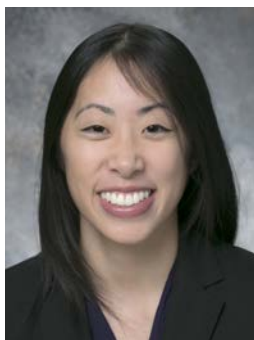
An opportunity to launch and implement a healthcare delivery model or technology that changes how the healthcare system operates.

Deloitte Consulting, McLean, VA

Summer Associate, Summer 2015
Collaborated with a team to conduct due diligence on a subset of solutions proposed by state economic development agencies to support a \$200M integrated processing facility that would employ more than 1,000 people. Normalized large data sets to help team identify \$1.1M in supply chain cost savings for a 40+ hospital health system.

Advisory Board Company, Washington, DC

Senior Associate, Dedicated Advisor 2011-2014
Analyst, Corporate Strategy 2010-2011
Managed delivery and implementation of Crimson, a physician performance technology, through on-site strategy sessions for more than 40 client hospitals within Hospital Corporation of America (HCA). Led 30 hospital executive teams to execute process improvements based on quantitative performance analyses that yielded more than \$12M in documented return on investment for HCA. Evaluated M&A partnership opportunities for 55 technology companies and assessed client need for a real-time analytics platform through more than 100 research calls with hospital CEOs, CMOs, and CFOs.



Kristin N. Chan

kristin.chan.wg16@wharton.upenn.edu
Cornell University, Ithaca, NY
B.S., Cum Laude, Chemical Engineering, 2010

An opportunity to develop and execute strategies for health care companies.

Strategy& (part of the PwC network), San Francisco, CA

Senior Associate Intern, Summer 2015

Managed several work streams in parallel to prepare for the launch of a novel oncology therapeutic commercialized by 2 biopharma companies. Managed multiple versions and held the master of a 200+ page deck documenting launch progress and strategic decisions that was presented at a joint leadership meeting.

Genentech, Inc., South San Francisco, CA

Engineer I, 2012-2014

Process engineer, developing and implementing manufacturing processes for multiple clinical drugs. Collaborated with a cross-functional, global team to transfer a manufacturing process of a commercial product from a site in the United States to a site in Switzerland, increasing production output by 100% in order to meet projected market demands. Managed a summer intern and received the Significant Contributions to a Project or Process Recognition Award and the Extraordinary Productivity/Workload Recognition Award for performance on several projects.

Associate Engineer, Process Development Rotation Program, 2010-2012

Completed four six-month assignments in different areas (Purification Development, Cell Culture, Packaging Engineering, and Analytical Operations) of US Biologics Technical Development (USBTD).



Stephanie N. Chang

stephanie.chang.wg16@wharton.upenn.edu
University of California, Berkeley, Berkeley, CA
B.S., Business Administration, 2010

A marketing opportunity focused on oncology within the biopharmaceutical industry.

Takeda Oncology, Boston, MA

Ixazomib U.S. Marketing Intern, Summer 2015

Led 2016 brand plan development for ixazomib, to be launched in multiple myeloma within the next year. Collaborated with a creative advertising agency to conceptualize and execute a pre-launch physician education campaign for a website and 3 channels (digital, print, and medical conference). Worked cross-functionally to update the design and assumptions for the ixazomib long-range forecast for company finalization. Analyzed ixazomib's 2018 market potential in multiple myeloma and quantified revenue leakage points leading to the final forecast estimate, which was presented to the CEO.

ZS Associates, San Mateo, CA

Consultant, 2014-2014
Associate Consultant, 2012-2014
Business Associate, 2010-2012

Sales and marketing strategy consultant for pharmaceutical/biotechnology clients, with a focus on oncology. Managed cross-office teams in conducting qualitative and quantitative market strategy engagements. Led client management and communications, directing conference calls and in-person meetings. Designed and analyzed quantitative research instruments to inform commercial strategy, such as performance tracking, demand estimation and segmentation. Moderated and synthesized qualitative interviews with oncologists. Generated forecasts for multi-billion dollar pipeline and established drugs.



Thomas J. Fagan

thomas.fagan.wg16@wharton.upenn.edu
The Ohio State University, Columbus OH
B.S.B.A., Cum Laude, Marketing & Finance, 2011

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

Google, Mountain View, CA

SMB Customer Experience Intern, Summer 2015

Worked in Small and Medium Business Advertising Global Customer Experience as an intern with the Customer Research & Insights Team. Contributions included a deep-dive analysis of global customer survey data on Google My Business, leading to strategic initiatives within GCE, Product and Marketing teams. Worked on a strategic initiative around Google My Business support segmentation and differentiation, based on customer profiling, survey data and support cases insights.

Deloitte Consulting, Cincinnati, OH

Consultant, 2013-2014
Business Analyst, 2011-2013

Focused on large-scale strategic initiatives for academic medical institutions. Served as work stream lead on healthcare projects focused on sustainable margin improvement. Client contributions included over \$50M in recurring margin improvement. Developed and deployed multiple tools and methodologies including a strategic planning consideration and prioritization process and a clinical staffing augmentation toolkit. Received highest performance evaluations on client engagements and annual reviews. Contributed to whitepaper and best practice presentations on strategic planning for academic medical centers, and accountable care organizations' impact on surgical operations.



Aaron T. Fisher

aaron.fisher.wg16@wharton.upenn.edu
University of Virginia, Charlottesville, VA
B.S. Commerce with Concentrations in Finance,
Management, 2010

An opportunity to build leading life sciences businesses that facilitate the development of treatments for diseases with significant unmet need through investment or management.

Sage Therapeutics, Boston, MA *Strategy Intern, Summer 2015*

Assessed the commercial opportunity for Sage-689 molecule in treating a well-known behavioral emergency; developed and presented recommendation to the Chief Medical Officer and Chief Strategy Officer based on findings. Analyzed opportunity of a Development Candidate in treating a niche encephalopathy indication, including assessment of unmet need, competitive landscape, and fit with Sage's larger commercial strategy.

H.I.G. Growth Partners, Boston, MA *Private Equity Associate, 2012-2014*

Undertook due diligence, created financial models and assisted portfolio company executives for private equity firm with \$500M in latest fund targeting investments in healthcare, business services, and consumer companies.

Stephens Inc., Dallas, TX *Investment Banking Analyst, 2010-2012*

Produced financial models and valuation analysis, created management presentations, conducted due diligence and supported execution of 11 M&A, fixed income and equity issuances totaling \$1.5B for 8 clients.



Bharath V. Ganesan

bharath.ganesan.wg16@wharton.upenn.edu
Vanderbilt University, Nashville, TN
B.A., Magna Cum Laude, Economics
and Political Science, 2010

An opportunity to operate and invest in successful healthcare businesses through private equity or venture capital.

Medidata, New York, NY *MBA Intern, Corporate Development, Summer 2015*

Conducted industry wide assessment of potential scale and strategic acquisition and partnership opportunities within the broader healthcare software space. Developed thesis around Medidata's positioning regarding genomics data and bioinformatics including relevant opportunities for acquisitions and partnerships.

H.I.G. Capital, New York, NY *Private Equity Associate, Middle Market Fund, 2012-2014*

Evaluated new investments and monitored portfolio companies across various industries for H.I.G.'s \$1.75B middle market fund. Coordinated sale process for MagnaCare (TPA / PPO network in NY and NJ), leading to a successful outcome for H.I.G. and management. Completed forecast demand project for Matrixx (dba Zicam, an OTC drug company) resulting in the implementation of a new system for inventory and production management.

Bank of America Merrill Lynch, New York, NY *Investment Banking Analyst, M&A Group, 2010-2012*

Advised on and executed M&A transactions for clients across various industries, including Cephalon's sale to Teva for \$6.8B, Ecolab's acquisition of Nalco for \$8.0B and Ardian's sale to Medtronic for \$800M.



Mridul Ganesh

mridul.ganesh.wg16@wharton.upenn.edu
Indian Institute of Technology, Delhi, India
B.Tech, Mechanical Engineering, 2008

An opportunity to build products at an early stage healthcare technology company.

Jiff, Palo Alto, CA *Product Management Intern, Summer 2015*

Part of the integrations team, responsible for onboarding partners such as tele-health, diagnostics vendors onto the Jiff platform. Designed and implemented processes to make integrations seamless and scalable. Managed key projects and client relationships and successfully launched 2 partners on the Jiff platform.

Independent Healthcare Analytics Consultant, New Delhi, India *Consultant, 2012-2014*

Designed and built an analytics platform for an Indian pharmaceutical services startup. Built a Tableau reporting system for a U.S. based Continuing Medical Education company. Conducted competitive analysis of EMR data businesses in the U.S.

Objective Health: McKinsey Solutions, Waltham, MA *Associate Product Manager, 2011-2012* *Fellow, 2010-2011*

Founding member of product team. Conceptualized and built a model to predict local hospital demand by service line, responsible for ~\$5M in revenue. Led pilots for new tools and presented insights to the C-suite.

McKinsey & Co., New Delhi, India *Business Analyst, 2008-2010*

Developed go-to-market strategy for a patented cardiovascular drug. Served as project manager in the launch of the world's largest GSM telecom network.



Navid M. Gharavi

navid.gharavi.wg16@wharton.upenn.edu
UCLA, Los Angeles, CA
B.A., Magna Cum Laude, Economics, 2007

An opportunity to build leading healthcare businesses through investment or management.

Riordan Lewis & Haden Equity Partners, Los Angeles, CA

Private Equity MBA Intern, Summer 2015

Sourced and evaluated growth equity and buyout investment opportunities in the healthcare and business services sectors for a private equity fund with 30+ years of experience investing in rapidly growing companies.

