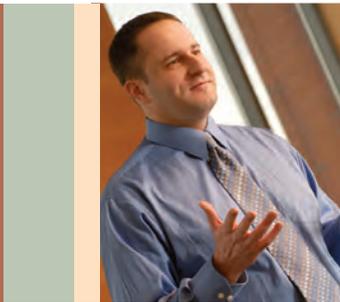
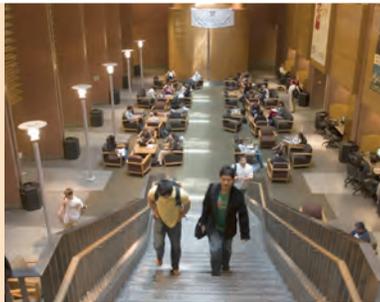


Wharton



MBA Program in
Health Care Management

2020
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>

2020 Health Care Management



MBA Graduates

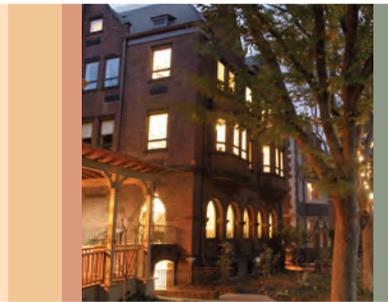
The University of Pennsylvania was founded by Benjamin Franklin in 1740. Although the University carries the name of the Commonwealth, it is not a state university but an independent, private, nonsectarian institution. As one of the country's earliest educational institutions, it has consistently initiated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

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

Today, the Wharton School has more than 480 faculty members teaching in both the graduate and undergraduate divisions and conducting a continually expanding volume of research. The 1,785 students in the master's degree program may choose from among more than 200 courses and over 19 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 2020 Wharton Health Care Management Program graduates.

We encourage you to consider these individuals for employment.



Program Description

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

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

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

Curriculum

The Wharton Management Core

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

Fixed Core:

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

Flexible Core:

Operations, Information, and Decisions

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

Marketing

- Dynamic Marketing Strategy
- Strategic Marketing Simulations

Communications

- Advanced Persuasive Speaking
- Communications Challenges for Entrepreneurs

Accounting

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

Corporate Finance

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

Macroeconomics

- Macroeconomics
- Introduction to Macroeconomics

Management

- Managing the Established Enterprise
- Managing the Emerging Enterprise

Legal Studies & Business Ethics

- Responsibility in Global Management
- Responsibility in Business

International Programs:

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

Global Immersion Program (GIP):

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

The Health Care Major Courses and Electives:

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

Required

- Health Services System
- Health Care Field Application Project

Electives

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

The Health Care Summer Internship

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

MBA Electives

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





Jenna R. Ackerman

jenna.ackerman.wg20@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A., Summa Cum Laude, Economics, 2013

An opportunity to work for a mission-driven organization in a strategic role that advances care delivery models and strengthens the payer-provider relationship.

Walmart, Bentonville, AR

Health & Wellness Strategy Intern, Summer 2019

Structured overall approach to and led model development for site selection for Walmart Health, a new in-store health and wellness service offering. Streamlined disparate efforts on site selection process and enabled leadership alignment on strategic goals.

The Chartis Group, Chicago, IL

Consultant, 2018

Associate Consultant, 2016-2018

Advised \$1B+ U.S. health systems on strategic and operational initiatives. Designed and implemented population health business unit to prepare top academic medical center for new risk-based products. Created comprehensive accountable care strategy for rural integrated delivery network. Developed financial model that identified \$6M in potential annual net revenue from improved access across 3 ambulatory clinics in major academic system.

Berkeley Research Group, Chicago, IL

Consultant, 2016

Senior Associate, 2015

Associate, 2013-2014

Managed clinical analytics projects and designed data visualization tools for multi-facility health systems to implement organizational change and realize cost savings, specifically in clinical variation, patient throughput, service line optimization and human resources.



Prateek Agarwal

prateek.agarwal.wg20@wharton.upenn.edu
Harvard University, Cambridge, MA
A.B., Summa Cum Laude, Molecular and Cellular Biology, 2015
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2020

An opportunity to leverage my clinical and business experience to design and implement systems-level interventions to improve the quality of health care while reducing costs.

McKinsey & Company, Philadelphia, PA

Summer Associate, Summer 2019

Reviewed and optimized a pharmaceutical company's R&D portfolio using qualitative and quantitative metrics. Researched and pre-populated scoring criteria for R&D opportunities and facilitated client workshops to collect data. Subsequently, analyzed this data and synthesized results into recommendations for the client.

Sanguis, Philadelphia, PA

Co-Founder, Head of Marketing

& Management, 2016-Present

Co-founded Sanguis, a medical device start-up that empowers patients to prevent life-threatening infections with cost-effective, at-home neutrophil count testing. Conducted market analysis and developed the company's pricing, regulatory and reimbursement strategy to help win first place at the 2018 Penn Wharton Entrepreneurship Startup Challenge and raise ~\$100,000 to date. Collaborated with co-founders to submit U.S. Utility Patent and PCT applications.

University of Pennsylvania, Department of Neurosurgery, Philadelphia, PA

Medical Student Researcher, 2015-Present

Completed several clinical, translational and basic science research projects that have resulted in more than 30 peer-reviewed publications and 25 oral and poster presentations.



Sophie K. Alpert

sophie.alpert.wg20@wharton.upenn.edu
Bowdoin College, Brunswick, ME
A.B., Mathematics and Economics, 2013

An opportunity to develop innovative digital health products and drive improved health care outcomes

Johnson & Johnson, San Francisco, CA

Partnerships and Corporate Development Intern (Global Health Tech), Summer 2019

Developed digital strategy and partnership recommendation for medication adherence consisting of an analysis of patient needs, business case to develop an internal solution and vendor assessment. Evaluated 100+ digital solutions to address medication non-adherence across different sectors, including: DTC pharmacy, care coordination and behavior modification apps. Created and implemented scoring framework and prioritization for vendor selection based on patient needs for medication adherence for top J&J brands.

Collective Health, San Francisco, CA

Senior Operations Specialist, 2015-2018

Led team of Operations Associates in the creation of a new claims classification system. Built and operated account management database and collaborated with engineering team to develop product requirements for flexible spending accounts product. Streamlined requirements and protocols for reinsurance reporting and reconstructed the reporting method.

Cowen and Company, San Francisco, CA

Investment Banking Analyst, 2013-2015

Executed capital markets and M&A transactions for life sciences and medical device clients. Constructed accretion/dilution, discounted cash flow and initial public offering models to facilitate investment banking opportunities.



Daniel S. Astrachan

daniel.astrachan.wg20@wharton.upenn.edu
Vanderbilt University, Nashville, TN
B.S., Human and Organizational
Development, 2012

An opportunity to identify operational improvements and define the strategy of healthcare organizations to improve service delivery.

UnitedHealthcare, Minneapolis, MN

Strategic Initiatives Intern, Summer 2019

Developed operational playbook outlining standard operating procedures for 5 business units supporting launch of Medicare & Retirement bundled payment product. Identified product performance and analytics gaps and presented recommendations to senior leaders who deployed two-person team to prioritize implementation for upcoming product release date.

VAL Health, New York, NY

Senior Manager of Strategic Analytics, 2017-2018

Senior Strategic Account Manager, 2015-2017

Strategic Account Manager, 2014-2015

Led curation and submission of \$1M government grant for development of new program offering. Identified opportunity to reduce expenses of key account by 40% without compromising program quality. Decreased program launch time by 90% by streamlining internal and external program implementation processes, which resulted in the elimination of program errors.

Aon Hewitt, New York, NY

Health and Benefits Analyst, 2012-2014

Directed mental and medical health claims financial analysis on behalf of Department and Health and Human Services to support publication of medical payment legislation guidelines published by the Department of Treasury. Authored and evaluated proposals to provide Fortune 500 client health insurance coverage.



Matthew S. Baker

matthew.baker.wg20@wharton.upenn.edu
Brown University, Providence, RI
B.A., Magna Cum Laude, Economics, 2014

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

Cityblock Health, New York, NY

Summer Fellow, Summer 2019

Developed framework for evaluating and prioritizing new partnership opportunities, including relative weighting of key assessment criteria and sources for information. Performed analysis on unit economics of new business and provided recommendations to senior leadership team for contract negotiations. Spearheaded initiative to create dashboard translating health plan partner contracts into strategic operating implications.

Apax Partners, New York, NY

Private Equity Associate, 2016-2018

Conducted industry, financial and business diligence to evaluate healthcare investments for \$50B AUM global private equity firm. Developed investment theses, managed third-party advisors and presented analysis to investment committee. Supported two portfolio companies (Acelity and Ideal Protein) by performing business analyses, leading strategic initiatives, attending board meetings, assisting with refinancings and evaluating M&A targets. Executed platform acquisition of medical cost containment solutions business (Kepro).

Citigroup, New York, NY

Investment Banking Analyst, 2014-2016

Advised healthcare clients on M&A, financing, and strategic alternatives by developing valuation analyses, performing due diligence and preparing offering memoranda. Successfully completed 4 transactions.



Sheyda Bautista-Saeyan

sheyda.bautista-saeyan.wg20@wharton.upenn.edu
Brown University, Providence, RI
A.B., Health and Human Biology, 2014

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

DaVita, Denver, CO

Redwoods Associate, Summer 2019

Analyzed effectiveness of existing operational strategy and management processes of patient assessment and selection for home dialysis treatments. Developed and launched training and onboarding plan improving effectiveness of patient educators. Implemented pipeline management tools to improve patient education pipeline, improving patient conversion rate.

Gartner, Washington, DC

Senior Analyst, 2016-2018

Analyst 2014-2016

Spearheaded successful global launch of new product from inception to commercial launch enabling sale of 150 units, creating \$5M revenue impact. Enabled CEO decision for new product launches in 2017 by leading two product explorations, conducting 50+ market research interviews, creating concept plan and business case, facilitating senior stakeholder checkpoints, leading sales force training, and supporting sales interactions. Invited to join integration team post-acquisition to facilitate market analysis and advise executive team on product portfolio.



Elisabeth G. Berger

elisabeth.berger.wg20@wharton.upenn.edu
Brown University, Providence, RI
Sc.B., Cum Laude, Biomedical Engineering,
2014

An opportunity to build predictive software systems that improve quality of care for patients.

The One Health Company, Palo Alto, CA
Product Marketing Intern, Summer/Fall 2019
Prepared for series A fundraising by developing pitch deck, managing VC funnel, and analyzing key metrics including TAM, LTV and CAC. Created marketing content for B2B and B2C channels.

Maven Ventures, San Francisco, CA
Summer VC Associate, Summer 2019
Supported the deal process for consumer software VC by performing due diligence and preparing investment memos in 3 investment areas resulting in 2 successful deals. Developed startup onboarding kit and managed series A fundraising efforts of portfolio company.

Syapse, Inc., San Francisco, CA
Senior Product Manager, 2017-2018
Led a technical team of engineers, data architects and designers to deliver real-world evidence analytics ecosystem. Launched initial product with internal data science team and external large pharma customer.

Change Healthcare, Emeryville, CA
Senior Product Manager, 2016-2017
Product Manager, 2014-2016
Led 3 engineering teams and 2 junior product managers to deliver data aggregation platform including underlying architecture, data ontology, terminology normalization, HIPAA de-identification and data curation capabilities. Invented and patented tool for human-assisted curation of duplicative records. Founded Workout Wednesday and Dessert Competition events.



Joseph Laurence Blundo

jblundo@wharton.upenn.edu
Babson College, Wellesley, MA
B.S., Summa Cum Laude, Business Administration, 2013

An opportunity to build successful healthcare technology companies through a private equity investing role.

Watermark, New York, NY
Acting Head of Financial Planning & Analysis ("FP&A"), Summer 2019
Responsible for leading the development, introduction, and roll-out of both Redshift (Amazon Web Services) data warehouse and Qlik dashboards. Managed team of three data scientists to author computer script for performing sales, marketing, and financial analyses.

Technology Crossover Ventures ("TCV"), New York, NY
Associate, Private Equity, 2015 - 2018
Identified and sourced \$50M+ investment opportunities across vertical software and services categories spanning 6,000+ companies. Performed market sizing work, customer and management references, product assessments, and customer cohort, unit economics, and in-depth financial modeling to evaluate deal structures and returns. Provided portfolio support for Watermark, tastyworks, HireVue, Payoneer, OneSource Virtual, and Avalara (NYSE: AVLR).

Harris Williams & Co., Boston, MA
Analyst, Investing Banking, 2013 - 2015
Authored sell-side M&A transaction marketing and process materials, developed financial models and analyses, and facilitated multi-party due diligence. Spearheaded creation of TMT Group's Quarterly Software Sector Review, which was distributed to several thousand TMT Group contacts for marketing purposes.



Hannah H. Bogardus

hannah.bogardus.wg20@wharton.upenn.edu
Bowdoin College, Brunswick, ME
B.A., Cum Laude, Biochemistry, 2013

An opportunity to help bring breakthrough therapies to patients by leading strategy and operations at a pharmaceutical or biotechnology organization.

Pfizer Inc., New York, NY
Pharmaceutical Marketing Summer Associate, Summer 2019
Supported the Global Commercial team for a rare disease asset. Involved in strategic initiatives and tactical activities to increase disease diagnosis and in ensuring optimal launch timing across markets as part of brand launch. Led cross-functional teams, managed relationship with creative agency and presented launch timing recommendations to commercial leadership.

PricewaterhouseCoopers, Boston, MA
Experienced Associate, Pharmaceuticals and Life Sciences Advisory, 2016-2018
Advised pharmaceutical companies on R&D strategy and implemented systems to improve efficiency and effectiveness of R&D operations. Led client workshops to determine approach for R&D process improvement, conducted analysis and benchmarking to support recommended operating models and executed recommendations.