Millennium Health, San Diego, CA

Director, Emerging Opportunities, 2013-2014

Reported to the CEO, CFO and EVP in a chief-of-staff capacity. Facilitated decision-making for the firm's diversification strategy. Ran special projects including a \$1.8B leveraged recapitalization of the company. Conducted analysis related to potential acquisition, partnership, licensing, and international opportunities.

TA Associates Management, Menlo Park, CA

Private Equity Associate, 2010-2013

Originated and evaluated investment opportunities, executed transactions, and supported portfolio companies for a growth-oriented private equity firm with \$18B of capital under management. Led coverage of 10 business services and healthcare sectors. Developed segment-specific investment strategies and presented recommendations to senior management.

Arbor Advisors, Palo Alto, CA

Investment Banking M&A Associate, 2008-2010

Performed detailed analyses to value companies and evaluate feasibility of proposed mergers, acquisitions, and equity financings.



Noah Goodman

noah.goodman.wg16@wharton.upenn.edu
University of Michigan, Ann Arbor, MI
B.S. with Honors, Neuroscience, 2009

An opportunity to build leading life sciences companies through business development or early stage investment.

Spark Therapeutics, Philadelphia, PA

Business Development Intern, Summer 2015

Negotiated and executed multiple academic licensing deals related to gene therapy technologies. Worked directly with the President and CSO to analyze multiple pipeline opportunities and presented findings to the Scientific Advisory Board, CEO, CFO, and company scientific leadership.

Easton Associates (acquired by Navigant Life Sciences), New York, NY

*Senior Consultant, 2012-2014
Associate Consultant, 2012-2012
Research Associate, 2010-2012*

Conducted due diligence and commercial assessments for biopharmaceutical and medical device companies considering acquiring early-stage assets. Led extensive primary and secondary research efforts to support revenue forecasting for novel drugs and devices. Conducted whitespace evaluations to identify acquisition targets in multiple therapeutic areas including oncology, immunology, neurology, and ophthalmology.

Jibo, Cambridge, MA

Health Care Strategy and Business Development, 2010-2013

Member of founding team. Helped develop go-to-market strategy in health care as well as company pitch used in securing \$2M seed financing. Partnered with leading academic children's hospital to define product capabilities and plan clinical trials.



Alden C. Gordon

alden.gordon.wg16@wharton.upenn.edu
Trinity College, Hartford, CT
B.S., Honors in Chemistry, Presidential Scholar, 2010

An opportunity to combine healthcare domain knowledge with analytics/machine learning skills to grow a digital health company.

RubiconMD, New York, NY

Analytics Intern, Summer 2015

Leveraged company data to identify product improvement opportunities, including designing and evaluating an algorithm to automate an important component of the company's service, preparing for pending rapid growth.

Athenahealth, Watertown, MA

Senior Associate of Payer Business Development, 2013-2014

Orchestrated partnerships with major health insurance companies to streamline operations and support the transition of Athenahealth clients to value-based reimbursement systems. Developed strategy for maximizing client value from Medicare Advantage incentive programs and collaborated with product team to implement necessary changes.

Health Advances, Weston, MA

*Senior Analyst, 2011-2012
Analyst, 2010-2011*

Strategy consultant across biopharmaceutical, medical device, and diagnostic industries. Focused on modeling and forecasting projects that covered new product planning, lifecycle management, and pricing. Developed tools that enabled novel analyses, including comprehensive assessment of drug formulary status and competitive patent search.



Danielle S. Graham

danielle.graham.wg16@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A., Magna Cum Laude, Economics &
Biological Basis of Behavior with Honors, 2010
Perelman School of Medicine at the
University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2016

An opportunity to combine my clinical experience and business training to improve health care quality, access, and outcomes.

Stanford Health Care, Palo Alto, CA
Performance Excellence Graduate Student Intern, Summer 2015

Developed metrics to assess the financial and operational impact of the Performance Excellence Department. Worked to launch the new model lines for the oncology clinics, with the goals of decreasing wait time, increasing access, and improving provider communication.

Hospital of the University of Pennsylvania, Philadelphia, PA
Research Assistant, 2011-Present

Researched a variety of clinical topics with multiple physicians. Analyses include the financial implications of the changing hospital readmissions and reimbursement rules on profitability of total hip arthroplasty and best treatment practices for thin melanoma to achieve optimal patient outcomes.



Grey Heecheon Im

heecheon.im.wg16@wharton.upenn.edu
Dartmouth College, Hanover, NH
B.A., Economics and Psychology, 2010

An opportunity to help pharmas, biotechs, and medical device manufacturers achieve sustainable growth.

Bain & Company, New York, NY
Summer Associate, Summer 2015

Developed a new R&D operating model for the Oncology division of a Fortune 200 pharma using benchmark intelligence and internal case studies to accelerate speed to market. Defined product archetypes for pipeline drugs and devised corresponding development strategies to optimize path to commercialization.

Kaiser Associates, Washington, DC
Senior Manager, 2010-2014

Managed client relationships and more than 25 strategy consulting engagements for Fortune 500 companies in life sciences and health care, and for leading PE firms. Assessed market potential for several pipeline drugs and medical devices and developed scenario-dependent forecasts using original primary research. Designed and conducted conjoint analyses to determine optimal pricing for new drugs and product line extensions. Researched acquisition targets' internal cost structure and operational strategy to pressure-test valuation in support of PE firms' takeover bids.

Clinton Health Access Initiative, Addis Ababa, Ethiopia

Global Health Financing Analyst, Fall 2013
Led a team of researchers and physicians to investigate root cause behind suboptimal HIV treatment patterns at more than 100 health facilities across 5 provinces.



Edgar Iskandar

edgar.iskandar.wg16@wharton.upenn.edu
Singapore Management University, Singapore
B.B.A, Magna Cum Laude, Finance, 2010

An opportunity to build successful healthcare businesses in emerging markets through operational or strategic role.

McKinsey & Company, Jakarta, Indonesia
Summer Associate, Summer 2015

Advised head of \$1.5B Indonesia sales organization for a \$60M financing program comprised of 26 fine paper distributors. Instated internal competition in the Indonesia sales organization that drives the engagement of 160 sales executives and sales support.

GE Healthcare, Singapore
Modality Finance Leader, 2014
Financial Analyst, 2013

Managed \$50M ultrasound business: partnered with commercial team to ensure achievement of sales and EBIT targets mainly through setting realistic sales targets, designing sales incentive scheme and financing strategic sales. Oversaw US\$25M operating expenses and 500 headcounts.

GE, Singapore
Financial Management Program, 2011-2013

Awarded Corporate Honors recognition (top 7% globally) from Corporate CFO and 4 "Above & Beyond" performance recognitions across different GE businesses: Oil & Gas, Capital, Healthcare, and Global Operations. Key accomplishments: led award-winning analysis of GEHC Korea's accounts receivable and managed GE Oil & Gas Kuwaiti internal audit, which saved US\$100,000 in salary overpayments.



Frank A. Jackson

frank.jackson.wg16@wharton.upenn.edu
Boston College, Chestnut Hill, MA
B.A., Summa Cum Laude, Economics, 2008

An opportunity to improve health outcomes and increase patients' access to care via innovative technology and analytics.

Deloitte Consulting, Boston, MA
Summer Associate, Summer 2015

Synthesized primary and secondary research into brand-agnostic value proposition strategy for major biopharmaceutical firm. Designed framework to rank needs and assess capabilities in client's 4 major customer segments; identified gaps and growth opportunities in current suite of offerings; presented findings to project team's senior leaders.

CVS Health, Woonsocket, RI
Senior Advisor, Product Innovation and Management, 2013-2014
Analyst, Product Innovation and Management, 2011-2013

Analyzed market opportunity of expanding medication adherence program from commercial health plan segment to Medicaid segment; collaborated with development team to implement and test program's client-facing reports. Forecasted revenue, cost and margin for 4 pharmacist-driven population health programs, ranging from automatic prescription refill service generating \$20M in annual margin to pilot-stage hospital readmission prevention program.

Charles River Associates, Boston, MA
Associate, Competition Practice, 2009-2011
Analyst, Competition Practice, 2008-2009
Analyst Intern, Competition Practice, 2007-2008

Modeled potential synergies of combining pharmacy benefits managers' pharmaceutical rebate contracts during due diligence stage of \$1.25B acquisition in the Medicare Part D space.



Rashie Jain

rashie.jain.wg16@wharton.upenn.edu
Indian Institute of Technology Kanpur, India
B.Tech, Biological Sciences & Bioengineering, 2009

An opportunity to work as a corporate development professional within biotechnology and health IT with responsibility for near-term strategy.

Amgen, Thousand Oaks, CA
Business Development Grad Intern, Summer 2015

Presented a case to the head of BD to invest in India and proposed a commercialization strategy for a new cardiovascular drug in the region. Worked with the deal leads to structure a partnership deal for Amgen with Dr. Reddy's Labs.

Johnson and Johnson Innovation, Menlo Park, CA
JJDC Intern (Venture Investments), Summer 2015

Defined investing strategy by landscaping biotech startups in North America. Performed portfolio analysis to derive learning from the last 14 years of venture investing by J&J.

Biocon, Bangalore, India
Associate Manager 2012-2014

Worked with the business unit head for Biosimilars and formulated launch strategy of Canmab™, world's first biosimilar drug. Presented business cases to the COO to assess profitability and ROI of pipeline drugs. As the program manager of a \$6B cancer drug, led project planning, budgeting, resource allocation, and risk management.

J.P. Morgan, Mumbai, India
Equity Research Analyst, 2010-2012

Created investment cases on 25 publicly listed small and mid cap NYSE listed stocks. Independently covered quarterly earnings of 3 companies. Authored weekly reports on the diabetes drug industry.



Keren A. Johnson

keren.johnson.wg16@wharton.upenn.edu
Harvard University, Cambridge, MA
A.B., Cum Laude, History and Literature, 2009

An opportunity to support healthcare businesses with strategic and operational improvements, through consulting services.

Deloitte Consulting, New York, NY
Summer Associate, Summer 2015

Identified and prioritized \$200M in growth opportunities for large medical device company within disaster response market. Created initial go-to-market plans and 5-year strategic forecast to realize opportunities. Sized U.S. market for Automated External Defibrillators and developed initial pricing model for new circular economy based sales strategy.

Advisory Board Company, Washington, DC
Senior Consultant, 2013-2014
Consultant, 2012-2013
Senior Analyst, 2011-2012
Analyst, 2010-2011
Research Associate, 2009-2010

Managed \$4.6M syndicated research product providing best practices for acute care management; achieved 170% revenue growth over three years. Clients included more than 300 hospitals and healthcare providers across 35 countries. Led 5 direct reports to produce 6 major research projects per year covering critical challenges such as length of stay reduction, quality improvement, medical staff engagement, and preventing readmissions. Achieved fast track promotions throughout tenure based on content expertise, highly-ranked project and team leadership, broad research and analytical skills, and top quartile client satisfaction scores.



Gil Kaminski

gil.kaminski.wg16@wharton.upenn.edu
Technion-Israel Institute of Technology,
Haifa, Israel
B.Sc., Cum Laude, Biomedical Engineering,
2005
University of Delaware, Newark, DE
M.S., The M.S. in Finance Program
Achievement Award, Finance, 2014

An opportunity to innovate in healthcare delivery and medical technology.

DaVita Healthcare Partners, Denver, CO
Redwoods Summer Associate, Summer 2015
Led a project designing a new operating model to facilitate integrated care management for dialysis patients. Evaluated a plurality of models through comprehensive primary research across stakeholders, as well as secondary data analysis.

Ashland Specialty Ingredients, Wilmington, DE
Corporate Associate,
Marketing and Innovation, 2013-2014
Identified new growth opportunities within the Medtech industry. Led primary research of clinicians and presented conclusions to VP of marketing.

Office of Economic Innovation and Partnerships, University of Delaware, Newark, DE
GA for Business Development, Technology Transfer and Entrepreneurship, 2012-2013
Assessed the commercial potential of University research and inventions, developed commercialization strategies, and assisted in negotiations of license agreements. Led the first three pilots for a new innovation initiative, called the "Spin In™" program; a partnership between the University and early stage start-ups. The program was later scaled.

Widemed, Herzliya, Israel
Algorithm Engineer, 2008-2011
Developed FDA approved technologies that analyze large data sets, and present meaningful information to clinicians.

Naval Medical Institute, Israel Defense Forces, Haifa, Israel
Brevet First Lieutenant, Research Officer, 2005-2008



Rimi Kawashima

satomi.kawashima.wg16@wharton.upenn.edu
University of Virginia, Charlottesville, Virginia
B.A., Economics and French, 2008

An opportunity in strategy or marketing within the biopharmaceutical sector.

Genentech, South San Francisco, CA
Forecasting and Business Analysis Intern, Summer 2015
Developed manufacturing forecast for high-profile pipeline product, Atezolizumab (anti-PDL1) ahead of its launch. Collaborated with cross-functional business partners and received key buy-in from senior leaders. Led development of Monte Carlo model incorporating competitive landscape, product positioning, and launch uptake uncertainties.

Cowen and Company/Oppenheimer & Co, New York, NY
Equity Research Associate Specializing in Healthcare Technology and Distribution, 2010-2014
Drove primary research analysis and worked hand-in-hand with managing director to determine stock ratings. Guided Cowen's clients through investment decisions, strengthening team's reputation for expertise in HCIT, PBMs, and Distributors. Spearheaded Cowen's first foray into drug retailer industry with initiation of coverage on CVS and Walgreens. Organized first-ever HCIT-focused panels at Cowen's healthcare conference.

Parker Global Strategies, Stamford, CT
Portfolio Analyst, 2008-2010
Provided Director of Research with daily, monthly, and quarterly hedge fund due diligence and analysis of firm exposure. Presented performance reports to firm senior management in weekly Portfolio Committee meetings. Attended manager meetings and industry conferences, and composed extensive meeting reports for Investment Committee members.



Justin Kuk

justin.kuk.wg16@wharton.upenn.edu
University of Toronto, Toronto, ON
B.Sc. Developmental Biology, 2007
Columbia University, New York, NY
MA. Biotechnology, 2010

An opportunity to combine my investing and business development experience to scale healthcare businesses through investment or operations.

Genentech, South San Francisco, CA
Global Product Strategy Intern, Summer 2015
Led a commercial assessment of an infectious disease mAb pipeline asset, including forecast on competitive landscape, pricing, epidemiology and manufacturing costs. Presented analysis to the global head of Strategic Insights for IND go.

Quadria Capital, Singapore
Private Equity Intern, Summer 2015
Authored an investment memo into a pharmaceutical distributor with valuation, returns analysis, growth opportunities, and company assessment. Developed investment thesis for outsourced pathology labs with country-by-country analysts and prospects profiled.

West Health Institute, San Diego, CA,
Business Development Manager 2012-2014
Led business development for an Xbox Kinect based approach to treat Autism. Supported venture capital activities for the \$100M West Health Investment Fund, focused on health IT and medical devices. Executed investments into RxAnte (acquire by Millennium), Glysens and Svelte Medical.

Rho Ventures, New York, NY
Venture Capital Analyst, 2010-2012
Performed due diligence, created financial models and assisted portfolio companies for a \$1.5B AUM venture capital firm. Supported biotechnology investments in Cara Therapeutics (Nasdaq: CARA), Nora Therapeutics.



Vignesh Kumar

vignesh.kumar.wg16@wharton.upenn.edu
University of Auckland, Auckland,
New Zealand
B.E., Magna Cum Laude, Biomedical
Engineering, 2010
M.E., Summa Cum Laude, Medical
Device Design, 2013

An opportunity to apply my consumer and health technology background to strategic and operational roles within industry.

Apple, Cupertino, CA

Global Supply Manager, MBA Intern,
Summer 2015

Directly responsible individual for design integration of next gen products. Managed vendor relationships across East Asia and spearheaded intellectual property and licensing discussions for new technologies. Developed cost and lead time impact models, and identified alternative manufacturing and sourcing methods, resulting in annualized cost savings of \$12M. Presented findings to group director and directly drove improvements to internal design of several Apple products.

BHL Group, Port Moresby, Papua New Guinea

Business Development Manager, 2013-2014

Led efforts in family firm to refocus marketing strategy for product offerings to mining, oil, and gas companies. Rebranding strategy increased annual revenues by \$1M.

Fisher & Paykel Healthcare, Auckland, New Zealand

Product Design Engineer/Project Leader,
2008-2013

Performed new product development and sector analysis within the medical device industry. Created 4 devices in the neonatal infant resuscitation space that generated an unprecedented \$700,000 in total sales revenue within 11 months of market release.



Casey D. Langwith

casey.langwith.wg16@wharton.upenn.edu
Rice University, Houston, TX
B.A., Magna Cum Laude, History
and Sociology, 2009

A strategic or operational role with a company focused on value-based care and innovative care delivery models.

Collaborative Health Systems (Universal American), White Plains, NY MBA Strategy Intern, Summer 2015

Created strategic roadmap and analytic tools to facilitate partnerships between high volume, high quality skilled nursing facilities and Collaborative Health Systems' 25 Medicare Accountable Care Organizations. Analyzed market and claims trends and interviewed 35+ internal and external stakeholders to identify opportunities to improve transitional care management.

The Lewin Group, Falls Church, VA

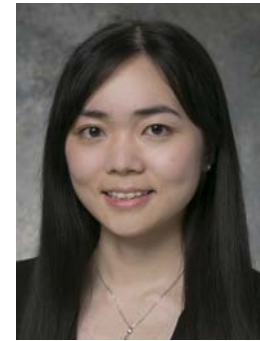
Research Consultant, 2012-2014
Senior Research Analyst, 2010-2012

Managed consulting team for core engagement focused on strategic design, expansion, and monitoring of West Virginia's \$395M Medicaid managed care program. For various clients, analyzed utilization, quality, and financial trends; conducted surveys, interviews, and focus groups; and assured compliance with federal and state regulations. Received top performance ratings in all annual reviews and worked one-on-one with CEO on special projects.

Department of Health Policy, George Washington University, Washington, DC

Research Assistant, 2009-2010

Co-authored 3 published reports on treatment, stigma, and economic costs of obesity for the STOP Obesity Alliance. Served as project manager for the 15-person research team.



Rong Li

rong.li.wg16@wharton.upenn.edu
Tsinghua University, Beijing, China
B.A., English and Economics, 2010
Stanford University, Stanford, CA
M.A., International Political Economics,
2012

An opportunity to develop business and help organizations to accelerate financial and social goals through investment and management.

UBS Investment Bank, New York, New York

Summer Associate, Summer 2015

Conducted extensive industry research and evaluated strategic and financial rationale to help prospective clients identify mergers and acquisitions opportunities. Built detailed financial models, performed valuation analyses, and conducted operational due-diligence in support of transaction negotiations.

World Bank, Washington, DC

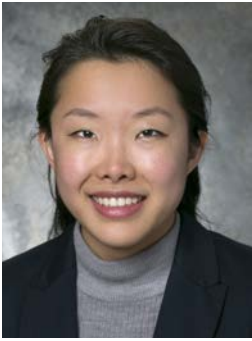
Analyst, 2012-2014

Conducted financial and economic analyses to assess public health investment projects financed by World Bank. Performed macro-economic and sector analyses and created research reports to support government policy dialogue. Monitored investment project implementation, identified problems, and created solutions to drive effectiveness.

International Finance Corporation, Washington, DC

Summer Intern, Summer 2011

Constructed analytical tools to measure efficiency and stringency of business regulations for small and medium-size companies across 185 economies. Interviewed company management and managed client relations.