Health Advances, LLC, Boston, MA
Senior Analyst, Analyst, 2014-2016
Developed commercialization strategies for new and existing products and services for pharmaceutical, biotechnology and medical device clients. Directed primary research with clinical, regulatory, pricing and industry experts; led market assessments; made strategic recommendations to maximize ROI for clients.

Boston Children's Hospital, Boston, MA
Research Assistant, 2013-2014
Executed research protocols, analyzed experimental results and contributed to two publications.



Shane R. Bouchard

shane.bouchard.wg20@wharton.upenn.edu
Harvard University, Cambridge, MA
A.B., Magna Cum Laude, Chemistry, 2014
A.M., Chemistry, 2014

An opportunity to support innovative biotechnology companies in translating science into transformative medicines through a business development, strategy or operations role.

Magenta Therapeutics, Cambridge, MA
Business & Corporate Development Intern, Summer 2019

Developed term sheets and contributed to presentations for strategic partnering discussions. Spearheaded execution of business operations contracts. Led external consultancy in conducting pricing and market access research and integrated output into business case for lead clinical programs. Built commercial readiness roadmap for Magenta; presented to full Executive Team and integrated into Board presentation.

Clarion | A Life Sciences Consultancy, Boston, MA

Manager, 2018
Consultant, 2016-2017

Associate Consultant, 2014-2015

Led multiple concurrent case teams, providing day-to-day leadership, developing conceptual frameworks, coaching team members and acting as primary client contact. Managed projects generating >\$1.1M and developed proposals securing >\$400,000 in revenue over final year at firm. Helped launch PatientLink initiative, connecting Clarion teams with patients impacted by clients' medicines. Project highlights: (1) Managed team in assessing in-licensing opportunities for mid-cap specialty pharmaceutical company; (2) Developed gene therapy strategy for large-cap biotech company; (3) Supported top-10 multinational pharma company in developing patient support program generating 2:1 ROI and reaching over 160,000 patients.



Frederic F. (Beau) Brace

frederic.brace.wg20@wharton.upenn.edu
Cornell University, Ithaca, NY
B.S., with Honors, Industrial and Labor Relations, 2013

An opportunity to build and scale leading healthcare businesses through a private equity investing role.

Post Capital Partners, New York, NY
MBA Intern, Summer 2019

Evaluated investments in healthcare and technology-enabled services businesses for a middle-market private equity firm investing out of a \$100M fund. Spearheaded due diligence on 7 potential platform investments within a home- and community-based care investment thesis.

Sheridan Capital Partners, Chicago, IL
Associate, Private Equity, 2015-2018

Evaluated, executed and managed leveraged buyout investments in companies across the healthcare space for a middle-market private equity fund with \$450M of committed capital. Served as interim head of FP&A for distressed portfolio company, working on-site with 15-member executive leadership team. Managed multiple due diligence streams for 2 practice management platform investments, 17 add-on transactions and 1 distressed recapitalization. Negotiated credit documents, managed credit facility expansions and participated in negotiation of transaction documents.

Lazard Frères & Co., New York, NY

Analyst, Global Healthcare Group, 2013-2015

Supported senior professionals in the sourcing and execution of mergers and acquisitions mandates for large-cap clients across the healthcare space. Performed valuation analyses including DCF analyses, public comparable analyses and precedent transaction analyses. Drafted fairness opinion presentation materials.



Andrew A. Bravo

andrew.bravo.wg20@wharton.upenn.edu
Williams College, Williamstown, MA
B.A., Cum Laude, Chemistry and Economics, 2015

An opportunity to build solutions that maximize patient health by targeting areas of highest unmet need.

Eden Health, New York, NY

MBA Intern – Business Development, Summer 2019

Created proprietary database of 2,000+ employers to enable targeted sales outreach in NY, Washington D.C. and Chicago. Developed process to create partnerships between Eden Health & employee benefits brokers, driving future sales opportunities. Led internal sales operations improvement processes; reduced time required to identify sales cohorts from 5 days to 15 minutes.

Bain & Company, Boston, MA

Senior Associate Consultant, 2017-2018

Associate Consultant, 2015-2017

Associate Consultant Intern, 2014

Management consultant specializing in healthcare. Project highlights: (1) Created strategic, value-based playbook in key healthcare markets for national payor. (2) Evaluated global pharmaceutical portfolio to determine which products to introduce to American and European markets. Additional projects in private equity, pharmaceutical, medical technology, and retail sectors.

3Derm Systems, Boston, MA

Program Manager, 2017-2018

Oversaw development of new business opportunities and alternative revenue streams, reporting to CEO. Managed growth projection model and pitch deck, providing basis for Series B fundraising negotiations. Applied product design thinking principles with CTO to create proposal for software to train dermatology students.



Jordan Brown

jordan.brown.wg20@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A., Magna Cum Laude, Health and Societies,
2012

An opportunity to invest in and support the expansion of growth-stage healthcare companies

Varian Medical, Palo Alto, CA
Strategy & Corporate Development Intern, Summer 2019

Engaged in strategy development for leading radiation oncology medtech and software solutions provider. Assessed strategic opportunities in EMRs, data and technology-enabled services. Evaluated medtech companies for investment and acquisition.

1315 Capital, Philadelphia, PA
MBA Intern, Summer 2018

Evaluated healthcare services, medtech and specialty therapeutics companies for growth equity investment. Sourced and introduced firm to hospital venture organizations, resulting in investment opportunities and investor day and dinner. Conducted "white space analysis" and made recommendations on identified investment sector.

Northwell Ventures, Manhasset, NY
Direct Equity Investments Analyst, 2016-2018

Managed due diligence and investment into 5 medtech and digital health companies through \$50M corporate venture capital allocation (Seed to Series B). Supported portfolio company management on strategic initiatives. Worked with Northwell physicians and employees to spin-out technology and services into new, standalone ventures.

Retrophin, New York, NY
Business Development Manager, 2014-2016

Sourced and conducted diligence on 5 biopharmaceutical assets in rare disease for acquisition. Managed out-licensing initiative in Asia-Pacific region, including sourcing of partners and evaluation of term sheets.



William D. Burton

william.burton.wg20@wharton.upenn.edu
Brigham Young University, Provo, UT
B.A., Cum Laude, Chemistry, 2014

An opportunity to lead the operations of innovative and value-based healthcare services organizations.

J.P. Morgan, New York, NY
Summer Associate – Investment Banking, Summer 2019

Advised companies across healthcare spectrum on strategic financial opportunities. Worked on a large biotech buy-side process, a life science tools sell-side process, and a healthcare services IPO among other projects. Led valuation analyses and financial modeling in addition to research and diligence efforts.

DaVita Medical Group, Colorado Springs, CO
Director and Sr. Manager – Operations, 2017-2018

As Director of Primary Care Operations for a subsidiary of DaVita, Inc., I oversaw a \$40M P&L including a portfolio of primary care clinics and 60 providers; achieved 50% YoY operating income improvement. Had responsibility for day to day operations and strategic turnaround initiatives. Additionally, ran special projects related to operational and financial performance of broader enterprise service lines.

DaVita Inc, Denver, CO
Sr. Analyst and Analyst – Corporate Strategy, 2014-2016

Developed and advanced strategies for C-level executives and boards of directors across multiple business units. On the medical group business line, led successful re-contracting efforts for large hospital system worth \$250M in annual spend and large physician group worth \$15M in contribution margin.



Evan Cairo

evan.cairo.wg20@wharton.upenn.edu
The Wharton School,
University of Pennsylvania, Philadelphia, PA
B.S., Cum Laude, Finance, 2013

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

Johnson & Johnson, San Francisco, CA
MBA Intern (Health Tech Partnerships), Summer 2019

Developed Apple partnership strategy and recommended specific digital opportunities within mental health that contributed to a new Apple-J&J collaboration.

Moelis Capital Partners, New York, NY
Private Equity Associate, 2016-2018

Conducted industry, financial and business diligence to evaluate healthcare investments for \$1.3B AUM private equity firm. Developed investment theses, managed third-party advisors, arranged debt financing, negotiated credit & purchase agreements, and presented recommendations to investment committee. Executed platform acquisition of Clearway Pain Solutions Institute, an interventional pain management provider. Supported 3 portfolio companies by serving as a board observer, developing strategic initiatives, monitoring financial performance, and evaluating M&A targets.

Deloitte Corporate Finance, New York, NY
Investment Banking Analyst, 2013-2016

Executed M&A transactions across the healthcare sector including Medtronic's sale of its surgical instrument business to Integra LifeSciences, Magellan Health's acquisition of TMG, and Astellas Pharma's sale of its commercial manufacturing business to Avara. Directed day-to-day execution of transactions, including creating go-to-market materials, managing deal marketing processes, conducting financial analysis, and coordinating due diligence.



Amanda L. Chin

amanda.chin.wg20@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A., Magna Cum Laude, Biochemistry, 2015
Perelman School of Medicine at the University
of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2020

An opportunity to collaborate with industry, hospitals, and payers to develop and integrate novel surgical devices into clinical practice to provide safe and cost-effective care to patients.

Boston Scientific Corporation, Maple Grove, MN

Marketing Associate Intern, Summer 2019
Developed a targeted strategy within the US launch of the LOTUS Edge Transcatheter Aortic Valve System and the SENTINEL Cerebral Embolic Protection System to engage with cardiac surgeons and valve clinic coordinators.

Hospital of the University of Pennsylvania, Department of Surgery, Philadelphia, PA

Clinical Research Assistant, 2016-Present
Studied trends in open aortic surgery for abdominal aortic aneurysm repair in the context of the growing prevalence of endovascular aneurysm repair (EVAR). Findings were presented at the Society for Vascular Surgery 2019 Vascular Annual Meeting.

Navigant Consulting, New York, NY

Summer Intern, Summer 2014
Assisted clients in the pharmaceutical and medical device industries in a wide range of business issues including market analyses, strategic planning, and business development. Initiated the formation of a physician advisory board for a global biopharmaceutical company planning upcoming Phase III clinical trials of a novel drug for Crohn's disease.



William J. Choi

william.choi.wg20@wharton.upenn.edu
Wesleyan University, Middletown, CT
B.A., Economics, 2013

An opportunity to invest in, partner with, and build leading healthcare services and technology companies

New Mountain Capital, New York, NY

MBA Intern, Summer 2019
Conducted business diligence for the acquisition of a provider of revenue cycle management software. Supported investment teams across private equity, credit and net lease strategies. Accepted offer to return full-time as a Senior Associate.

Vestor Capital Partners, New York, NY

Associate, 2016-2018
Evaluated and executed private equity investments across healthcare, consumer and business services & industrial products sectors as part of a team of ~25 investment professionals managing ~\$5B of capital. Completed one platform acquisition of a provider of network management and analytics solutions to health plans and subsequent add-on of a provider of physician directory data accuracy solutions. Managed several portfolio companies across healthcare and business services verticals, attending Board meetings, monitoring performance, and driving strategic and operational initiatives.

Perella Weinberg Partners, New York, NY

Analyst, 2014-2016
Conducted financial analyses and due diligence on mergers and acquisitions advisory assignments for clients across the medical devices, life science tools and diagnostics industries. Executed two transactions across M&A and capital markets advisory.



Rita Costiv

margarita.costiv.wg20@wharton.upenn.edu
Northeastern University, Boston, MA
B.S., Finance and Marketing, 2014

An opportunity to develop and lead strategies designed to innovate current healthcare practices with the goal of improving quality of care and delivery for both patients and providers.

Accenture Strategy, New York, NY

Senior Strategy Consultant, Summer 2019
Collaboratively managed organization design workstream during a pre-merger integration for a global biopharmaceutical company undergoing an acquisition. Developed training material, analyzed data and provided solutions to alignment complexities to ease facilitation of organization design of the combined company.

Longevity Care, Inc., Newton, MA

Co-Founder, 2012-Current
Co-founded and successfully developed a healthcare company providing personalized home health care services to elderly and disabled adults with the goal of minimizing their risk of hospitalization. Developed growth strategies including expansion of company network and company relationships with outside organizations creating long term stability. Continuously redesigned and improved workflows and wage structures resulting in increased profitability.

East Boston Neighborhood Health Center, East Boston, MA

Operations Manager, 2016-2018
Co-managed a busy Family Medicine department serving over 300 patients daily in the largest continental U.S. nonprofit health center. Optimized departmental workflows ensuring high efficiency and productivity amongst providers and support staff. Worked as a liaison between other specialty and support practices to improve care for patients and delivery support for providers.



William C. Davenport

william.davenport.wg20@wharton.upenn.edu
Yale University, New Haven, CT
B.A., Molecular, Cellular, and Developmental
Biology, 2015

An opportunity to improve strategy and operational efficiency for an innovative health care company.

Professional Golf, Philadelphia, PA

Tournament Golfer, Summer 2019
Prepared to pursue short-term professional golf aspirations with a competitive amateur tournament campaign. Won several events, including the Philadelphia Mid-Amateur Championship and National Mid-Amateur Championship Qualifying, en route to an upcoming bid at PGA Tour Qualifying School.

Boston Consulting Group, Miami, FL

Consultant, 2017-2018
Associate, 2016-2017
Summer Associate, 2014
Transformed supply chain operations of a major biopharmaceutical company, including supply planning, logistics, and life cycle management of the company's most prominent drugs. Assessed and advised digital biometry strategies for a French biotech company. Contributed to BCG's published knowledge base on operational efficiency in health care and worked in over 15 countries, including a year based in the Melbourne office.