Yi Liao

yi.liao.wg16@wharton.upenn.edu
Princeton University, Princeton, NJ
A.B., Cum Laude, Chemistry, 2011

Seeking high impact opportunity to operate and grow innovative healthcare businesses.

Medtronic, Minneapolis, MN

Corporate Strategy Associate, Summer 2015
Unified Latin America senior leadership around new global channel management initiative; helped craft strategic vision and 5-year execution plan. Built a consolidated sales database and performed rigorous analyses on channel margins, market opportunity, and sales force productivity. Developed a custom heat map tool enabling 11 therapeutic divisions to critically assess top customers and distributors to drive targeted growth in direct-to-hospital business.

IBM Strategy & Analytics, New York, NY

Senior Consultant, 2013-2014
Consultant, 2011-2013

Led multiple strategy and technical teams to successfully pilot the Otsuka Digital Health solution to South Florida's behavioral health network. Formulated go-to-market strategy, business requirements, system design recommendations, and use cases in areas of care coordination, patient predictive analytics, and utilization management. Coordinated 9 functional teams and revamped budget/resourcing model as program management for \$24M ERP implementation. Produced multimedia deliverables in customer experience blueprint for premier domestic airline. Developed essential content for Smarter Care proposals, realizing \$20M+ new business. Earned Outstanding Contributor Award, Service Delivery Excellence Award, and top annual ratings for all 3 years.



Joao Lima Neto

joao.lima.neto.wg16@wharton.upenn.edu
IBMEC, Belo Horizonte, Brazil
B.A., Economics, 2010
Ecole de Management de Normandie, Caen, France
B.A., Business, 2009

An entrepreneurial opportunity in which I could combine my investment and management experiences to build leading healthcare businesses.

Grupo Oncoclinicas, Sao Paulo, Brasil

Corporate Development Intern, Summer 2015

Advised executive and board directors on 6 M&A transactions opportunities, leading a +\$500M revenue target transaction in specialty drug market.

RB Capital Asset Management, Sao Paulo, Brasil

Senior Analyst, 2013 - 2014

Conducted negotiations, analyses, and presentations to investors, such as banks and Brazilian biggest pension funds, originating more than \$200M in structured debt and equity operations.

Redemed Group, Bahia, Brasil

Manager, 2012-2013

Conducted the development of a prescription drug plan and the corporate restructuring of Redemed Group.

Itau Bank, Sao Paulo, Brasil

M&A Analyst, 2011-2012

Led project of Itau's Pre Paid card platform and the renegotiation of Joint Venture contract with Brazilian retailer Magazine Luiza; led support of commercial departments at all stages of an M&A deal, such as interaction with partners/targets. Underwent rotational program, including extensive training, coaching and mentoring with bank executives and board members.



Ryan Limor

ryan.limor.wg16@wharton.upenn.edu
The Schreyer Honors College, Pennsylvania State University, University City, PA
B.S., with High Distinction, Finance and Economics, 2009

An opportunity to build on my product management experience to create products that revolutionize how healthcare is delivered.

Castlight Health, San Francisco, CA

Product Management Intern, Summer 2015

Managed, designed, and developed product enhancement initiatives on Castlight's Pulse, Rewards, and Quality products. Responsible for managing scrum team over a 2-week sprint to re-design the Rewards platform to create a more engaging user experience and drive healthcare consumerism. Managed Pulse QA team during data integrity analyses and prioritized bug fixes in preparation for launch deadline. Presented detailed research on improvements to the Quality platform to the VP of Product, proposing the inclusion of critical data sources and design improvements on the data presentation to the end-user.

GI Partners, San Francisco, CA

Private Equity Associate, 2012-2014

Engaged in every aspect of investment process including: idea generation; valuation; thorough operational, financial, accounting, legal, and regulatory due diligence; and collaboration with companies' senior management. Executed transactions in post-acute (Plum Healthcare), data centers (Peak10), and broadband (Wave Broadband) sectors.

Goldman Sachs, New York, NY

Healthcare M&A Investment Banking Analyst, 2010-2012

Executed financial models to assess M&A transactions and capital structure alternatives. Advised Human Genome Sciences, Inc. (NYSE: HGS) on its sale to GlaxoSmithKline for \$3.6B.



Josh R. Magid

joshua.magid.wg16@wharton.upenn.edu
Brandeis University, Waltham, MA
B.A., Magna Cum Laude, Economics, 2010
M.A., with Distinction, Finance, 2011

An opportunity to build successful healthcare businesses through financial and strategic advisory.

Evercore, New York, NY

M&A Summer Associate, Summer 2015

Provided M&A advisory across a range of industries. Advised and performed financial analysis for a health IT company on an \$80M debt financing. Led the preparation of a dual-track pitchbook for a biotechnology company. Also completed in-depth analysis on a potential spin-off and sale leaseback of vessels for a shipping client and evaluated a potential spin-off of real estate assets into a REIT for a leading leisure and gaming client.

JSB-Partners, Waltham, MA

Associate, 2013-2014

Analyst, 2011-2013

Managed sell-side licensing projects for a diverse set of clients in the biopharmaceutical sector. Formulated pitch and advisory strategies, developed financial models and delivered presentations. Executed multiple transactions, including an asset sale of NeurogesX's pain drugs to Acorda, an option agreement for a preclinical diabetes treatment and the licensing of a product to treat rare blood cancers.



Vidur Mahajan M.D.

vidur.mahajan.wg16@wharton.upenn.edu
L.T.M. Medical College, Mumbai, India
Bachelor of Medicine & Bachelor of Surgery (M.B.B.S.-M.D. equivalent), 2009

An opportunity to improve access and affordability of healthcare services through technology and financial innovation.

A.T. Kearney, New York, NY

Associate, Summer 2015

Developed value chain flexibility initiatives for a major contact lens manufacturer. Work-stream included mapping current process flow, formulating a cost and complexity baseline, and communicating results to client representatives.

Mahajan Imaging, New Delhi, India

Associate Director, 2010-2014

Evaluated and implemented projects, started new revenue streams, and optimized day-to-day operations of India's leading medical imaging provider to grow annual revenue growth rate from 10% to 20%. Started two facilities with an investment value of \$6.5M and team size of 80; achieved operational break-even within 6 months through novel marketing techniques. Developed a business vertical focused on providing services for research to universities, pharmaceutical companies, and medical device manufacturers; booked revenue of \$500,000 in first year. Led strategic investments into two startups.

Sir Ganga Ram Hospital, New Delhi & L.T.M. General Hospital, Mumbai, India

Medical Intern, 2009-2010

Ran a general medicine clinic in rural India, trained hospital staff, and received hands on training in various sub-specialties of medicine and surgery.



Mariam Z. Malik

mariam.malik.wg16@wharton.upenn.edu
University of California, Berkeley, CA
B.S., High Honors, Business Administration, 2010

An opportunity to work in a passionate healthcare services team, with a focus on short and long term growth strategy and business development.

1DocWay, New York, NY

Product Manager, Summer 2015

Led development of new product features on telemedicine platform to improve user experience and growth potential of the company. Defined business criteria and technical requirements for the CTO, developers, and designer. Initiated and managed creation of a new product to streamline patient transfers from ERs to psychiatric facilities.

Mack Institute for Innovation & Biomedical Research Education Foundation, Philadelphia, PA

M.B.A. Research Fellow, Summer 2015

Drafted a business plan and financial model for an educational and community forum platform targeted at mental health professionals in isolated private practices. Plan received interest from Mayo Clinic and was selected for further expansion.

L.E.K. Consulting, San Francisco, CA

Senior Associate Consultant & Healthcare Specialist, 2013-2014

Associate Consultant & Healthcare Specialist, 2012-2013

Associate, 2010-2012

Strategy consultant focused on healthcare service clients such as payers, providers, pharmaceuticals, and health technology companies. Projects spanned new product strategy development, market entry and growth strategy, market landscape assessments, financial turnarounds, and international expansion.



Matthew C. Nix

matthew.nix.wg16@wharton.upenn.edu
Tufts University, Medford, MA
B.A., Cum Laude, Mathematics
& Quantitative Economics, 2009

An opportunity to improve the delivery of health care services.

The Chartis Group, Boston, MA

Summer Consultant, Summer 2015

Worked with leadership of a leading AMC-based ACO to identify their next set of strategic priorities as the value-based care landscape matures in their market; worked with leadership of a nascent clinically integrated network to develop and implement a detailed set of project plans to enable their network to begin to assume risk.

athenahealth, Watertown, MA

Analytics Manager, 2013-2014

Quantitative Research Associate, 2011-2013

Led data science team supporting athenahealth's Research, Marketing, and Sales departments. Projects included creating a data-based section of athenahealth's company blog, building a syndromic surveillance system that is now supporting several public health departments and researchers across the country, developing an app that shows the wide range in contracted rates for many outpatient procedures, and leading a hackathon team at Health Datapalooza in DC.

Genscape, Boston, MA

Analyst II, Western Power Markets, 2010-2011

Analyst I, Western Power Markets, 2009-2010

Provided daily market guidance; developed and released a significant new product and automated daily processes.



Matthew C. Ostrup

matthew.ostrup.wg16@wharton.upenn.edu
Bowdoin College, Brunswick, ME
A.B., Government & Legal Studies, 2010
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2016

An opportunity to combine my clinical and business experiences to transform the healthcare landscape through advisory services or investing.

Bank of America Merrill Lynch, New York, NY

Summer Associate, Healthcare Investment Banking, Summer 2015

Managed buy-side due diligence process and assisted with financial modeling of St. Jude Medical's \$3.4B acquisition of Thoratec Corporation. Conducted due diligence for a gene therapy IPO, a dialysis services IPO and various client meetings.

Hospital of the University of Pennsylvania, Philadelphia, PA

Neurosurgical Clinical Research Division, Summer 2012

Conducted research on the use of prostaglandins in patients with severe neurological injuries. Assisted neurosurgical residents with the collection and interpretation of data.