Elizabeth A. Duckworth

elizabeth.duckworth.wg20@wharton.upenn.edu
Claremont McKenna College, Claremont, CA
B.A., Magna Cum Laude,
Science & Management, 2014
Perelman School of Medicine at the University
of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2020

An opportunity to utilize clinical and managerial skills to align stakeholder incentives across healthcare delivery systems.

Butternut Box, London, UK

MBA Intern, Quality Assurance & Compliance, Summer 2019
Analyzed compliance requirements for the company's expansion into the E.U. in hard-Brexit versus soft-Brexit scenarios and shared recommendations with founders and Board of Directors. Augmented back-end compliance systems, including reimagining the supplier on-boarding process, expanding the company's knowledge library and building a suite of tools for measuring compliance with E.U. requirements.

Bioactive Surgical, Baltimore, MD

Research Assistant, 2014
Collected pre-clinical data to support an Innovative New Drug application to the U.S. Food and Drug Administration. Performed in-vitro experiments, including maintaining stem cell lines and conducting cell viability assays, as well as processing animal tissue samples and coordinating future animal studies.

Steelcase Inc., San Francisco, CA

Intern, WorkSpace Future & Corporate Strategy, 2012
Conducted primary and secondary research on innovation, investment models, organizational structure and work culture trends in Silicon Valley to help the world's largest office furniture manufacturer understand and adapt to the future of work.



Katherine M. Dunnigan

katherine.dunnigan.wg20@wharton.upenn.edu
University of Florida, Gainesville, FL
M.S., Biomedical Engineering, 2014
B.S., Biological Engineering, 2013
Accelerated 4+1 degree program

An opportunity to strategically build and scale innovative and evidence-based healthcare solutions that improve the efficiency and cost of care delivery.

Goldman Sachs, New York, NY

Investment Banking Summer Associate, Healthcare Group, Summer 2019
Advised top healthcare services and biotech companies on various transactions, including a confidential filing for an initial public offering of a services company, due diligence on potential strategic exit alternatives for a sponsor-owned spec pharma company and valuation of a potential acquisition target for a large services company.

Advisory Board, Washington DC

Strategy Consultant, 2018-2019
Advised payors and providers on strategic initiatives, including growth strategy of a patient navigation program to increase patient loyalty and reduce leakage, business plan development for a potential joint venture for a large health system, pricing strategies with a focus on transparency and Medicare Advantage strategic partnerships.

Accenture, Dallas, TX

Management Consultant, Life Sciences, 2016-2017
Analyst / Senior Analyst, Life Sciences, 2014-2016
Advised top pharma companies on compliance strategies for new global serialization regulations. Select experiences: created \$50M serialization budget, coordinated change management across ~20 global packaging sites, developed internal North America Life Sciences people program.



Jennifer L. Fernández

jennifer.fernandez.wg20@wharton.upenn.edu
American University, Washington, DC
B.A., Cum Laude, International Studies and
Business Administration, 2013

An opportunity to work with and within strategic organizations to drive improvements and innovations in care delivery and healthcare outcomes.

GlaxoSmithKline, Philadelphia, PA

Esprit Pharmaceutical Commercial Intern, Summer 2019

Performed market assessment to define trends and product portfolio sales growth opportunities in the retail pharmacy and clinic space. Developed a strategic plan and advised large cross-functional team on tactical recommendations to evolve organizational procedures to support product education and sales efforts in the retail setting.

Deloitte Consulting, Washington, DC

Senior Consultant, 2018

Consultant, 2016-2018

Business Analyst, 2015-2016

Worked on 6+ strategic and operational projects across two Federal healthcare agencies. Primary project areas included: oversight and execution of a maturity assessment of a primary care patient centered medical home model, formation of a strategic plan for trauma care in the U.S. Navy, and development and implementation of a performance management framework to support quality and safety strategic initiatives. Led teams of consultants to support program and performance management efforts across multiple workstreams.

Biotechnology Industry Organization, Washington, DC

Coordinator, 2013-2015

Oversaw development of company presentation programming for 6+ annual industry trade conferences, and managed outreach, marketing, and communications to over 6,000 biotechnology and pharmaceutical executives.



Annie M. Fox

anne.fox.wg20@wharton.upenn.edu
Amherst College, Amherst, MA
B.A., Neuroscience, 2014

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

Manatt Health, New York, NY

Summer Analyst, Summer 2019

Collaborated with a range of care organizations (hospitals, medical schools, research institutes) on strategic planning; performed data analysis and current state assessments and drafted organizational and financial models for a joint venture.

Population Council, Lusaka, Zambia

Global Health Corps Fellow, 2017-2018

Served as Director of Growth for a Kenya-based digital health startup and as an Informatics Officer for a Zambian non-profit. Led first-ever user acquisition strategy for core digital product; established 80+ person task force and increased product users 900% in 3 months. Evaluated a \$10M initiative to increase Zambia's family planning services; identified opportunities to improve supply chain efficiency and patient satisfaction, reporting to Ministry of Health and United Nations Population Fund.

Genoa Telepsychiatry (UnitedHealth), New York, NY

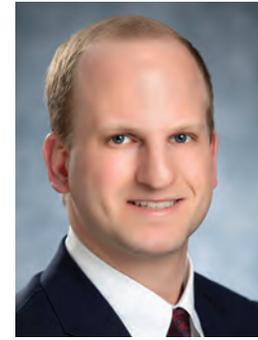
Physician Partnerships Manager, 2015-2017

Led strategy to grow national physician network, increasing provider partners 500% in 1 year. Co-led scaling of internal Physician Partnerships team, setting team vision and designing and implementing organizational structure.

Brigham and Women's Hospital, Boston, MA

Neurology Research Assistant, 2014-2015

Co-led clinical research study, collecting, processing, and analyzing brain wave data for 100+ participants.



Charles J. Gage

charles.gage.wg20@wharton.upenn.edu
University of North Carolina, Chapel Hill, NC
B.S., Business Administration and Economics, 2013
University of Pennsylvania, Philadelphia, PA
J.D. Candidate, 2020

An opportunity to improve care delivery and health outcomes through technological innovation, strategic decision-making and operational excellence.

Boston Consulting Group, Atlanta, GA

Summer Consultant, Summer 2019

Transformed complex military aviation organization through data analysis and application of commercial best practices. Planned and conducted innovation workshop and pitch competition for 24 enlisted military personnel, resulting in fleet-wide adoption of winning idea that will save 6,000 man-hours per year. Developed metric report set for performance evaluation of aircraft maintenance crews.

Huron Consulting Group, Washington, DC

Associate, 2015-2017

Analyst, 2013-2015

Led teams of analysts on Revenue Cycle performance improvement, technology implementation and post-merger integration strategy projects resulting in \$150M+ cumulative benefit for 8 health systems and associated physician groups. Performed extensive data analysis to isolate payer trends, reduce denials and increase cash flows. Designed and built hybrid in-house self-pay collections team and vendor outsourcing model for hospital client. Daily interaction with client managers, directors and executives.



Reena E. Glaser

reena.glaser.wg20@wharton.upenn.edu
Princeton University, Princeton, NJ
A.B., Summa Cum Laude, Psychology, 2014

An opportunity to create equitable access to healthcare via digital customer experience.

Cerner Corporation, Kansas City, Missouri

Product Manager, Summer 2019

Developed market strategy, business case and technical requirements for patient-to-provider messaging product line in \$19B patient engagement market. Modeled proof of concept for one-way and two-way text messaging applications.

Deloitte Consulting, Arlington, VA

Consultant, 2016-2018

Managed technical team of 5 to engineer an access to care dashboard to proactively reduce wait times across 170 medical centers. Convened 20 R&D experts to establish a formal process accelerating clinical product development and distribution for an international hospital network.

Deloitte Consulting, Arlington, VA

Business Analyst, 2014-2016

Advised hospital C-suite on distribution of \$234M budget and 2,700 employees to meet patient demand. Constructed predictive time series models and metric definitions for 12 industry benchmarks to monitor \$50B budget allocation across a global health system. Devised implementation planning and reporting strategy for national cancer prevention and screening programs at a public health agency.



Jan Gong

jan.gong.wg20@wharton.upenn.edu
Harvard College, Cambridge, MA
A.B., Magna Cum Laude, Chemical and Physical Biology, 2015
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2020

An opportunity to use my experience in clinical practice and basic science research to bring innovative therapeutics to market.

Commodore Capital LP, New York, NY

Investment Analyst Intern, Summer/Fall 2019

Conducted investment diligence of small- and mid-cap biotechnology companies.

Marshall Wace LLP, New York, NY

Investment Analyst Intern, Summer 2019

Conducted investment diligence of biotechnology and pharmaceutical companies as part of the Global Healthcare Team.

RTW Investments, LP, New York, NY

Biotechnology Research Intern,

Winter/Spring 2018

Identified and evaluated candidate diseases and targets for novel gene therapies to support portfolio companies.



Michael P. Greenberg

michael.greenberg.wg20@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A., Biological Basis of Behavior, 2012
B.S., Economics (Finance Concentration), 2012

An opportunity to build innovative healthcare companies as an investor or strategy professional.

Genentech, South San Francisco, CA

Business Development Summer Associate, Summer 2019

Created business development strategy and comprehensive landscape analysis to enable novel partnering and investment transactions within neuroscience. Conducted diligence screens and term sheet negotiations and supported cross functional teams composed of internal scientific researchers, in-house legal counsel, and finance team members to execute research collaborations, MTAs, and in-licensing deals.

PureTech Health, Boston, MA

Director, Strategy and Corp Dev, 2018
Senior Manager, Strategy and Corp Dev, 2017
Manager, Strategy and Corp Dev, 2016-2017

Led diligence process in respiratory and infectious disease space resulting in initial investment, company formation and eventual IPO of new portfolio company, resTORbio (NASDAQ:TORC). Developed capital allocation strategies to support investment decisions and long-term growth for the firm. Managed disease-area prioritization for multiple portfolio companies, resulting in redirection of venture financing proceeds towards development in multiple additional disease areas.

Leerink Swann Consulting, New York, NY

Managing Consultant, 2015-2016

Senior Consultant, 2014-2015

Analyst, 2012-2014

Advised senior executive biopharma clients on a range of strategic business projects such as financial valuations, pipeline prioritizations, asset scans, and competitive landscape assessments.



Christopher H. Greeno

christopher.greeno.wg20@wharton.upenn.edu
Williams College, Williamstown, MA
B.A., Cum Laude Biology and Economics, 2014

An opportunity to bring new products to patients at innovative biotechnology or life sciences companies in a business development or operations role.

BridgeBio Pharma, San Francisco, CA *Business Development Intern, Summer 2019*

Drove business development and commercial strategy projects for two of BridgeBio's lead subsidiaries: QED Therapeutics and Origin Biosciences. Engaged in partnership discussions, conducted diligence and handled requests from potential partners. Led analysis of Origin's E.U. commercial opportunity, reimbursement pathways and partnership strategy. Owned competitive intelligence analysis for QED's oncology indications, guiding updates to confirmatory trial designs.

Clarion | A Life Sciences Consultancy, Boston, MA

Consultant, 2017-2018

Senior Associate Consultant, 2016-2017
Associate Consultant, 2014-2016
Led teams, managed clients and coached team members on 2-3 month growth strategy projects. Project highlights: (1) Led team in developing cash-flow model for lead asset of a digital therapeutics company. Model used to support procurement of \$60M in series-C financing. (2) Headed team to develop analytics-based market access assessment and payer targeting approach for \$1B+ biologic. (3) Owned relationship and provided strategic guidance to client at a top-5 pharma, overseeing design of a KPI tracking tool for a 100,000+ patient support program.



Alexandra M. Hariri

alexandra.hariri.wg20@wharton.upenn.edu
Princeton University, Princeton, NJ
A.B. Ecology and Evolutionary Biology, 2013
Georgetown University, Washington DC
M.S. Biotechnology, 2017

An opportunity to bring novel, innovative therapies to patients through business development in the biotechnology industry.

Cornell University Department of Neurosurgery, New York, NY *Intern, Summer 2019*

Gained clinical experience and operational insights while alongside the chair of the department of neurosurgery in both the outpatient setting and the operating room. Gained perspective on the evolving challenges in managing a world-class academic surgical department.

Celularity, Warren, NJ

Corporate Strategy and Business Development, Summer 2018

Identified potential competitors and partnerships relevant for the company's therapeutic assets.

LifebankUSA

Associate Director of Business Development, 2013-2014, 2016-2018

Served as an associate in business development and marketing to create new strategic partnerships across 3 business lines. Created new marketing strategy including updating all promotional materials.

OXSTEM, Oxford, UK

Business Development, September 2016

Conducted business intelligence research to identify possible collaborators and created term sheet.

Scientific American Publishing

Project Management, 2014-2015

Developed web and print content for advertising and promotion campaigns. Planned and executed events for Worldview Magazine and served as editorial associate for Worldview 'Future of Transportation' Edition and Worldview 100.



Elston He

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Harvard College, Cambridge MA
A.B., Cum Laude, Philosophy, 2013
University of Pennsylvania Law School, Philadelphia, PA
J.D. Candidate, 2020

An opportunity to build products and invest in companies that improve health outcomes and costs through innovation

Roivant Sciences, New York, NY *Product Manager | Strategic Investments, Summer 2017-Present*

Own data analytics product for clinical trial risk assessment and operational feasibility, utilizing data from thousands of previous trials across phases and therapeutic areas – a core offering of a multi-year, \$10+M product development deal. Diligenced \$20M opportunity for next-generation clinical trials solution utilizing NLP to extract EHR data and enroll eligible oncology patients across under-penetrated trial sites.

Guggenheim Partners, New York, NY *Associate, 2015-2017*

Led due diligence, structuring, and execution for multiple investments across a wide spectrum of products (high yield, direct lending, structured equity) and industries (healthcare, consumer, financial services), deploying over \$100M+ in new investments for a \$12B credit fund. Provided healthcare industry coverage, focusing on healthcare information technology, payors, and providers.

Citigroup Global Markets, New York, NY *Analyst, 2013-2015*

Developed firm's research efforts in the continuing care space, developing tradable credit views and relative value pricing on all new issue bond issuances across CCRC, SNF, and assisted living facilities.



J. Andres Hernandez

jorge.hernandez.wg20@wharton.upenn.edu
University of Central Florida, Orlando, FL
B.S., Summa Cum Laude, Biomedical Sciences,
2015
Perelman School of Medicine at the University
of Pennsylvania, Philadelphia PA
M.D. Candidate, 2020

An opportunity to help patients through cutting-edge surgical technique and thoughtful healthcare leadership.

University of Pennsylvania, Division of Plastic Surgery, Philadelphia, PA
Sub-Intern, Summer 2019

Completed clinical rotations at the Hospital of the University of Pennsylvania, Massachusetts General Hospital, and Duke Hospital, all focused on reconstructive plastic surgery. Continued research within the field and converted team's operative experiences to projects which have resulted in publication.

University of Pennsylvania, Division of Plastic Surgery, Philadelphia, PA
Research Associate, 2016-2019

Conducted surgical outcomes research focused on reconstructive microsurgical involvement in interdisciplinary care teams, culminating in multiple publications and national conference presentations. Additionally, designed and implemented study protocol focused on advanced imaging tools for analysis of surgical candidates pre-operatively.

Twine Labs, Philadelphia, PA
Summer Business Operations Intern, 2016

Spearheaded lead generation in early-stage startup focused on internal mobility, which resulted in company's first users. Led promotions and marketing, culminating in coverage by multiple news outlets.



Scott Z. Heyman

scott.heyman.wg20@wharton.upenn.edu
The Johns Hopkins University, Baltimore, MD
B.A., Phi Beta Kappa, Public Health Studies,
2012

An opportunity to improve patient outcomes in a strategic role that combines care delivery, patient engagement, and technological innovations.

Humana, Inc., Louisville, KY
Risk Management Intern, Summer 2019

Prepared research and initial draft of white paper supporting proposed CMS and ONC legislation regarding data interoperability. Defined Humana's four core values for data sharing, identified accompanying business use cases and established performance metrics across four operational domains to measure success.

FTI Consulting, Washington, DC
Director, 2017-2018
Senior Consultant, 2014-2017

Managed teams of consultants, designed project plans and oversaw execution or quantitative and qualitative analyses of large client data sets across multiple platforms for use in econometric analyses, health forecasting, antitrust enforcement and regulatory compliance. Drafted reports and presented results to healthcare executives, lawyers and government regulators for M&A transactions and litigation cases exceeding \$100M.

Compass Lexecon, Washington, DC
Analyst, 2012-2014

Utilized STATA, Excel and ArcGIS for statistical, economic, and geographical analyses for antitrust cases. Developed charts and tables to summarize results for expert reports and presentations for the healthcare, life science, tourism and manufacturing industries. Led meetings with clients/lawyers to present analytical results for 15+ M&A transactions.



Olivia S. Jew

olivia.jew.wg20@wharton.upenn.edu
Stanford University, Stanford, CA
B.A. with Honors, Human Biology, 2014
Perelman School of Medicine at the University
of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2019

An opportunity to leverage my clinical background and business experience to enhance care delivery.

Bain & Company, San Francisco, CA
Summer Associate, Summer 2019

Evaluated the cell therapy space for potential investment opportunities, work that was soon thereafter incorporated into Bain's investment point-of-view. Modeled manufacturing capacity for a raw material for gene therapy in a multi-billion-dollar asset diligence. Spearheaded the analysis of a drug analog for a \$1B+ client preparing a drug launch, including interviews with key stakeholders.

Children's Hospital of Philadelphia, Philadelphia, PA

Lead Investigator, 2016-2020

Teamed with clinicians, hospital leadership and software developers to pilot a teledermatology mobile application that reduced wait times by >180x. Executed a pilot for a teledermatology consultation for primary care providers that improved diagnostic accuracy for >40 patients. Resulted in \$185,000 in funding to establish teledermatology program.

Stanford Program in Human Biology, Stanford, CA

Course Instructor, 2014-2015

Led structured discussion sections for >200 students, write exams and mentor students on a team of 4 instructors. Partnered with award-winning Stanford department chairs to reform curriculum and manage conflict by ensuring transparency in the grading process.



Yiqin Jiang

yiqin.jiang.wg20@wharton.upenn.edu
Williams College, Williamstown, MA
B.A. Magna Cum Laude, Biology and
Psychology, 2013

An opportunity to have a high impact in improving the lives of large populations of patients while touching the core provider-patient relationship

Genentech, South San Francisco, CA
MBA Commercial Summer Associate,
Summer 2019

Spearheaded development of patient-facing digital assets (website, display banners and SEM) for rare-disease indication by aligning a broad team of agency and internal partners with the patient journey and brand strategy.

Palladium, New York, NY
Senior Consultant, 2017-2018
Consultant, 2015-2017
Associate Consultant, 2013-2015

Advised and coached public and private organizations across several industries on execution and monitoring processes (such as strategy maps, scorecards and initiative prioritization) designed to help them achieve their long-term strategies. Specialized in developing ecosystem-based strategies for biopharma multinational companies to succeed in emerging markets by integrating financial and social outcomes. Led consulting engagements as primary client relationship and project manager. Additionally, served as internal regional Chief of Staff, with purview over strategic planning and execution, new product development, cross-functional integration and internal communications.



Sam A. Kahn

sam.kahn.wg20@wharton.upenn.edu
University of Florida, Gainesville, FL
M.S., Finance, 2013
B.S., Finance, 2012

Drive change through investing in and helping build market-leading companies.

Blackstone, New York, NY
Private Equity Senior Associate,
Summer 2019

Member of the Private Equity team. Participated in all aspects of the investment process, including thesis development, conducting financial and business due diligence, and presenting to the firm's investment committee, ultimately leading to the completion of a new platform investment. Received and accepted offer to return full-time.

GI Partners, San Francisco, CA
Private Equity Senior Associate, 2015-2018

Member of the Healthcare Private Equity team. Completed 2 multi-asset platform investments, 5 add-on acquisitions, 2 debt re-pricings, 1 secondary public offering, and 2 multi-LP co-investments. Oversaw 4 portfolio companies, monitoring performance and partnering with management teams to execute value creation plans.

Jefferies, New York, NY
Investment Banking Analyst, 2013-2015

Member of the Mergers & Acquisitions team. Executed 6 M&A transactions representing over \$5B in transaction value across the healthcare, technology, industrials, and consumer sectors.



Kathryn H. Kelley

kathryn.kelley.wg20@wharton.upenn.edu
Harvard College, Cambridge, MA
A.B., Cum Laude, Human Evolutionary
Biology, 2014
Peking University, Beijing, China
Master of International Relations, 2017

An opportunity to improve support for global health startups and innovations to achieve scale

Gates Foundation, Seattle, WA
MBA Intern, Summer 2019

Led assessment of how the Vaccine Delivery team can better support global health startups achieve scale. Conducted interviews with startup CEOs, global health investors and experts to understand gaps and challenges as well as interviews with different teams at the foundation to learn about the various creative financing techniques they employ. Presented findings and recommendations to senior leadership within Global Delivery Programs.

Trinity Partners, Waltham, MA
Consultant, 2016-2017
Senior Associate Consultant, 2015-2016
Associate Consultant, 2014-2015

Advised leading and emerging pharmaceutical and biotech firms across dozens of therapeutic areas. Completed 30 projects focusing on qualitative and quantitative market research, strategic planning, roadmap launch planning, forecast creation, prioritization and competitive strategy. Managed 2-3 associates per project on 16 projects. Project highlights: 1) Co-led a \$500K engagement with a Fortune 500 company; improved and supported quarterly forecasting cycles for key oncology product worth \$450M in annual sales, 2) Developed strategic launch plan roadmaps for two orphan products; traveled to Brussels to conduct launch planning workshops with senior executives.



Garrett M. Klein

garrett.klein.wg20@wharton.upenn.edu
Swanson School of Engineering at the University of Pittsburgh, Pittsburgh, PA
B.S., Summa Cum Laude, Industrial Engineering, 2013

An opportunity to improve healthcare through an investing role.

Newbrook Capital, New York, NY

Hedge Fund Summer Analyst, Summer 2019

Led diligence of investments in consumer discretionary, consumer staples, e-commerce, auto parts and cannabis sectors for a \$2B AUM long-short equity hedge fund with a twelve-year track record

Advent International, Boston, MA

Private Equity Associate, 2016-2018

Evaluated investments requiring \$250M-\$1,000M+ of equity, primarily in the healthcare sector (services, pharma, behavioral). Responsibilities included financial modeling, conducting company and industry due diligence, leading financing, accounting and consulting workstreams, managing portfolio company operational initiatives and presenting to investment committee. Supported 2 portfolio companies (ATI Physical Therapy and Genoa Healthcare), including leading a \$780M dividend recapitalization and a \$2B+ sale process. Submitted 2 final bids, one for a \$500M autism services provider and a second for a \$3.5B+ Indian Pharmaceuticals Manufacturer.

McKinsey & Company, Pittsburgh, PA

Business Analyst, Associate Seconde, 2013-2016

Advised clients from multiple industries on strategic and operational issues; led due diligence, managed teams and partnered with senior management teams. Performed analyses that informed key business decisions such as new market entry, private equity investment decisions, business acquisitions and divestments, salesforce optimization and R&D portfolio rationalization.



Zachary M. Laskin

zachary.laskin.wg20@wharton.upenn.edu
Washington University in St. Louis, St. Louis, MO
B.S.B.A., Finance, Healthcare Management, 2013

An opportunity to transform the delivery of healthcare through operational and technological innovation.

Boston Consulting Group, Summit, NJ

Summer Consultant, Summer 2019

Advised a multi-state payer on a network optimization strategy to support a 30% claim cost reduction target. Analyzed hospital and ambulatory surgical center performance in core coverage area to determine where care could be diverted to improve quality and reduce cost.

Eden Health, New York, NY

Operations Intern, Summer 2018

Supported the Chief of Staff and CEO on customer acquisition by analyzing potential commercial customers' medical claims to derive potential savings from improved primary care utilization by employees.

Pomona Capital, New York, NY

Associate, 2016 - 2018

Managed all aspects of investment process including industry research, financial diligence, and investment committee presentations for \$1.75B AUM private equity secondary fund investing in other private equity and venture capital funds.

Citigroup, New York, NY

Analyst/Assistant Vice President, 2014 - 2016

Performed strategic evaluations of Citi's businesses and advised on and executed proprietary Citi M&A transactions in the North America, South America and Europe.



Andrew D. Lay

andrew.lay.wg20@wharton.upenn.edu
Duke University, Durham, NC
B.S., Biology, 2013

An opportunity to contribute to the strategy and operations of health care delivery organizations and to the success of entities and patients that support, invest and depend on them.

Oliver Wyman, San Francisco, CA

Summer Associate, Summer 2019

Developed a 5-year service line strategy roadmap for a \$3B regional health system, delivering an innovative approach to front door clinical access, recommendations for physician practice redesign, and guidance around optimizing care team ratios and overall provider staffing. Collaborated to build a service line analytics model, combining claims data and actuarial analysis to project future demand for health care services to inform capacity planning, site allocation and partnership strategy.

MAXIMUS Inc., Reston, VA

Manager - Strategy and Market Development, 2017-2018

Senior Analyst - Business Development, 2015-2016

Analyst - Business Development, 2013-2014

Led new business unit focused on evaluating potential adjacent markets and managing development of new solutions for MAXIMUS' \$1.2B public sector health services business segment. Served on project management team for 5 new program implementations and redesigns, with responsibility for business process modeling, development of policies and procedures, staff modeling and production planning, and leading executive reviews. Managed pricing, staffing and technology strategy for 7 state/federal proposals with a total value of \$250M.



Harrison T. Lee

harrison.lee.wg20@wharton.upenn.edu
Princeton University, Princeton, NJ
A.B. Magna Cum Laude, Chemistry, 2015
Perelman School of Medicine at the University
of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2020

An opportunity to lead and drive strategy in a healthcare provider system, to improve the quality and operational efficiency of care delivery.

Boston Consulting Group, Philadelphia, PA *Summer Consultant, Summer 2019*

Advised CIO of a Fortune-500 chemical company on an affordability PMO for IT operating costs. Created a financial model to forecast and create accountability for \$69M in savings across multiple service line initiatives and conducted industry benchmarking to pressure-test savings targets.

Penn Medicine Center for Health Care Innovation, Philadelphia, PA

Medical Intern, Summer 2016

Refined the care delivery model for the Penn Health First Clinic, a technology-enabled primary care clinic for employees. Piloted strategies for improving efficiency in face-to-face physician visits and performed contextual inquiry for physician and patient adoption of virtual visits, finding opportunity in up to 42% of the clinic's panel.

United Community Clinic, Philadelphia, PA

Lead Medical Coordinator, 2015-2016

Led >25-person team to run a free health clinic in West Philadelphia. Spearheaded quality improvement projects to increase clinic efficiency and capacity through workflow optimization, ultimately yielding a 20% reduction in patient turn-around time. Won a Penn CAREs grant to establish a diabetes screening program at the clinic.