California State Senator Mark Wyland, Carlsbad, CA

Legislative Aide, 2010-2011

Assisted the Senator and district office staff with constituent relations and daily operations. Represented the Senator at constituent functions during his re-election campaign.



Kyung Woo (KW) Park, M.D., Ph.D.

kyung.park.wg16@wharton.upenn.edu
Seoul National University, College of Medicine, Seoul, Korea
M.D., 1998
Seoul National University, Graduate School of Medicine, Seoul, Korea
Ph.D., Medical Science (Cardiovascular Medicine) 2008

An opportunity to combine my clinical and business experiences to manage hospital systems and transform care delivery to improve quality and outcomes.

McKinsey & Company, Summit, NJ

Summer Associate, Summer 2015

Consultant on a state healthcare reform project (State Innovation Model). Designed strategy and implementation plans for integration of behavioral health care services into primary care and vice versa, and for coordination of care and pre-discharge care plans.

Seoul National University Hospital, Seoul, Korea

Associate Professor, Department of Internal Medicine Cardiovascular Center, 2012-current

Executive Director, International Healthcare Center, 2012-2014

As administrator, transformed slowest growing center in health system to the fastest in four years by expanding market to the Middle East, Russia & CIS, and Mongolia. Led team of 3 consultants and 4 physicians in restructuring the hospital's 36-year-old organizational structure while serving on the Board of Future Strategy. As clinician, supervised team of interventional cardiologists, physician assistants, nurses, technicians, and support staff to treat 4,800 patients/year with cardiovascular diseases using minimally invasive therapies. Author of more than 100 research studies published in *Lancet*, *Circulation*, *JACC*, and other peer-reviewed medical journals; cited over 4,815 times by other physicians and scientists worldwide.



Christian Peña

christian.pena.wg16@wharton.upenn.edu
Brigham Young University, Provo, UT
B.A. with Honors, English, 2010

An operational or investment opportunity focused on building successful senior care and housing businesses.

J.P. Morgan, New York, NY

Summer Associate, Health Care Investment Banking, Summer 2015

Executed \$7B M&A transaction and conducted financial analysis and process support for capital structure alternatives for mid- to large-cap biotechnology, healthcare services and healthcare information technology companies. Performed financial and strategic analysis for industry leading PE-backed senior care operating company.

Leavitt Partners, Salt Lake City, UT and Washington, D.C.

*Senior Consulting Associate, 2012-2014
Strategic Analyst, 2011-2012*

Oversaw client relationships representing more than \$1M annual revenue for firm including role as primary analyst supporting relationship with \$6B private equity firm where I performed competitive analysis for \$300M acquisition of skilled nursing company and directed two federal grant applications for \$400M portfolio company.

Ensign Group, San Diego, CA

Licensed Nursing Home Administrator, 2010-2011

Oversaw operations of 152-bed nursing facility with 200 employees and \$18M annual revenue at 20% operating margin. Redirected suboptimal and costly physical therapy staff productivity levels toward a marketing initiative offering exercise classes in the community, which resulted in 400% revenue growth of outpatient rehabilitation services.



Giulia Peterlongo

giulia.peterlongo.wg16@wharton.upenn.edu
Bocconi University, Milan, Italy
B.S., Cum Laude, International Economics and Management, 2008
London School of Economics and Political Sciences, London, UK
M.Sc., European Political Economy, 2009

An opportunity to work on a dynamic team within health care services, with responsibility for both clinical operations and near-term strategy.

DaVita HealthCare Partners, Denver, CO

Redwoods Summer Associate, Summer 2015

Led a project articulating the fee-for-service strategy for the Southern California market. Developed a fact base on the fee-for-service business, including size of the market, profitability, and existing billing and collection processes. Identified opportunities to improve revenue cycle management, streamline processes, and adequately serve fee-for-service patients in the region.

McKinsey & Company, London, UK

Junior Specialist, Healthcare practice, 2013-2014

Coordinator, Healthcare practice, 2012-2013

Strategy consultant in the healthcare services and pharmaceutical sectors. Project examples include identifying improvement opportunities along disease pathways, such as colorectal, prostate, and breast cancer, on behalf of regional health systems from across the world (e.g. Australia, Europe, Asia). Assisting large pharmaceutical companies during the competitive launch of blockbuster oncology products, including the development of patient support programs and prevention programs.

Matrix Insight Ltd, London, UK

*Senior Consultant, 2010-2012
Consultant, 2009-2010*

Policy consultant for a boutique firm serving governmental institutions of the European Union (e.g. European Commission, European Parliament) across sectors. Responsible for management, business development, and budgeting of the healthcare practice.



Patrick J. Purdy, III

patrick.purdy.wg16@wharton.upenn.edu
Yale University, New Haven, CT
B.S., Biology, 2007

An opportunity to build leading healthcare businesses through investment or management.

athenahealth, Watertown, MA

More Disruption Please ("MDP") Marketplace Operations Intern, Summer 2015

Evaluated organizational structure and processes, identifying barriers to achieve revenue targets and to operationalize at scale. Designed sales tool to identify partner solutions that would optimize practice/hospital financial and operational performance. Examined revenue reporting and collection systems and provided recommendations on restructured, scalable system that would enhance profitability, improve financial visibility and enhance speed of payments by 300%.

SWF Capital Partners, Rye, NY

Private Equity Associate, 2012-2014

Performed due diligence, created financial models, and partnered with portfolio company executives for private equity firm. Executed transaction for an inspection company (filtec) and evaluated numerous other terminated transactions, including those for a bio-analytical laboratory business and a quality control solutions for point-of-care diagnostics business.

Sagent Advisors, San Francisco, CA

Healthcare Investment Banking Analyst, 2010-2012

Built financial models to assess M&A transactions and capital structure alternatives.

Euro RSCG Life, New York, NY

Strategy Analyst, 2007-2010

In-house marketing consultant for pharmaceutical advertising agency. Conducted primary research with physicians, patients and managed care executives to gain market and brand insights.



Ankur Rathi

ankur.rathi.wg16@wharton.upenn.edu
University of Illinois, Urbana, IL
B.S., High Honors, Finance and Accountancy,
2008

An opportunity in private equity to identify, build and transform market-leading healthcare companies.

DDJ Capital Management, Waltham, MA
Summer Research Analyst, Summer 2015
Completed diligence and presented high yield bond opportunities across healthcare and TMT. Developed and presented cable industry update generating \$25M investment into regional cable operator's unsecured notes. Successfully pitched investment committee on \$100M investment into HoldCo PIK notes for leading wound care company.

Riverside Partners, Boston, MA
Private Equity Associate, 2012-2014
Negotiated and executed 4 M&A and 3 financing transactions for healthcare and technology focused private equity firm. Executed transactions in healthcare IT (Stinger Medical), IT staffing (Eliassen Group) and tech enabled services (Welocalize). Partnered with management on strategic initiatives, such as European expansion strategy.

Allstate Investments, Northbrook, IL
Private Equity Associate, 2010-2012
Sourced, underwrote and structured 12 new investments (fund of funds) averaging \$75M in U.S. and Latin America. Developed Latin American private equity strategy – through macroeconomic research, on-the-ground market diligence, investment sourcing and underwriting – resulting in 3 investments totaling \$150M.

BMO Capital Markets, Chicago, IL
Investment Banking Analyst – M&A, 2008-2010
Participated in 10 M&A transactions ranging from \$100M to \$2B.



Rishi N. Reddy

rishi.reddy.wg16@wharton.upenn.edu
Babson College, Wellesley, MA
B.S., Summa Cum Laude, Management, 2009

An opportunity to drive healthcare innovation through entrepreneurial endeavors.

Navigation Health, Los Angeles, CA
Co-Founder and Advisor, 2015-Present
Conceptualized and launched healthcare startup that leverages technology to enable patients seeking medical treatment abroad to search, compare and connect with internationally accredited hospitals.

Universal Updater, Houston, TX
Interim CEO / Consultant, 2013-2014
Served as CEO for an emerging healthcare technology start-up focused on a patent-pending mobile messaging technology to update patients' families throughout surgery.

DigiPath Solutions, Houston, TX
CEO and Founder, 2010-2012
Developed and executed unique business plan focused on implementing innovative digital pathology technologies into routine clinical practice, which eventually grew to over seven figures in revenue.

Harris Williams & Co., Boston, MA
Investment Banking Analyst, 2009-2010
Worked with senior professionals in executing middle-market transactions, including mergers and acquisitions and private capital raises within the technology sector.



E. Brooks Riley

elizabeth.riley.wg16@wharton.upenn.edu
Stanford University, Stanford, CA
B.A., Human Biology with Honors in Science Technology and Society, 2008
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2016

An opportunity to combine my clinical and business experiences to transform care delivery to improve quality and outcomes.

The Children's Hospital of Philadelphia, Philadelphia, PA
LEND Fellow, Summer 2015
Examined issues of cost, value, and quality in pediatrics care with a focus on the cost effectiveness of an intensive CPAP program, the value of telehealth in Cystic Fibrosis treatment, and the variability and cost of pediatric kidney stone treatment.

Botswana-UPENN Partnership, Gabarone, Botswana
Telemedicine Researcher, Summer 2012
Coordinated a group of 5 investigators to develop an application for iPhone and Android to translate medical terminology between English and Setswana, the native language of Botswana.

Center for Health Incentives, University of Pennsylvania, Philadelphia, PA
Clinical Research Coordinator, 2010-2011
Worked with a Principal Investigator to execute and coordinate a clinical research study that examined how financial incentives affect the daily use of home health monitoring devices in the treatment of diabetes and hypertension. Facilitated the design and implementation of a mobile health platform, Way to Health.