Scott H. Lever

scott.lever.wg20@wharton.upenn.edu
Pennsylvania State University, University Park, PA
B.S., Finance, 2012

An opportunity to build, lead and invest in healthcare services companies that are embracing the transformation to value-based care.

Zenyth Partners, Great Neck, NY *Summer Vice President, Summer 2019*

Evaluated potential investments in managed care, specialty physician services, dental services and healthcare IT for middle-market healthcare services private equity firm. Developed and presented in-depth investment thesis focused on sub-sectors within the value-based care ecosystem. Drove deal process for a potential investment in a managed care startup, including developing the financial model, spearheading due diligence process, and validating company assumptions. Independently sourced HCIT investment opportunities through direct outreach to founders.

Marwood Group, New York, NY

Vice President, 2014-2018

Analyst, 2012-2014

Led consulting engagements and new business development activity for a leading provider of healthcare consulting and M&A transaction diligence services. Performed in-depth quantitative and qualitative private equity due diligence involving payor reimbursement as well as market and competitive analysis for over 100 healthcare services transactions spanning 50 healthcare sub-sectors. Launched new consulting division through development of strategic partnerships enabling the firm to underwrite new insurance products for healthcare M&A deals ranging from \$50M to \$1B in enterprise value. Originally recruited by CEO to serve as Chief of Staff.



Shuaiqing Liu

shuaiqing.liu.wg20@wharton.upenn.edu
University of North Carolina at Chapel Hill, Chapel Hill, NC
B.S., Magna Cum Laude, Public Health & Applied Math, 2013

An opportunity to work in a strategic role in designing innovative healthcare financing and delivery models through technology applications

Health IQ, Mountain View, CA *Product Innovation Intern, Summer/Fall 2019*

Performed system-wide needs assessment and successfully identified 4 opportunities to engage with payer, provider, consultants, and population health companies in entering the healthcare space. Created Medicare-related policies that save up to 42% in premiums for seniors living a healthy lifestyle. Worked along the insurance product cycle from insurer/reinsurer partnership formulation to sales, marketing, and operations integration. Product will launch in over 30 states by end of 2019.

Aon Consulting, San Francisco, CA

Specialist, Analyst, Consultant, Senior Consultant & Actuary, 2013 - 2018

Led teams of consultants and actuaries managing 15+ employers' health & wellness programs totaling \$400M in annual budget. Worked closely with various parties in healthcare value chain, including insurers/TPA, providers, and population health management companies to design and price group health plans. Spearheaded the first industry study quantifying cost efficiency of population health programs; receiving industry recognition. Launched Aon Health's technology industry vertical using BI techniques; aims to generate \$13M annual revenue in organic growth.



Thomas J. Marder

thomas.marder.wg20@wharton.upenn.edu
Dartmouth College, Hanover, NH
B.A., Cum Laude, Neuroscience, 2012

An opportunity to support the development and commercialization of life sciences innovations in a business development or strategy role.

Regeneron Pharmaceuticals, Tarrytown, NY

New Products Planning MBA Intern, Summer 2019

Developed operational launch plan for ultra-rare disease asset through one-on-one meetings and workshop with over two dozen internal experts across commercial, medical and R&D functions. Planned unbranded campaign focused on improving patients' and physicians' understanding of disease mechanism.

Putnam Associates, Boston, MA and San Francisco, CA

Consultant, 2017-2018

Senior Associate Consultant, 2016-2017
Associate Consultant, 2014-2016

Led project teams in executing commercial and corporate strategy engagements for leading biopharmaceutical companies. Completed over 25 projects, including competitive landscape assessment, market opportunity analysis, forecasting, clinical trial design, and payer contracting approach.

Joslin Diabetes Center, Boston, MA

Research Assistant, Department of Clinical, Behavioral, and Outcomes Research, 2012-2014

Completed data collection and statistical analyses for four-year NIH-funded study investigating imaging-based Alzheimer's disease diagnostics in patients with diabetes. Published two scientific manuscripts and contributed to two funded grant applications totaling \$325,000.



Morgan E. Matthews

morgan.matthews.wg20@wharton.upenn.edu
Harvard College, Cambridge, MA
A.B., Cum Laude in Field, Human Developmental and Regenerative Biology, 2014

An opportunity to support the launch of transformative medicines and drug development platforms via commercial or business development roles in pharmaceuticals and biotech.

TrialSpark, New York,

NYStrategic Partnerships Intern, Summer 2019

Executed high-impact operations project ahead of schedule for digital contract research organization. Mapped patient scheduling process and built financial model. Recommended operational improvements totaling \$3M in near-term savings to senior leadership. Led cross-functional workshop to drill-down into proposed solutions, increase firm-wide visibility and align on go-forward plan. Ran scientific and commercial due diligence for potential pharmaceutical acquisitions.

Putnam Associates, Boston, MA

Consultant, 2017-2018

Senior Associate Consultant, 2016-2017

Associate Consultant I - Associate

Consultant II, 2014-2016

Led diverse project teams through all stages of pharmaceutical and biotech client engagement, balancing needs of internal and external stakeholders. Drove project thought leadership in key strategic domains, including: US and ex-US pricing and payer strategy, global asset launch preparation, sales force optimization, defensive counter-strategies and competitive positioning. Therapeutic areas span vaccines, oncology, CNS disorders, autoimmune, infections and cardiovascular disease.

Brack Lab, MGH, Boston, MA

Research Intern, 2012-2014

Wrote thesis quantifying the temporal mechanics and asymmetric fate determinations of muscle stem cells.



Daniel G. McDonough

daniel.McDonough.wg20@wharton.upenn.edu
Georgetown University, Washington, DC
B.S.F.S., Magna Cum Laude, International Economics, 2013

An opportunity optimize and help develop leading healthcare companies through investment.

Citadel, New York, NY

Surveyor Capital Summer Associate Summer 2019

Initiated coverage on the Contract Research Organization (CRO) sector with investment recommendations for the sector's 6 publicly traded companies. Performed market diligence and individual company analyses to identify dislocations between fundamental equity valuations and consensus expectations.

GTCR, Chicago, IL

Senior Associate, 2017-2018

Associate, 2015-2017

Evaluated and executed private equity investments for GTCR's healthcare group, which included work that spanned healthcare's subsectors. Developed particular focus on the life science tools space through four completed acquisitions and thesis development work related to genomic therapeutics and molecular diagnostics. Managed portfolio companies by coordinating with senior executives, attending board meetings, and tracking core metrics to monitor company performance.

Credit Suisse, New York, NY

Analyst, 2013-2015

Analyzed and executed mergers, leveraged buyouts, and recapitalizations for healthcare corporations and financial sponsors to support the firm's healthcare coverage group. Transaction focused on the specialty pharmacy space, which included an acquisition financing and an initial public offering.



Jennifer Morganroth

jennifer.morganroth.wg20@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A., Magna Cum Laude, Economics, 2013
Perelman School of Medicine at the University
of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2020

An opportunity to implement innovative solutions to improve healthcare delivery for patients and physicians.

EpilepsyCo, a 4 Catalyzer Company, New York, NY

Commercial and Clinical Team Lead (Summer 2019), Consultant (2019-present)

Led clinical and commercial activities for a Series B start-up creating a non-invasive epilepsy monitoring device. Coordinated communication between the clinical operations and product engineering teams to ensure that the software and hardware functionality of the prototype device met clinical goals. Conducted interviews with patients and physicians to inform product design and user experience.

Department of Neurology, NYU Langone Medical Center, New York, NY *Research Data Associate, 2013-2014*

Developed a primary database for the concussion research registry and sideline testing in youth athletes for over 1000 participants, culminating in presentations and publications. Led education outreach to develop community-wide concussion awareness. Selected to attend The United Nations Concussion Awareness Summit, an event focused on the future of concussion policy and research.

NYU Langone Epilepsy Center, New York, NY

Research Assistant, Summer 2012

Conducted patient centered outcomes research to categorize patients with treatment resistant epilepsy into a surgical grading scale.



Elizabeth L. Morse

elizabeth.morse.wg20@wharton.upenn.edu
Dartmouth College, Hanover, NH
B.A., Cum Laude, Biology with Honors, 2015

An opportunity to advance innovations for personalized medicine, promoting collaborations to integrate genomic approaches with drug development to guide healthcare decisions

Regeneron Pharmaceuticals, Tarrytown, NY

Business Leadership Development Internship, New Products Strategy, Summer 2019

Independently developed NSCLC business case including situational analysis, revenue model, and marketing playbook. Collaborated with a cross-functional team to develop a tactical brand plan. Led cross-functional tactical workshop for alignment on scenario planning and to optimize investment.

Longitude Capital, Greenwich, CT **MBA Intern, Winter/Spring 2019**

Developed scientific framework to evaluate novel oncology modalities, analyzed clinical development landscape and assessed recent deals to monitor current market landscape. Sourced strategic investment opportunities for \$1.2B biotech-focused venture capital fund.

ClearView Healthcare Partners, Newton, MA

Senior Consultant 2018, Consultant 2017-2018
Senior Analyst 2016-2017, Analyst 2015-2016

Biopharma strategy consultant leading growth strategy projects, including portfolio prioritization, due diligence, revenue forecasting, scenario analysis, and post-merger integration workstreams. Founded corporate responsibility initiative and chaired Women Leadership program. Project highlights: (1) Analyzed buying process for CDx platform to prioritize tumor market segments; (2) Led tumor microenvironment competitive landscape assessment informing scenario planning and positioning; and (3) Evaluated genitourinary pipelines for late-stage partnership opportunities.



Diana C. Mosquera, M.D.

diana.mosquera.wg20@wharton.upenn.edu
Stony Brook University, Stony Brook, NY
A.B., Cum Laude, Economics, 2009
Weill Cornell Medicine, New York, NY
M.D., 2014

An opportunity to develop and implement value-based payment and care redesign strategies in a healthcare organization that aims to achieve the quadruple aim.

Penn Medicine, Philadelphia, PA

MBA intern, Office of the CEO
Summer 2019

Reported directly to the VP of Managed Care while tasked with analyzing value-based payment strategy across multiple models and payers. Assessed financial risk and gain opportunities across current and upcoming value-based initiatives. Developed recommendations based on Penn Medicine's strengths, population health infrastructure and market position.

Penn Medicine, Philadelphia, PA

Attending Physician, 2018-Present
Supervise and train resident physicians in the specialty of Anesthesiology and Critical Care in an Academic Medical Center environment. Member of ACGME Patient Safety Collaborative to engage resident physicians in quality improvement. Recruit and select residency applicants as a member of the Penn Anesthesiology residency admissions committee.

Penn Medicine, Philadelphia, PA

Resident Physician, 2014-2018
Developed clinical and procedural skills necessary to provide anesthetic care for patients undergoing complex surgeries at a quaternary hospital. Managed teams of residents and CRNAs caring for medically unstable patients. Developed checklist for safe care transition of patients arriving in Post Anesthesia Care Unit.



Misha Nasrollahzadeh

misha.nasrollahzadeh.wg20@wharton.upenn.edu
Stanford University, Stanford, CA
B.S., Management Science & Engineering, 2013

An opportunity to build technology-enabled healthcare products, services and operation models that address social determinants of health, with a focus on food-based solutions.

Walmart, Bentonville, AR

Health & Wellness Strategy and Operations Intern, Summer 2019

Pitched, researched and designed "GroceryRx" program, an in-store food-as-medicine offering integrating Walmart grocery, pharmacy and newly launched clinic arms. Received leadership approval to run proof-of-concept in Fall 2019 in two stores in Georgia.

Castlight Health, San Francisco, CA

Senior Product Manager, 2017-2018
Product Manager, 2016-2017

Launched UI for Castlight Complete and Anthem Engage, combined platform of healthcare transparency and wellbeing products for self-insured employers, accounting for \$10M in Q12018 sales. Led vision and execution for website redesign, increasing NPS from -6 to 30. Rebuilt registration and onboarding for 1M users, reducing call center volumes by 30%. Served on committee to integrate Castlight and acquired company Jiff.

Palantir Technologies, Palo Alto, CA

Deployment Strategist, 2013-2016

Led a team of 8 engineers, designers and data scientists to build fraud investigation platform for Fortune 50 health insurance client. Pitched roll-out strategy to COO, securing first payor partnership. Designed and executed dashboard for clinical trial associates to improve patient recruitment for Fortune 50 pharmaceutical client.



Kristen E. Nehls

kristen.nehls.wg20@wharton.upenn.edu
Dartmouth College, Hanover, NH
B.A., Magna Cum Laude, Biology, 2014

An opportunity to bring novel therapeutics to market.

Regeneron Pharmaceuticals, Tarrytown, NY

MBA Intern in New Products Planning, Summer 2019

Collaborated with large cross-functional team to develop 2020 strategic and tactical brand plan for a late stage therapeutic. Synthesized research and perspectives from across the organization to develop strategic plan and worked with various stakeholder groups to gain alignment on path forward. Conducted in depth competitive analysis to inform strategy as well as quantitative analysis to determine the asset's market potential.

Oliver Wyman, New York, NY

Engagement Manager, 2018
Associate, 2016-2018
Senior Consultant, 2015-2016
Consultant, 2014-2015

Conducted 10+ strategic and operational projects across broad industries including: financial services, logistics management, telecommunications and media, and the fine arts. Primary focus areas included customer base management in subscription businesses, specifically managing customer acquisition, cross sell and retention through marketing and sales initiatives. Led teams of consultants on qualitative and quantitative analysis, with heavy use of big data to inform decisions.



Ilana Nelson-Greenberg

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Brown University, Providence, RI
B.A., Development Studies, 2010
Bryn Mawr College, Bryn Mawr, PA
Post-Baccalaureate Degree, Pre-Medical Sciences, 2015
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2020

An opportunity to integrate clinical insights with healthcare delivery systems to bring greater access to care to underserved populations.

Partners In Health, Haiti/Boston, MA

Haiti Program Coordinator, 2013-2014

Responsible for health program implementation across 10 clinical sites in Haiti, with a \$40M annual budget, working with diverse national and international public/private partners to execute clinical, operational, development, communications, and training programs.

Hopital Universitaire de Mirebalais, Haiti

Project Coordinator, 2012-2013

Led administrative and programmatic support for executive and leadership teams, during planning and opening phases of a 250,000 square foot 300-bed state of the art teaching hospital in Mirebalais, which served as a referral site for 3.4M people, and as a training program for Haitian residents.

Shining Hope for Communities, Kibera, Kenya

Health Services Director, Johanna Justin Jinich Community Clinic, 2010-2011

Helped lead strategic planning and program development for a new community health clinic in Kibera, Kenya, serving over 10,000 patients in its first year. Hired and supervised a 15 person staff. Developed clinical, community health worker and volunteer programs and oversaw daily clinic operations.



Natalie E. Pancer

natalie.pancer.wg20@wharton.upenn.edu
Yale University, New Haven, CT
B.S., Biomedical Engineering, 2014

An opportunity to work in strategy and business operations at the intersection of life science and technology innovation.

PicnicHealth, San Francisco, CA

Partnerships/Strategy Intern, Summer 2019
Designed two IRB-approved real world evidence studies, and product managed launch across engineering, design, and partnerships teams. Led company leadership through analysis and discussion of new business development strategy, leading to outreach of new potential biopharmaceutical partners.

Pfizer, New York, NY

Consulting & Execution Manager (2017-2018), Analyst (2015-2017)
Led strategy and operational improvement projects approved by the CEO or executive team across research, development, and commercial functions. Partnered with internal clients to define their business challenge, develop solutions, and implement recommendations. Primary focus areas included clinical development and innovation.

Beghou Consulting, New York, NY

Analyst, 2014-2015
Built sales and marketing Tableau dashboards utilized by brand teams at major biopharmaceutical companies. Worked with clients to understand sales analyses needed and wrote SAS and SQL code to develop sales reports.



Alomi O. Parikh

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Princeton University, Princeton, NJ
B.A., Summa Cum Laude, Chemistry, 2015
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2020

An opportunity to combine insights from clinical practice with a knowledge of health care management in order to improve health care delivery systems.

McKinsey & Company, Jersey City, NJ

Summer Associate, Summer 2019
Advised global pharmaceutical company on assessment and prioritization of all opportunities in the R&D pipeline. Provided deep dives on target disease areas and led working sessions with R&D client teams. Built and maintained a database of qualitative assessments of each opportunity. Facilitated final data delivery and visualization to aid decision-making at the senior level.

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

Research Intern, 2016-2019
Designed and implemented multiple quality improvement projects in departments at University of Pennsylvania hospitals as part of multidisciplinary teams, including a pathway to reduce time to seizure treatment and a tool to improve follow up in patients at high risk of vision loss. Conducted research in neurology and pediatric ophthalmology that have resulted in peer-reviewed publications and national presentations.



Arpan A. Parikh, M.D.

arpan.parikh.wg20@wharton.upenn.edu
The Ohio State University, Columbus, OH
B.S. with Honors, Biology, Summa Cum Laude, 2011
M.D., 2013

An opportunity to innovate the delivery of high-quality behavioral healthcare to reduce stigma and increase access, both as a practicing clinician and as an operational/strategic leader.

CareMore Health, New York, NY

Summer MBA Consultant, Summer 2019
Developed and launched a clinical workflow streamlining and operationalizing the identification and treatment of patients with substance use disorders in 3 markets serving 20,000 patients. Revised comprehensive psychiatric medication guidelines for distribution to all primary care and behavioral health clinicians.

Icahn School of Medicine at Mount Sinai, New York, NY

Assistant Professor, Department of Psychiatry, 2017-Present
Actively practicing, board-certified psychiatrist treating patients on acute inpatient psychiatric units across 2 hospitals. Served as Wellness Champion, identifying areas of critical burden on trainees and winning \$75,000 grant award to co-lead program implementation to improve resident wellness and reduce burn out.

Addiction Institute at Mount Sinai-St. Luke's, New York, NY

Medical Director, 2017-2018
Supervised 12-member cross-functional treatment team and treated patients suffering from both psychiatric illnesses and substance use disorders. Revamped and instituted new referral and screening process for patients from both within and outside the Mount Sinai Health System.



Niyoshi P. Patel

niyoshi.patel.wg20@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.S., Magna Cum Laude, Economics, 2012
B.A., Magna Cum Laude, Biology, 2012

An opportunity to build biotechnology companies developing groundbreaking therapies

bluebird bio, Cambridge, MA
Business Development MBA Intern, Summer 2019

Developed and presented a cell therapy landscape overview to key leadership; Created a model to understand economic implications of third-party obligations for new products in development

Purdue Pharma, Stamford, CT
Senior Manager, Business Development & Finance, 2016-2018

Worked with team of investment professionals and executive management to diligence and complete various acquisitions and collaborations; Co-led the financial modeling, structuring, and negotiations for a co-commercialization agreement on Symproic (treatment for opioid induced constipation)

Athyrium Capital, New York, NY
Analyst, 2014-2016

Completed all aspects of diligence, financial modeling, execution, and management of investments for the healthcare-focused fund; Independently sourced Clover Health as Athyrium's first healthcare IT investment (led to a successful exit for Athyrium)

Great Point Partners, Greenwich, CT
Analyst, 2012-2014

Completed all aspects of diligence, financial modeling, execution, and management of investments for the healthcare services-focused fund; Independently sourced Softbox Systems as Great Point's first ex-US investment



Parth D. Patel, D.M.D.

ppate@wharton.upenn.edu
University of Miami, Coral Gables, FL
B.A., Cum Laude, Economics, 2014
University of Pennsylvania School of Dental Medicine, Philadelphia, PA
D.M.D., 2018

Scale a multi-specialty dental services company that delivers high-quality clinical outcomes, a consumer-focused experience and lasting societal impact.

Smile Culture Management, Philadelphia, PA

Co-Founder and CEO, 2015-Present
Furthered growth of Smile Culture, a multi-specialty dental support organization. Executed multiple transactions for platform acquisition, launched second de novo location and developed centralized infrastructure to support platform growth. Currently lead a team across 6 Greater Philadelphia locations, including 25 doctors and spearhead dual-growth strategies in M&A and de novo builds. Smile Culture is on pace to treat over 35,000 patients in 2019.

University of Pennsylvania School of Dental Medicine, Philadelphia, PA

Doctor of Dental Medicine Candidate, 2014-2018
Completed doctorate program across four years, including delivering care within clinical units and completing 6 rotations. Rotations included: Oral and Maxillofacial Surgery, Orthodontics, Periodontics, Pedodontics, Radiology and Endodontics. Awarded Penn Dental Medicine's Deans Scholarship and attended externships at King's College in London and Tokyo Medical and Dental University.



Jason R. Peterson

jason.peterson@wg20@wharton.upenn.edu
Yale University, New Haven, CT
B.A., History and pre-medical studies, 2008
Columbia University, New York, NY
Master of Public Health, 2011
School of Engineering and Applied Sciences at the University of Pennsylvania, Philadelphia, PA
Master of Computer & Information Technology, 2020

An opportunity to develop and invest in premier healthcare organizations.

Capital Group, Los Angeles, CA

Summer Investment Analyst, Summer 2019
Researched and recommended equity investments with a focus on multi-year risks and opportunities.

Roivant Sciences, New York, NY
Technology Investment & Innovation Associate, 2017-2018

Co-founded corporate venture capital practice investing in Series A-C health-care technology companies. Sourced, diligenced and executed company's first investment as lead investor in \$5M Series A financing. Implemented "drug+digital development" program where drugs were developed alongside synergistic technology, leading to \$110M in technology partnering opportunities.

Texas Medical Center, Houston TX

Biodesign Innovation Fellow, 2015-2016
Co-founded digital health company developing H.R. software for 100-nurse E.R. unit at world's largest children's hospital.

Oppenheimer New York, NY
Associate Director, 2014-2015

Generated investment recommendations across medical device, healthcare technology, distribution, labs, tools and diagnostics companies.

BlackRock, New York, NY

Portfolio Management Analyst, 2011-2014
Collaborated with portfolio managers to manage \$60B in assets for endowments and pensions. Generated three executed trades.



William P. C. Rice

william.rice.wg20@wharton.upenn.edu
Northwestern University, Evanston, IL
B.A., Cum Laude, Economics, 2015

An opportunity to lead operations and strategy in a healthcare organization or medical device company

McKinsey and Company, Charlotte, NC
Summer Associate, Summer 2019
Senior Business Analyst, 2017-2018
Business Analyst, 2015-2017

Consulted multibillion dollar companies on a range of strategic and operational topics. A highlighted selection includes: advising multiple hospitals on cost reducing strategies (e.g., identifying margin negative procedures and rationalizing supply chain spend), advising private equity firms on the suitability and size of niche pharmaceutical markets, advising insurance companies on how to revamp their customer experience and digital strategies, advising hospitals on how to make a seamless patient experience, and advising two fortune 100 companies on potential cost synergies that could be achieved from a merger.



Lora Rosenblum

lora.rosenblum.wg20@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A., Cum Laude with Distinction, Health & Societies, 2012

An opportunity to scale patient outcomes and provider solutions by joining a business development or growth strategy team within a technology-enabled healthcare organization.

Cedar, New York, NY
Business Development, Summer 2019

Designed go-to-market strategy for new business line. Ran and won RFP process for company's first joint payer/provider deal. Developed contract language for new product offering.

Flatiron Health, New York, NY
Operational Excellence Manager, 2016-2018

Led internal initiatives to drive enhancements in company's oncology-specific software. Ran strategic program for clients to achieve bonus reimbursements through federal initiative that rewards providers based on clinical outcomes. Managed communication for entire physician network after announcement of Roche acquisition.

Oscar Insurance, New York, NY
Service Operations Lead, 2015-2016
Claims & Benefits Specialist, 2015
Customer Service Representative, 2014-2015

Built and led five-person team to resolve high-priority member issues such as urgent pharmacy transactions, pre-visit benefit clarifications, network complaints and denied claims. Scaled team processes to ensure consistent service levels each year. Managed national complaints department, supporting 145,000 members in four operating states.

Wells Fargo, Philadelphia, PA
Financial Analyst, Healthcare Financial Services, 2012-2014

Evaluated financial statements of healthcare systems with over \$500M in annual revenue.



Ying Ying Shi, CFA

ying.shi.wg20@wharton.upenn.edu
University of San Simon, Cochabamba, Bolivia
B.A., Economics, 2010
EDHEC Business School, Nice, France
M.Sc., Finance, 2012

An opportunity to lead a pharmaceutical company on its road to deliver innovative drugs and meet the evolving needs of patients worldwide.

Novartis, East Hanover, NJ
Summer Finance Associate, Summer 2019

Created a dynamic dashboard that enabled monitoring of wholesaler and specialty pharmacy's inventory levels and automated calculations of related financial metrics. Leveraged momentum and advanced finance team's digital journey on further analyses, e.g. marketing expenses and price-volume effects. Trained consultants and other MBA interns.

Accenture Strategy, Munich, Germany
Manager, 2018
Consultant, 2015-2018

Led health care client teams in mergers and acquisitions projects, including a EUR 1B pharmaceutical divestiture project and a health care services company's Transitional Service Agreement exit in 76 countries in Emerging Markets.

Clueda AG, Munich, Germany
Chief Organization Manager, 2014-2015
Advised CEO through preparation of company transaction, with ultimate merger by absorption into Baader Bank AG.

Alira Health, Munich, Germany
Project Manager, 2012-2014

Managed 10+ health care mergers and acquisitions projects across 7 international offices, overseeing end-to-end project pipeline from market research, preparation of long and short lists, target approach and due diligence. Created private equity database to streamline health care investor search.



Romana Sohail, F.S.A.

rsohail.wg20@wharton.upenn.edu
Lahore University of Management Sciences,
Lahore, Pakistan
B.S., Mathematics, 2013

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

Evercore Partners, New York, NY
M&A Advisory Summer Associate, Summer 2019

Conducted financial analysis, due diligence, and M&A focused materials development across clients in the healthcare, technology, and fintech sectors

AXA – Global Healthcare, Singapore
Manager, New Business Underwriting, 2015-2018

Evaluated 100+ investment opportunities in healthcare and insurance sectors; built multi-scenario operating models, conducted valuation analyses, and managed third-party advisors. Managed team of 3 associates and analysts to synthesize findings and debrief senior team members. Prepared diligence question lists and led diligence calls with management of potential acquisition targets on targeted topics, including organization structure, competition, industry, financials, sales and marketing and products

Mercer, Singapore

Consulting Senior Analyst, 2014-2015

Only Senior Analyst selected for client secondment, during the challenging period of PayPal's spinoff from eBay. Negotiated eBay's post-spin off health insurance contracts, worth \$2.1M, in 11 countries delivering 10% savings. Supported Asia Consulting Leader in development of Asia's 1st analytics-based employee benefits model. Oversaw model implementation for 40,000 employees in Philippines, leading to 10% annual cost savings



Evan M. Strother

evan.strother.wg20@wharton.upenn.edu
Duke University, Durham, NC
B.S., Magna Cum Laude, Civil Engineering, 2013

An opportunity to build businesses that innovate in the US health care system.

LLR Partners, Philadelphia, PA

MBA Investment Intern, Health Care Private Equity, Summer 2019

Closed growth investment from \$1.2B fund in employee benefit technology business. Developed firm-wide investment thesis and strategy for healthcare payer technology sector.