Philippa L. Rock, Ph.D.

philippa.rock.wg16@wharton.upenn.edu
University of Cambridge, Cambridge, UK
B.A., Honors, Natural Sciences, 2007
University of Oxford, Oxford, UK
Ph.D., Psychiatry, 2010

An opportunity to work at the intersection between healthcare and technology and to develop innovative strategies or products that improve the mental and physical wellbeing of society.

Biogen, Cambridge, MA

MBA Intern, Global Commercial Strategy, Summer 2015

Led a project assessing the commercial value drivers and barriers for cognition in multiple sclerosis. Delivered a strategic recommendation to position Biogen as a "brain health" company by influencing pipeline product development, life cycle management and corporate brand development, including a novel approach to beyond-the-pill activities.

Cambridge Cognition, Cambridge, UK (Global provider of computerized cognitive tests)

Senior Scientist, 2013-2014

Scientist, 2010-2013

Scientific consultant advising pharmaceutical companies on cognitive assessment in drug development. Managed Operational Science team and collaborated cross-functionally during prospecting and project delivery for 18 studies. Established U.S. office in January 2014 alongside new Chief Commercial Officer. Analyzed pharmaceutical business to identify two new customer segments, leading to an increase in total addressable market size from \$36M to \$86M. Led design of Cantab Connect product, resulting in 60% faster assessment than standard product and enabling self-administration of tests.



Alex R. Rosen

alex.rosen.wg16@wharton.upenn.edu
Princeton University, Princeton, NJ
A.B., Summa Cum Laude, Phi Beta Kappa, Economics, 2011
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, Alpha Omega Alpha, 2016

An opportunity to integrate my medical and business experience to solve challenging problems in health care.

Regeneron Pharmaceuticals, Tarrytown, NY

Business Development Intern, Summer 2015

Conducted scientific and regulatory due diligence and financial analysis and valuation of 5 antibodies, drug discovery platforms, and other assets. Presented recommendations to the CEO, SVP of Strategy, and senior commercial leaders. Led teams of research and clinical personnel to establish 5 pilot studies with potential partners.

McKinsey & Company, Summit, NJ

MD Rotation Summer Associate, Summer 2014

Identified root causes for increases in a large healthcare system client's spend in a hospital division. Recommended and prioritized 40+ solutions. Led phone interviews with key opinion leaders and designed a survey of hospital administrators.

Center for Healthcare Improvement & Patient Safety, Philadelphia, PA

Medical Student Research Fellow, Summer 2012

Conducted a quality improvement intervention for intravenous antibiotic therapy, leading to a publication in a research journal. Designed other health services research studies, including modeling patient flow through hospitals and assessing provider workload.



Kendall E. Rugg

kendall.rugg.wg16@wharton.upenn.edu
Georgetown University, Washington, DC
B.S.F.S., Summa Cum Laude, International Economics, 2009
Johns Hopkins University, Baltimore, MD
M.A., Economics, 2011

An opportunity in strategy or operations with an emphasis in health care delivery.

Kaiser Permanente, Oakland, CA

Performance Excellence Consultant, Summer 2015

Internal consultant for Kaiser Foundation Hospital and Health Plan. Led design and pilot of a regional process to refer, evaluate, and resolve region-wide patient safety issues. Redesigned mechanism to track and assess more than 25 local care management pilots for patients with complex needs. Observed and tracked inpatient discharges at a KP hospital, identifying process variation as part of a throughput assessment.

Deloitte Consulting, McLean, VA

Consultant, 2013-2014

Business Analyst, 2011-2013

Strategy and operations consultant for healthcare clients, including hospital systems, health plans, and pharmacies. Project work consisted of growth strategy and strategic planning as well as operational improvement and process design. Projects highlights: (1) directed market assessment on new medication offerings for specialty pharmacy, identifying \$12M in profit improvement and (2) led workstream to redesign an outpatient charge capture process in a hospital system to improve net revenue by \$3M.



Deepa D. Shah

deepa.shah.wg16@wharton.upenn.edu
University of California-Berkeley, Berkeley, CA
B.S., Business Administration, B.A.,
Political Science, 2005

An opportunity to build new care models that enable providers to manage risk across populations, deliver more accountable care, and successfully shift their business to focus on value.

North Shore-LIJ Health System, New York, NY

Care Solutions Intern, Summer 2015

Influenced the development of nascent care management activities into an integrated, proactive operation that could effectively manage population risk. Expanded Medicare bundled payments for joint replacements to new hospitals.

The Permanente Medical Group, Oakland, CA

Senior Managerial Consultant, 2014
Senior Consulting Associate and Managerial Consultant, 2011-2013

Led large cross-functional teams in building home-grown population health technology and workflows to improve outcomes and service delivered to 600,000 commercial and Medicare patients with chronic conditions. Managed 2 junior consultants and 1 intern in developing and executing quality and population care strategies.

Ross Stores Inc., New York, NY

Senior Strategy Analyst, 2008-2010

Uncovered \$4M in annual markdown savings by tracking demand by size. Built size-based purchasing and distributing operations and presented initiative to shareholders as top merchandising strategy.

Archstone Consulting, New York, NY

Senior Analyst, 2006-2008
Analyst, 2005

Strategy consultant on various insurance and life sciences projects.



Vinay M. Shah

vinay.shah.wg16@wharton.upenn.edu
Princeton University, Princeton, NJ
A.B., Woodrow Wilson School of
Public and International Affairs, 2009

An opportunity to invest in or manage innovative healthcare businesses.

Sherpa Clinical, Philadelphia, PA

Founder & CEO, 2015

Founded technology company focused on improving clinical trials process. Assembled team of designers, developers, and business professionals. Led team through concept creation, product design, initial sales, and product refinement.

Longitude Capital, Menlo Park, CA

Senior Analyst, 2012-2014

Worked directly with partners at healthcare-focused investment firm with more than \$700M in assets under management. Responsibilities included investment sourcing, due diligence (technical, commercial, financial, legal), and portfolio company support. Co-developed strategy for firm expansion into healthcare information technology. Experience across multiple healthcare subsectors (life sciences, healthcare IT, healthcare services) and deal types (venture capital, growth equity, buyout, public investments). Participated in all investment committee and management team meetings. Fund earned top-decile returns relative to venture capital benchmark.

Bain & Company, San Francisco, CA

Associate Consultant, 2010-2012

Project experience included sales strategy for pharmaceutical distributor as well as due diligence and strategy for private equity investment firms (year-long rotation in private equity group). Performance assessed as "strong with upward trajectory." Led West Coast recruiting efforts for Princeton undergraduates.



Stacy E. Shelden

stacy.shelden.wg16@wharton.upenn.edu
Georgetown University, Washington, DC
B.S., Cum Laude, International Politics, 2009

An opportunity to work on a dynamic team within health care services or healthcare providers, with responsibility for both clinical operations and near-term strategy.

Cedars Sinai Health System, Los Angeles, CA

Clinical Transformation Intern, Summer 2015

Led a project exploring opportunities to pilot the use of patient-generated health data throughout the health system. Determined clinical use cases through extensive secondary research and interviews with key stakeholders throughout Cedars. Presented pilot project recommendations to senior health system leaders and designed two pilot programs for implementation.

Accenture, LLP, Washington DC

Strategy Manager, 2014

Strategy Consultant, 2011-2014

Strategy Business Analyst, 2009-2011

Strategy consultant across sectors with a focus on healthcare. Worked with providers, pharmacy benefits management (PBM) companies, payers, non-profits, and telecommunications companies to design and implement growth and operational strategies, with a specific focus on patient access and patient/consumer engagement. Served as Campus Lead for Georgetown recruiting team.



Vijay Singh

vijay.singh.wg16@wharton.upenn.edu
Duke University, Durham, NC
B.S., Computer Science, 2007

An opportunity to help build leading healthcare organizations through management consulting and private equity.

Boston Consulting Group, New York, NY *Consultant, Summer 2015*

Developed growth strategy for global biotechnology company with \$230M in revenue. Identified \$140M in new revenue opportunities across market growth, government contracts, and technology transfer deals over the next 5 years. Reprioritized R&D opportunities to improve management focus.

BelHealth Investment Partners, New York, NY

Pre-MBA Associate, Summer 2014

Evaluated 50 investment targets; down-selected to 2, leading to acquisition discussions for generics pharmaceutical firm (\$26M EV). For one diagnostics portfolio company, evaluated market opportunities and accelerated implementation of laboratory management platform 10%.

Renewal Care Partners, New York, NY *CTO, 2013-2014*

Developed products to improve quality of homecare services delivered. Improved recruiting efficiency 40%, enabling firm to overcome headcount-related growth constraints. Led team to pursue \$250K in external business development funding. Improved branding among referral partners, increasing online traffic 500%.

Bridgewater Associates, Westport, CT *Technology Support Associate, 2008-2013*

Key technologist for 30+ technology platforms; improved 10+ departments' capabilities through business case alignment with investment clients. Won Most Valuable Player award (2012) for improving one platform's service quality 50% to 400+ internal clients. Ranked in top 5% for management acumen.



Jessica J. Son, M.D.

jessica.son.wg16@wharton.upenn.edu
Harvard College, Cambridge, MA
A.B. Cum Laude, English and American Language and Literature, 2004
Columbia University College of Physicians and Surgeons, New York, NY
Doctor of Medicine, 2010

An opportunity to leverage clinical knowledge and physician practice management to direct health care services organizational strategy at the intersection of operations and finance.

Mount Sinai Health System, New York, NY

Associate to the CFO, Summer 2015

Headed long-term project to integrate highly fragmented patient billing and financial services post merger. Redesigned and standardized patient friendly hospital bill to increase transparency across all entities in health system. Launched unified website to streamline financial policies, improve accessibility to information, and increase ease of making payments to increase collections.

D*O*C*S Medical, New York, NY

Medical Director, Board Certified Licensed Physician, 2013-2014

Managed large multispecialty practice to provide effective, comprehensive, quality care. Created policy for fair and timely collection of fees for services provided, increasing collections from 73% to 94%. Led transition to ICD10 to minimize potential revenue loss with new coding system. Maintained active clinical duties 40 hours/week.