FFL Partners, San Francisco, CA

Operating Associate, Private Equity, 2017-2018

Worked with portfolio companies in \$2.0B fund on board-level strategic initiatives. Example projects include: (1) Building acquisition/de-novo growth strategy and financial model for Autism services businesses. (2) Developing product, go-to-market and pricing strategy for a health care worker training business's first digitally-delivered solution.

Google, Inc, San Bruno, CA

YouTube Product Specialist, 2016-2017

Led product and operational initiatives to improve YouTube for over >1.8B monthly viewers. Example project includes designing and launching video reporting feature, which trains machine learning algorithms to remove 30,000+ offensive videos per month.

McKinsey & Company, Atlanta, GA

Senior Business Analyst, 2013-2016

Executed critical strategy and operational initiatives for C-suite executives. Example projects include: (1) Facilitating creation of joint venture that provides cybersecurity services to 150+ health care companies. (2) Performing strategic due diligence of mega-merger of two top 10 tech companies.



Rishi Taggarasi

rishi.taggarasi.wg20@wharton.upenn.edu
University of California, Berkeley; Berkeley, CA
B.A., Political Economy, 2013

An opportunity to launch and scale products in a dynamic healthcare technology organization that improves the quality and accessibility of patient care

Teladoc, New York, NY

Product Strategy Intern, Summer 2019

Led development of business case for a new "Virtual Primary Care" offering, including product definition, market validation, clinical/operational risks & mitigation plan, partnership strategy, pricing and detailed financial forecasts. Presented recommendations to full C-suite and senior leadership that crafted positioning for upcoming product launch.

CipherHealth, New York, NY

Strategy & Analytics Lead, 2017-2018

Recommended operational improvements on patient rounding to senior leadership at 14 health systems. Led team of data scientists to conduct complex analysis on patient-level clinical outcomes data. Results at one major health system showed 16.3% decrease in readmissions and 440 identified patient issues.

L.E.K. Consulting, San Francisco, CA and London, UK

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

Evaluated Medicaid behavioral health market opportunity in 24 U.S. states for national payer; built pricing model used to pitch and close \$172M funding of digital health startup; quantified market size for 5 digital health segments and recommended 8 startups for \$20M investment by large VC fund. Awarded Consulting Magazine's Excellence in Social & Community Investment for pro bono work for nonprofit hospice provider.



Aaron J. Thomas

aaron.thomas.wg20@wharton.upenn.edu
Brigham Young University, Provo, UT
B.S., Summa Cum Laude, Business
Management, 2012

An opportunity to lead within a mission-driven healthcare company building or scaling transformative models of care delivery or payment.

Eleanor Health, Waltham, MA
Strategy and Operations Intern,
Summer 2019

Wrote a \$2M proposal to deliver substance use disorder treatment and recovery services for a state Medicaid program. Researched and created pitch deck materials outlining the ROI of Eleanor Health's care model vs. existing care models. Developed materials for and attended company's first board meeting. Led creation and implementation of company's first information security and privacy policies.

Cohen Private Ventures, New York, NY
Private Equity Associate, 2016-2018

Monitored existing and executed new private equity, growth and venture capital investments for a \$10B+ family office. Executed CPV's first venture capital investments and helped institutionalize the firm's approach to venture investing. Trained 2 private equity associates on quarterly reporting processes and monitoring 10 portfolio companies.

Goldman, Sachs & Co., New York, NY
Investment Banking Analyst & Associate,
2013-2016

Advised natural resources companies through merger, acquisition, and capital raising opportunities. Developed expertise in precedent transaction, discounted cash flow, LBO, and accretion / dilution analyses.



Jennifer J. Thornton

jennifer.thornton.wg20@wharton.upenn.edu
Massachusetts Institute of Technology,
Cambridge, MA
B.S., Biological Engineering, 2015

An opportunity to improve health care by bringing innovative new therapies to patients.

Blueprint Medicines, Cambridge, MA
Commercial MBA Intern, Summer 2019

Established market development strategy and tactical path forward for an investigational precision therapy in oncology. Assisted in early-stage brand planning efforts including marketing agency selection and brand vision. Facilitated a complex clinical trial decision through creation of a decision framework and collaboration with clinical, medical, regulatory and commercial stakeholders; resulted in core team agreement and recommendation brought to the executive team.

Boston Consulting Group, Boston, MA
Consultant, 2017-2018
Associate, 2015-2017

Partnered with clients across healthcare and other industries on strategic and operational consulting engagements. Conducted 10 due diligences to inform private equity investments from medical devices to biometric security. Led post-merger integration of R&D and HR departments for 1 leading pharmaceutical companies. Analyzed historical global health product launches for a philanthropic foundation. Developed manufacturing site investment strategy for a generic pharmaceutical company.



Shilpa Topudurti

shilpa.topudurti.wg20@wharton.upenn.edu
University of Rochester, Rochester, NY
B.S., Cum Laude, Molecular Genetics, 2014
London School of Economics, UK
M.Sc., International Health Policy, 2015

An opportunity to improve patient access to novel therapeutics by strengthening collaboration between life sciences and providers

Genentech, South San Francisco, CA
Commercial Summer Associate,
Summer 2019

Created financial decision maker targeted non-personal promotion strategy for hematology/oncology product. Managed creative agencies during asset creation for product launch. Leveraged data analytics to assess medication monitoring infrastructure capabilities at health systems in order to develop solutions to improve patient access.

The Advisory Board Company (ABCO), Washington, DC

Manager, Corporate Strategy
& New Product Development, 2016-2018

Served as Chief of Staff to the CPO, overseeing the successful technology product portfolio integration during Optum's acquisition of ABCO. Provided near-term vision and strategy to chief officers and board. Led concept design and testing for launch of clinical decision support and post-acute care provider technologies.

McKinsey & Company, London, UK
Analyst, 2015-2016

Specialized in the pharmaceuticals and medical products practice. Project highlights: (1) Worked with top-5 biopharma client to integrate outcomes-based health business models to improve market access (2) Developed technology tool to assess client readiness for global biopharma launches; (3) Supported \$20B company in commercial growth roadmap strategy in neurology.



Nina Underman

nina.underman.wg20@wharton.upenn.edu
Bowdoin College, Brunswick, ME
B.A., Neuroscience, 2015

An opportunity to work with a dynamic, mission-driven team to build and develop healthcare delivery organizations.

OptumCare, Eden Prairie, MN

Delivery Strategy Intern, Summer 2019
Designed implementation plan on behalf of care delivery organization COO to improve primary care and housing access for 225,000 Medicaid patients. Developed payer, provider and local community partnering strategy needed to execute initiatives, projected to reduce average care costs 44% per member per month via improved housing enrollment and home-less outreach processes, new tenancy support services and redesigned primary care models. Built data infrastructure to enable ROI determination for program investments.

MaineHealth, Portland, ME

System Development Manager, 2016-2018
System Development Business Analyst, 2015-2016

Led initiatives on behalf of EVP to advance strategy and operations for \$3B, 10-hospital delivery system serving 70% of Maine's population, regularly collaborating with system and hospital leadership. Implemented operational benchmarking tool in 450 hospital and practice departments. Consulted with community hospital CFO to achieve \$1.6M budgeted savings via staffing model and supply chain redesigns. Supported General Counsel and Trustees in due diligence process for merger of 10 local members into single corporate entity. Managed all-payer claims database used guide COO's system expansion efforts based on service leakage and growth analyses.



David X. Wang

david.wang.wg20@wharton.upenn.edu
Duke University, Durham, NC
B.S., Summa Cum Laude, with Distinction, Economics, 2014

An opportunity to identify, grow and transform healthcare or technology businesses through equity investing or business development roles.

Cornell Capital, New York, NY

Private Equity MBA Intern, Summer 2019
Assessed control investments across healthcare, business and financial services, and consumer industries at \$3B AUM, cross-border U.S./Asia fund. Led diligence of professional employer organization and sourced 2 potential investment partners.

MSD Partners, New York, NY

Private Equity Associate, 2016-2018
Evaluated control leveraged buyout and structured investments for Michael Dell's \$15B family office. Invested in Ring Container (packaging) and WCG (clinical trial services). Developed views on ~50 investments across multiple industries, managed deal and diligence workstreams, coordinated external advisors and built extensive 3-statement operating models. Conducted outreach in pursuit of annual investment themes and generated one-on-one meetings with businesses.

Morgan Stanley, New York, NY

Investment Banking Analyst, Healthcare, 2015-2016

Executed debt, equity, and M&A transactions; counseled clients on corporate strategy. Deals included AmerisourceBergen's acquisition of PharMEDium from CD&R and Sagent Pharmaceuticals' sale to Nichi-Iko.

Jefferies, New York, NY

Investment Banking Analyst, Healthcare, 2014-2015

Advised clients on M&A and financing. Deals included Seahorse Biosciences' sale to Agilent and Pernix's acquisition of Zohydro.



Sarah R. Weber

sarah.weber.wg20@wharton.upenn.edu
Williams College, Williamstown, MA
B.A., Psychology & Neuroscience, 2011

Invest with integrity in the next generation of biopharma companies.

Nantahala Capital, New Canaan, CT

Healthcare Equity Analyst, Summer 2019
Analyzed healthcare public equities for a long/short hedge fund. Focused primarily on biotech, including gene therapy, rare disease, oncology, and microbiome. Performed due diligence and valuation work on existing investments and pitched new ideas to the investment team.

Piper Jaffray & Co., New York, NY

Assistant Vice President, Sell-Side Equity Research, 2017-2018
Analyst, Sell-Side Equity Research, 2015-2017

Recommended 31 SMID cap biotechnology stocks. Built and updated financial models, including valuation by DCF, NPV, comparable company analysis. Analyzed business models and market potential of pipeline assets, focusing on clinical diligence (physician surveys, physician calls, medical conferences) to differentiate stock recommendations.

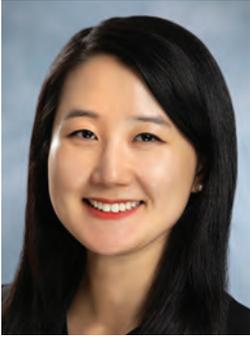
Marketing Evolution, New York, NY

Senior Research Analyst, 2013-2014
Research Analyst, 2013-2014

Analyzed success of direct-to-consumer pharma marketing campaigns and devised strategies to improve return on investment from pharma marketing spend.

Boston Children's Hospital, Boston, MA

Clinical Research Coordinator, 2011-2013
Oversaw operations of five clinical studies in Crohn's Disease and Ulcerative Colitis. Recruited patients to trials, performed medical chart reviews, collected biological samples, and analyzed data in SPSS.



Daichen Wei

daichen.wei.wg20@wharton.upenn.edu
University of California Berkeley, Berkeley, CA
B.A. Economics, 2012

An opportunity to transform patient care and to improve patient access through commercialization of innovative therapeutics.

The Janssen Pharmaceutical Companies of Johnson & Johnson, Horsham, PA

Brand Marketing Summer Associate, Summer 2019

Developed personal and non-personal now approved assets, including firsts for immunology, to communicate approval of new indication at launch across prioritized stakeholders; Managed three internal and external agencies and collaborated with six cross functional teams to incorporate now approved campaign assets within omni-channel tactical plan and launch communication plan

KPMG, San Francisco, CA

Senior Associate 2014 – 2016
Associate 2012 – 2014

Developed Medicaid pricing strategies for multi-billion dollar pharmaceutical company during client and competitor product launches; pricing strategy helped client secure approval and maintain market share; Established multi-billion dollar life sciences manufacturer's operating procedure for compliance with National Physician Payment Transparency Program by analyzing millions of data points to identify reportable transactions of compensation to doctors/hospitals to promote products



Richard E. Woo

richard.woo.wg20@wharton.upenn.edu
Rice University, Houston, TX
B.A., Mathematical Economic Analysis, 2013

An opportunity to lead strategy at a life sciences company in a business development role or as an investor.

Gilead Sciences, Foster City, CA

Corporate Development Summer Associate, Summer 2019

Conducted in-depth diligence, market research and financial analyses for potential partnerships, licensing, acquisitions and investment opportunities. Assisted in restructuring of European filgotinib commercial partnership as part of broader \$5.5B R&D collaboration with Galapagos.

Amgen, Thousand Oaks, CA

Strategic Planning and Operations Manager, 2017-2018

Gathered, analyzed and reported organizational performance analytics for the Devices and Final Drug Product Technologies department. Managed resource forecasting and development timelines for drug delivery platforms across Amgen's product portfolio.

HealthCor Partners Management, New York, NY

Investment Associate, 2015-2017

Sourced and evaluated new investment opportunities for \$400M AUM late-stage venture healthcare fund across medical devices, biopharmaceuticals and digital health. Reviewed and evaluated company performance, provided advice and built financial analyses for existing portfolio companies.

J.P. Morgan, San Francisco, CA

Investment Banking Analyst, 2013-2015

Primary healthcare coverage analyst on 14 announced deals with a combined transaction size of over \$60B, including equity offerings, M&A advisory, convertible debt offerings for biopharmaceutical and medical device companies. Built discounted cash flow, leveraged buyout, accretion/dilution, and tax inversion models.



Schuyler D. Yost

schuyler.yost.wg20@wharton.upenn.edu
Colgate University, Hamilton, NY
B.A., English, 2011

An opportunity to leverage technology to improve the consumer experience in health care.

McKinsey & Company, Boston, MA

Summer Associate (People Analytics), Summer 2019

Assessed implications of major organizational restructuring following a healthcare services client's acquisition of a health insurance company. Translated a telecommunications client's future business priorities to talent needs and developed recommendations to bridge emergent talent gap through hiring, acquiring, and upskilling existing employees.