New York Presbyterian Hospital, New York, NY

Medical Resident, Department of Internal Medicine, 2010-2013

Managed, led, guided, and trained teams of junior physicians and medical students regarding patient care, application of medical knowledge, interpersonal skills, systems-based practice and professionalism.



Bret Tenenhaus

bret.tenenhaus.wg16@wharton.upenn.edu
Dartmouth College, Hanover, NH
A.B., Summa Cum Laude, Economics, 2009

An opportunity to grow healthcare services businesses, whether as an investor or operator.

Remedy Partners, Darien, CT

MBA Intern, Hospital Medicine Partnership Team, Strategy Team, Summer 2015

Led bundle selection process and oversaw operational launch, including physician education and technology training, for hospitalist group's \$10M program in CMS' Bundled Payments for Care Improvement (BPCI) Initiative. Created sales pitch decks and financial models for a contemplated accountable care organization.

General Atlantic, New York, NY

Private Equity Associate, Internet & Technology Group, 2012-2014

Evaluated new investments and monitored portfolio companies for growth equity firm with \$18B of capital under management. Initiated and led prospecting meetings and due diligence meetings with CEOs of high growth companies. Executed majority investment in an online retailer, revamping the company's financial model, developing KPI dashboards, and working alongside the CEO, CFO, and CMO to formulate new strategic initiatives.

Goldman Sachs, New York, NY

Healthcare Investment Banking Analyst, 2009-2012

Advised on and executed M&A transactions and equity and debt financings for clients across the healthcare industry, including Johnson & Johnson's \$21B acquisition of Synthes and ExamWorks' \$190M initial public offering.



Michael P. Thorsen

michael.thorsen.wg16@wharton.upenn.edu
Northwestern University, Evanston, IL
B.A., Political Science, 2008
Columbia University, New York, NY
M.Sc., Real Estate, 2012

An opportunity to combine my professional and personal experiences to invest in senior care facilities or advise healthcare businesses on capital structure and financial transactions.

Bank of America Merrill Lynch, Los Angeles, CA

Summer Associate, Investment Banking, Summer 2015

Executed financial models to assess M&A transactions and capital structure alternatives. Lead Associate on \$400M High-Yield debt offering and prepared LevFin Committee Group memo. Prepared Rating Agency Presentation, benchmarking analysis and market update presentations for clients.

Amyloidosis Support Groups, Los Angeles, CA

Leadership Committee, 2013-Present

Amyloidosis Support Groups is a national 501(c)(3) organization dedicated to providing educational and support services to patients and family members affected by Amyloidosis, a rare blood disease. Assist in organization and planning of events across all chapters across the U.S. Former leader of Southern California chapter, the organization's largest chapter.

AEW Capital Management, Los Angeles, CA

Associate, 2012-2014

Prepared cash flow models, quarterly valuations, debt valuations, operational and capital structure sensitivity analyses, and financial reports for \$1B in real estate assets. Evaluated and executed asset financings, restructuring of assets, and disposition of assets (\$350M in financings and sales).



Andrew A. Tiffin

andrew.tiffin.wg16@wharton.upenn.edu
Queen's University, Kingston, ON
B.Comm, Dean's List with Distinction, Finance, 2010

An opportunity to help accelerate growth in a Canadian health care services business.

Apple, Cupertino, CA

iPhone Operations Associate, Summer 2015

Built an improved Master Production Schedule for the iPhone 6, 6 Plus, and 5S models that allowed the Global Operations team to better plan site capacities during the peak product launch period. Worked cross-functionally with the Materials, Engineering, IT, and APAC factory teams to ensure the new Production Schedule incorporated the necessary inputs and site constraints.

Monitor Deloitte, Toronto, ON

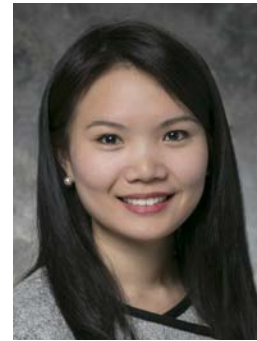
Senior Consultant, 2012-2014

Strategy consultant across sectors, with healthcare clients in claims administration and pharmaceuticals. Developed and executed a \$15M pilot program and obtained Board support for a new Health & Wellness business for a leading national payer that will be rolled out to 3M people. Recognized for performance in the top 10% of class globally and acted as a Career Development Adviser for two junior colleagues.

The Monitor Group, Toronto, ON

Consultant, 2010-2012

Strategy consultant across sectors, with healthcare clients in pharmaceuticals and medical devices. Project example includes designing the U.S., EMEA and Chinese launch strategy for a market-changing schizophrenia drug with sales of more than \$500M while working directly with 20 national program leaders. Led the Canadian undergrad and summer internship programs.



Athena Tsai

athena.tsai.wg16@wharton.upenn.edu
University of Chicago, Chicago, IL
B.A., General Honors, Economics & Psychology, 2010

An opportunity to grow healthcare businesses in developing countries through investment.

Nomura International, Hong Kong

IBD Summer Associate, Summer 2015

Studied 17 sponsor-held healthcare assets in Greater China and analyzed relevant exit strategies; assisted a major Chinese healthcare player in seeking JV opportunities in Japan; assisted in convincing a Japanese holding company to carve out its Hong Kong subsidiary for an IPO to be completed in 2016.

Aries International Partners, Taipei, Taiwan

Manager, 2013-2014

Initiated investment opportunities, developed analytical screening tools and managed due diligence processes across healthcare and consumer retail sectors. Originated an investment of a high-end private hospital with 200 beds in Beijing and put together an executive board of 5 experts.

PricewaterhouseCoopers, Taipei, Taiwan

Senior Associate, 2012-2013

Associate, 2010-2012

Advised clients on financing and M&A activities. Spearheaded the first Taiwan healthcare industry report as part of firm's practice initiative. Evaluated a long-term care facility chain which aspired to increase number of beds tenfold in 4 years through acquisitions. Devised a deal structure for ANZ Group's \$400M non-performing loan sale and achieved the highest return (~5%) among similar deals on the market (3%-4%).



Neil K. Vangala

neil.vangala.wg16@wharton.upenn.edu
Brown University, Providence, RI
AB, Economics, 2009

An opportunity to build a leading healthcare company through investment or operations.

IntelligenceMD, San Francisco, CA

Co-Founder, Summer 2015

Partnered with faculty advisor to build lead generation software for independent medical practices.

Genstar Capital, San Francisco, CA

Private Equity Associate, 2011-2013

Evaluated and executed healthcare investments for \$5B private equity fund. Played significant role in acquisition and ongoing management of ERT, Evolution1, AssetMark, Altegris, and Granite.

Deutsche Bank, New York, NY

Investment Banking Analyst, 2009-2011

Advised Fortune 100 healthcare companies on mergers and acquisitions. Played key role in advising CD&R in their acquisition of Emergency Medical Services (\$3.2B), and in the sale of US Oncology to McKesson (\$2.2B).



Julian D. Vogel

julian.vogel.wg16@wharton.upenn.edu
University of St. Gallen, Switzerland
B.A., Business Administration, 2009

An entrepreneurial opportunity to address healthcare challenges via technology innovations.

Dovetail Genomics LLC, Santa Cruz, CA

Product Marketing Intern, Summer 2015

Conducted extensive primary and secondary research to develop marketing plan to support the commercial launch of the firm's first product — Genome Assembly Service, which was targeted at the scientific and agriculture industry.

HLM Venture Partners, San Francisco, CA

Summer Project, Summer 2015

Developed investment thesis within the health IT sector and identified potential investment opportunities.

Buurtzorg Neighborhood Care, Greater China

Co-Founder, 2014-2015

Developed an in-home nursing company to operate across Asia including Japan, China, Korea, and Singapore. Identified investors and supported fund raising of \$1.7M for the first year of operations.

SCA -Svenska Cellulosa Aktiebolaget, Asia Pacific

Project Manager, 2010-2014

Conducted 200+ interviews to establish new top-down organizational structure with specific FTE targets for post-merger integration project. Developed financial model for establishment of green-field factory through joint venture.



Shalina Wadhvani

shalina.wadhvani.wg16@wharton.upenn.edu
George Washington University,
Washington, DC
B.A., Magna Cum Laude,
International Affairs – Economics, 2011

An opportunity to identify, build and transform businesses addressing key healthcare challenges.

Wellthie, New York, NY

Marketing and Business Development Intern, Summer 2015

Completed the end-to-end sales process — solution design, proposal development, and contracting — for health plans focused on growing their Individual, Medicare Advantage, and Small Group markets. Built marketing materials and thought leadership on the Small Group market, including a white paper distributed to 30,000 healthcare professionals.

Deloitte Touche Tohmatsu Limited, New York, NY

Global Strategic Projects Senior Associate, 2012-2014

Executed regional mergers, acquisitions and divestitures; focused on the creation of new firm governance structures, CEO succession plans, multinational client coverage strategies, and profit sharing systems between Deloitte's global network of firms. Developed white space and new market opportunities for Deloitte's global expansion.

Deloitte Consulting, Washington, DC

Business Analyst, 2011-2012

Served healthcare clients within the federal government on the adoption of electronic health records and the establishment of health information exchanges. Led the development of health IT solutions for the Deloitte Health Innovation Lab, including the delivery of an HIT Certification Training Program for ~250 practitioners.



Joshua Z. Warren

joshua.warren.wg16@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A., cum laude, with Distinction in Economics
and Biology, 2011
Perelman School of Medicine at the
University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2016

An opportunity to combine my biomedical and finance experience by investing in promising companies across various aspects of the healthcare value chain.

IntelliPanel Medical, Philadelphia, PA *Co-Founder, 2014-Present*

Developing a novel peripheral blood panel for diagnosis of glioblastoma multiforme. Winner of the 2015 National Institutes of Health Neuro Startup Challenge.

Boston Consulting Group, New York, NY *Consultant, Summer 2015*

Developed the 5 year strategy for a new drug launch at a global biopharma company (market cap of ~\$250B). Analyzed high-level market dynamics and researched commercial and Medicare reimbursement landscapes to understand provider economics, pricing, and policies. Revised the 10-year revenue forecast by ~\$3B.

JMP Group, Chicago, IL

Biotechnology Equity Research Intern, Summer 2014

Analyzed the landscape, market potential, business models, and growth barriers of nonalcoholic steatohepatitis companies (then a \$32B market with potential for 5x growth). Published a white paper, "The Insidious Nature of NASH: Challenges and Opportunities," disseminated to clients. Valued orphan drugs in the cystic fibrosis space, leading to updated company valuations for clients.



Andrew A. Wyhinny

andrew.wyhinny.wg16@wharton.upenn.edu
Stanford University, Stanford, CA
B.A., International Relations, 2011

An opportunity to lead strategy and operations for a growing health care services organization focused on disrupting health care delivery and payment.

Helix Sleep, New York, NY

Supply Chain & Operations MBA Intern, Summer 2015

Established operational procedures for startup prior to and through public launch, including product specifications, quality control processes and internal HR functions. Created SKU ID system for tracking 14,000+ unique product combinations in SQL database. Negotiated shipping and manufacturer contracts reducing unit costs by 5%. Developed operations performance dashboard to track production timeliness and identify operational inefficiencies.

L.E.K. Consulting, San Francisco, CA

Associate Consultant, 2013-2014
Associate, 2011-2013

Strategy consultant in firm's dedicated health care services practice with more than 15 completed engagements focusing on M&A strategy, market entry, product development, internal performance improvement, and competitive research. Built model to forecast health insurance coverage of U.S. population, while accounting for new legislation, government reimbursement, market maturity, and competitive landscape. Key project: developed multi-state market entry strategy for top 10 national health insurer to launch Medicare Advantage and managed Medicaid plans; led to enrollment of 100,000+ new members, \$41M health plan acquisition and \$1.5B incremental revenue.



Pooja Yabannavar

pooja.yabannavar.wg16@wharton.upenn.edu
Massachusetts Institute of Technology,
Cambridge, MA
B.S., Materials Science and Engineering, 2011

An opportunity to drive growth in the health and wellness space by identifying areas for investment or operational improvement.

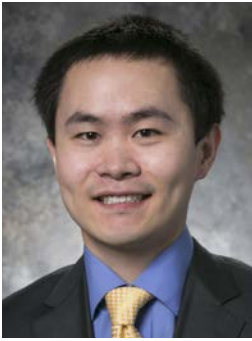
Bain & Company, New York, NY *Summer Associate, Summer 2015*

Performed due diligence for significant investment in the consumer health and wellness space and delivered recommendation to private equity client.

Leerink Swann Consulting, New York, NY

Associate, 2013-2014
Analyst, 2011-2013

Led and supported teams in delivering strategic analysis to senior executives in top 10 global biopharma companies, resulting in \$2M in revenue. Uncovered 4 distinct segments among ~250,000 U.S. patients with immunodeficiency based on underlying preferences; client developed targeted marketing strategy for each segment. Identified key opportunities and three attractive product concepts in the \$20B global Multiple Sclerosis market; client used deliverable to help prioritize portfolio of early stage assets.



Yan Yan, M.D.

yan.yan.wg16@wharton.upenn.edu
University of North Carolina, Chapel Hill, NC
B.S., Highest Honors, Highest Distinction,
Chemistry, 2009
University of Pennsylvania School of Medicine,
Philadelphia, PA
M.D., 2014

An opportunity to improve health care delivery through a strategy, operations, or finance role.

Pennsylvania Department of Health, Harrisburg, PA

Health Innovation Clinical Scholar, Summer 2015

Developed recommendations for value-based transformations for Pennsylvania's 56 rural hospitals and global budgeting in support of a 4-year \$100M grant application.

McKinsey & Company, Charlotte, NC

Summer Associate, Summer 2015

Advised a health care system with more than 90 hospitals on strategic and operational improvements with \$350M+ projected impact. Also conducted financial analysis and Tableau visualization.

RadDx, Philadelphia, PA

Project Manager (part-time), 2013-2015

Coordinated the first clinical validation study for this early-stage health IT startup focused on improving radiological diagnosis. Assisted CEO in refining launch and growth strategies, market analysis, profit projections, and investor presentations.

University of Pennsylvania Health System, Philadelphia, PA

Interventional Radiology Clinical Researcher (part-time), 2010-2014

Conducted 3 retrospective studies on minimally invasive therapies involving 1,870 kidney disease patients. Designed and led a prospective study on treatment for dialysis complications. Published 6 first-author papers in peer-reviewed medical journals to help improve the standard of care.



Yoonmo Yang

yoonmo.yang.wg16@wharton.upenn.edu
Boston University, Boston, MA
B.S.B.A., Summa Cum Laude, Finance, 2009

An opportunity to build successful health care businesses through a private equity investing role.

3i Group, New York, NY

Summer Associate, North American Private Equity, Summer 2015

Evaluated middle-market, private equity investment opportunities in the business services and industrials sectors. Executed leveraged buyout of a non-destructive testing provider to the oil & gas industry in North America and Western Europe.

Cressey & Company LP, Chicago, IL

Senior Associate, 2013-2014

Associate, 2011-2013

Assessed 10 potential investment opportunities and executed leveraged buyout transactions for health care focused private equity firm. Researched competitive landscapes, reimbursement dynamics, and demographic factors to develop contrarian investment these. Proactively sourced and screened investment opportunities. Successfully executed two platform investments in health care IT sector and for-profit, post-secondary health care education sector.

J.P. Morgan Securities LLC, New York, NY

Analyst, Health Care Investment Banking, 2009-2011

Executed M&A and capital markets transactions for mid- to large-cap medical device, biotechnology, pharmaceutical, and healthcare services companies. Transaction experience include \$34B merger of Medco and Express Scripts, \$22B acquisition of Genzyme by Sanofi, \$4B acquisition of Catalyst Health Solutions by SXC.



Bella Zhang

xuezhu.zhang.wg16@wharton.upenn.edu
Chinese University of Hong Kong, Hong Kong
B.B.A., Accounting and Finance, 2011

An investment or business expansion opportunity to bridge healthcare industries in mature and emerging markets.

Baring Private Equity, Hong Kong & Shanghai, China

Summer Senior Associate, Summer 2015

Largest Asia-focused private equity with \$9B AUM. Sourced, diligenced, and presented a \$300M energy management buyout deal; diligenced a \$100M growth equity cosmetics deal. Assessed investment opportunities in healthcare and presented to entire company.

Vietnam Investment Group, Ho Chi Minh City, Vietnam

MBA Investment Intern, Summer 2015

Worked closely with Founder and CEO to execute two late-stage venture investments in baby retail and pharmaceutical sectors. Redesigned staffing system of a portfolio company to increase staff utilization.

McKinsey & Company, Hong Kong

Associate, 2014

Business Analyst, 2011-2013

Completed more than 15 projects in 3 years, covering various industries such as healthcare, financial institutions, TMT, and infrastructure. Developed spikes in due diligences, strategy, and operation. Fast-promoted to Associate position (post-MBA equivalent) with distinctive performance.

Sanofi, Shanghai, China

Strategy and Marketing Manager, 2013

Led team of four to build a robust Myanmar market entry plan, which gained CEO's approval and was launched in 2014. Executed major marketing campaigns for newly launched product (Seprafilim).



Bernie Zipprich

bernard.zipprich.wg16@wharton.upenn.edu

Harvard College, Cambridge, MA
A.B., Cum Laude in Economics, 2010

**An opportunity to build and grow
an innovative consumer-oriented
healthcare technology company.**

Welltok, Newport Beach, CA

*Executive Intern/Assistant to the CEO,
Summer 2015*

Led the company's 2016 strategic planning process on behalf of CEO Jeff Margolis; coordinated a team of 25 executives to develop a plan for achieving significant growth in 2016; plan was approved by the Welltok Board and is currently being implemented. Also completed a number of special projects: partner prioritization methodology development; executive dashboard development; sales process redesign; product ROI modeling; and communications writing.

Oliver Wyman, New York, NY

Associate, Health & Life Sciences, 2014

Senior Consultant, 2012-2014

Consultant, 2010-2011

Provided strategic advice — backed by rigorous empirical analysis — to major health industry constituents around consumer-driven, value-based business model transformation. Case work included: identifying growth pathways for a major health IT player facing steep competitive pressures; developing a care coaching model for a national retail pharmacy; designing a multi-channel consumer engagement strategy for a \$12B+ health services company; developing a new model of public-private partnership designed to accelerate health market transformation for a major U.S. city's economic development corporation.

2015 Internship Sponsors

The following organizations provided internships for Health Care Management Students in Summer, 2015.

1DOCWAY

New York, NY

3I GROUP

New York, NY

ALEDADE, INC.

Bethesda, MD

AMGEN

Thousand Oaks, CA

APPLE INC.

Cupertino, CA

ATHENAHEALTH

Watertown, MA

A.T. KEARNEY

New York, NY

BAIN & COMPANY

New York, NY

BANK OF AMERICA MERRILL LYNCH

Los Angeles, CA
New York, NY

BARING PRIVATE EQUITY

Hong Kong, Shanghai

BIOGEN

Cambridge, MA

THE BOSTON CONSULTING GROUP

New York, NY

CASTLIGHT HEALTH

San Francisco, CA

CEDARS SINAI HEALTH SYSTEM

Los Angeles, CA

CELGENE CORPORATION

Summit, NJ

THE CHARTIS GROUP

Boston, MA

THE CHILDREN'S HOSPITAL OF PHILADELPHIA

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