Centers for Medicare and Medicaid Services, Baltimore, MD

Senior Advisor (CMMI), Summer 2018

Developed proactive talent acquisition strategy and built a performance management system for the Center for Medicare and Medicaid Innovation. Recruited new Chief Medical Officer and other key hires.

Quartet Health, New York, NY

Chief People Officer / Founding Team Member, 2015-2018

Established and led the Human Resources and Recruiting functions for the company. Led team of 6 to recruit and onboard 210 full-time employees. Served as a member of the executive team and presented to Board and Investors from Google Ventures and Oak HC/FT at quarterly Board Meetings.

Oxeon Partners, New York, NY

Co-Founder, Senior Associate, 2011-2015

Partnered with Co-Founder / CEO to define business model, values, and strategy. Built management teams for leading healthcare technology and services companies.

2019 Internship Sponsors

The following organizations provided internships for Health Care Management Students in Summer, 2019.

4CATALZYER
Guilford, CT or New York, NY

ACCENTURE STRATEGY
New York, NY

BAIN AND COMPANY
San Francisco, CA

BCG
Atlanta, GA
Summit, NJ
Philadelphia, PA

BLACKSTONE
New York, NY

BLUEBIRD BIO
Boston, MA

BLUEPRINT MEDICINES
Cambridge, MA

BOSTON SCIENTIFIC
Maple Grove, MN

BUTTERNUT BOX
London, UK

CAPITAL GROUP
Los Angeles, CA

CAREMORE
New York, NY

CEDAR
New York, NY

CERNER CORPORATION
Kansas City, MI

CHC SOLUTIONS
New York, NY

CITADEL - SURVEYOR CAPITAL
New York, NY

CITYBLOCK
New York, NY

COMMODORE CAPITAL
New York, NY

DAVITA
Denver, CO

EDEN HEALTH
New York, NY

ELEANOR HEALTH
Boston, MA

EVERCORE
New York, NY

GATES FOUNDATION
Seattle, WA

GENENTECH
South San Francisco, CA

GILEAD
Foster City, CA

GOLDMAN SACHS
New York, NY

GSK
Philadelphia, PA

HEALTH IQ
Mountain View, CA

HUMANA
Louisville, KY

INDIAN HEALTH SERVICES
Shiprock, NM

J.P. MORGAN
New York, NY

JANSSEN PHARMACEUTICALS
Philadelphia, PA

JOHNSON & JOHNSON
San Francisco, CA

LLR PARTNERS
Philadelphia, PA

MAGENTA THERAPEUTICS
Cambridge, MA

MANATT, PHELPS AND PHILLIPS
New York, NY

MARSHALL WACE
New York, NY

MCKINSEY & COMPANY
Jersey City, NJ
Charlotte, NC
Waltham, MA
Philadelphia, PA

MILLIMAN HEALTHCARE
Greater China

NANTHALA CAPITAL MANAGEMENT
Darien, CT

NEW MOUNTAIN CAPITAL
New York, NY

NEWBROOK CAPITAL
New York, NY

NOVARTIS PHARMACEUTICALS
East Hanover, NJ

OLIVER WYMAN
New York, NY

PFIZER, INC.
New York, NY

PICNICHEALTH
San Francisco, CA

POST CAPITAL PARTNERS
New York, NY

QED THERAPEUTICS
San Francisco, CA

REGENERON PHARMACEUTICALS
Tarrytown, NY

SMILE CULTURE MANAGEMENT
Philadelphia, PA

SYNOVIUM
Philadelphia, PA

TELADOC

New York, NY

TRIALSPARK

New York, NY
UnitedHealth Group
Eden Prairie, MN
Minneapolis, MN

**UNIVERSITY OF PENNSYLVANIA
HEALTH SYSTEM**

Philadelphia, PA

VARIAN MEDICAL

San Francisco, CA

WALMART

Bentonville, AR

WATERMARK

New York, NY

ZENYTH PARTNERS

Great Neck, NY



2019 Health Care Program Mentors

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

IMAN ABUZEID, M.D.
CEO and Co-Founder
Incredible Health, Inc.
San Francisco, CA

MATT ADKINS
Director, Corporate Strategy
Humana
Louisville, KY

ANIMESH AGARWAL
Sr. Manager
Intrexon Corporation
S. San Francisco, CA

AMEYA AGGE
Managing Director
BlueMountain Capital
New York, NY

JESSICA AISENBREY
Director, Performance Improvement
Boston Medical Center
Boston, MA

DAVID ALLEN
Director, Business Development and
Licensing
Medtronic
Minneapolis, MN

MARK ARPELS AMEZ-DROZ
Principal Associate, Corporate Development
Medtronic
Minneapolis, MN

VICTORIA GOLDIN ATENCIO
Marketing Director of Value Based
Partnerships
Amgen
Thousand Oaks, CA

KAREEN BACINSKI
Director, Business Development
DePuy Synthes,
a Johnson & Johnson Company
Flemington, NJ

DAVID BAIADA
CEO
Bayada Home Health Care
Moorestown, NJ

GEOF BAKER
CEO & Managing Director
VenAdvisory
Seattle, WA

VIKRAM BAKHRU, M.D.
Chief Operating Officer
ConsejoSano, Inc.
North Hollywood, CA

NEIL E. BANSAL
Vice President of Business Development
Pharmscript
New York, NY

ANDREW BARNELL
Chief Executive Officer
Geneoscopy LLC
St. Louis, MO

SIMON BASSEYN, M.D.
Biotech Analyst
Ghost Tree Capital
New York, NY

JAMIL M. BEG
Principal
5AM Ventures
Boston, MA

ALI BEHBAHANI, M.D.
General Partner
New Enterprise Associates, Inc.
Chevy Chase, MD

ERIC BELL
Managing Director
SpringRock Centures
Seattle, WA

GRACE BELL
Director of Strategic Initiatives
& Specialty Operations
CareMore Health
Los Angeles, CA

RYAN BERGER
Sr. Director of Product Development
Zynx Health, a division of Hearst
Corporation
Los Angeles, CA

ALEXIS BERNSTEIN
Sr. Director, Client Services
Wellframe
Boston, MA

NIKHIL BHOJWANI
Managing Partner
Recon Strategy
Cambridge, MA

DARREN M. BLACK
Managing Director
Summit Partners L.P.
Boston, MA

DAVID S. BLOCK, M.D.
President
Gliknik Inc.
Baltimore, MD

KARA BROTEMARKLE
International Business Leader
Roche / Genentech
Basel, Switzerland

LUCAS BUCHANAN
Chief Financial Officer
Silk Road Medical
Sunnyvale, CA

ELENA CASTAÑEDA
Senior Director
Optum
New York, NY

ELIZABETH CELATA
Principal
The Boston Consulting Group
Philadelphia, PA

ALLI CHANDRA
Senior Manager
AVIA
Chicago, IL

DUSTIN WM CHANG
Analyst
Balyasny Assessment L.P.
New York, NY

SARBANI CHAUDHURI
Global Commercial Franchise Head:
Neuromuscular Franchise,
Pfizer Rare Diseases
Pfizer Inc.
New York, NY

CHRISTOPHER P. CHEN
Medical Director Value Management,
Associate Medical Director Hospitalists
UW Medicine, Valley Medical Center
Seattle, WA

GEORGE Z. CHEN, M.D.
SVP and Head of China Development Unit,
AstraZeneca Global Medicines Development
AstraZeneca
Shanghai, China

KELLY CHENG
Head of New Market Strategy
Honor
San Francisco, CA

MARK CHIN
Investment Director
Arix Bioscience
New York, NY

BRIAN G. CHOI, M.D.

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

JIGAR CHOKSEY

Analyst
Highline Capital
New York, NY

BRETT CHUNG

Head of Product
RDMD
San Francisco, CA

EDDIE CISNEROS

Executive Coach
Inspirate
Schaumburg, IL

RYAN COCHRAN

Chief Financial Officer
One Homecare Solutions
Miami, FL

SOLOMON COLE

Vice President
AB Private Credit Investors
(AllianceBernstein)
Austin, TX

DAVID COLLIER

CEO
Velocity Pharmaceutical Development
And Presidio Partners
South San Francisco, CA

TERI CONDON

Vice President,
Strategy and Business Development
QuantiaMD, a Sub of Physician's Interactive
Waltham, MA

EMILIE COUEIGNOUX

Associate Director, Business Development
Seattle Genetics
Bothell, WA

MICHAEL CROMWELL

VP of Strategic Development
MDVIP
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KENNETH CUSTER

Senior Director
Portfolio Strategy and Decision Sciences
Eli Lilly
Zionsville, IN

PITAMBER DEVGON, M.D.

Chief Medical Officer, Co-Founder
Velano Vascular, Inc.
Philadelphia, PA

TANIA D. DIMITROVA

Chief Business Officer
Artios
New York, NY

AUSTIN DIXON, M.D.

Fellow Physician, Department of Radiology
Duke University Medical Center
Durham, NC

BENJAMIN DORANZ, PH.D.

President and CEO
Integral Molecular, Inc.
Philadelphia, PA

CATHY DUREI

President/Founder
Rumbly Health
Rye, NY

TED EBEL

Chief Business Officer
Colorescience, Inc.
Carlsbad, CA

BRANDON EINSTEIN, M.D.

Vice President
Enhanced Healthcare Partners
New York, NY

RAMI ELGHANDOUR

Former President and CEO
Nevro
Redwood City, CA

MYRIAM EXUMÉ

Director, Regional Marketing
Merck
North Wales, PA

DANIEL FAGA

Chief Business Officer
Spark Therapeutics
Philadelphia, PA

JEFFREY FIORE

Associate Director, Strategy
Teladoc Health
New York, NY

TOMMY FU, M.D.

Emergency Medicine Physician
Lahey Hospital and Medical Center
Burlington, MA

STEPHANIE GAMPPER

Director
Cedars-Sinai Health System
Beverly Hills, CA

MRIDUL GANESH

Chief Product Officer
Laudio
Cambridge, MA

DAN GEOFFRION

Marketing Manager
Medtronic
Minneapolis, MN

NAVID GHARAVI

Vice President
RLH Equity
Los Angeles, CA

SEAN GLEESON, M.D.

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

JONATHAN GODIN, M.D.

Assistant Professor, Orthopaedic Surgery
Virginia Tech Carilion Clinic
Roanoke, VA

NOAH GOODMAN

Director, Business Development
Seres Therapeutics
Cambridge, MA

GARY L. GOTTLIEB, M.D.

Former Chief Executive Officer
Partners In Health
Boston, MA

VIKAS GOYAL

Principal
SR One
Cambridge, MA

TODD GUREN

Director
Regence BlueCross BlueShield
Portland, OR

LOVISA GUSTAFSSON

Assistant VP
The Commonwealth Fund
New York, NY

PHILIP P. GUTRY

Chief Business Officer
Kronos Bio
San Mateo, CA

(JUSTIN) TAE JIN HAM

General Manager
Celgene (Korean Affiliate)

JOHN HARRIS

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Lecturer, Simmons School of Business
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BOB HUANG

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Sydney, NSW, Australia

BRANDON HULL

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Deputy President & SVP,
Strategy & Operations
American Cancer Society
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Cedars-Sinai Health System
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YI LIAO

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Vidyo, Inc.
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Chief Operating Officer,
Clinical Services Organization
WCG Clinical
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Vice President
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President
US - Rx Care
Vienna, VA

SARAH LYON

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& Portfolio Management
Medtronic
Plymouth, MN

JOSH MAGID

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Evercore
New York, NY

JOAN MAGRUDER

President, St. Louis Children's Hospital;
Group President, BJC HealthCare
St. Louis Children's Hospital
St. Louis, MO

SAMIR MALIK

Founder / General Manager
Genoa Telepsychiatry (United Health Group)
New York, NY

GREGG MCCONNELL

VP
Blue Rock Therapeutics
Washington, DC

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President
Aledo Consulting, Inc.
Indianapolis, IN

KAREN MEADOR, MD

Senior Physician Executive,
Managing Director
BDO
New York, NY

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Associate Vice President,
Planning & Strategy
Northern Light Health
Brewer, ME

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Chairman, President & CFO
Stellar Health
New York, NY

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Portfolio Manager of Private Investments
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Philadelphia, PA

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

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VP, Lead for Sickle Cell Disease Program
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Jefferson College of Population Health
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Third Rock Ventures
Boston, MA

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OrphoMed, Inc.
Blue Bell, PA

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President, West Region
Press Ganey
Palmetto Bay, FL

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Founder and CEO
Wellthie
New York, NY

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Starr Investment Holdings
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General Atlantic
New York, NY

BOWIE REMALEY

Vice-President, Operations
Radiology Partners
El Segundo, CA

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

JAMES (JAMIE) RICHTER

VP, Business Development
ReMed
Paoli, PA

PAMELA RODMAN

Director, Finance and Administration
Columbia University
New York, NY

BEN ROOKS

Managing Director
ST Advisors, Inc.
San Francisco, CA

ALEX ROSEN

Investor
Venrock
New York, NY

CRAIG E. SAMITT, M.D.

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

MATT SCHULZ

Vice President
The Vistria Group
Chicago, IL

DAVID M. SCHUPPAN

Partner
The Vistria Group
Chicago, IL

JOHN SCHWARZ

Vice President, Administration
Lankenau Medical Center
Main Line Health
Wynnewood, PA

REBECCA SCHWIETZ

Senior Vice President, Clinical Services
Healthfirst
New York, NY

ANKIT SHAH

Senior Director, Commercialization
SeltPoint Medical
Valencia, CA

DEEPA D. SHAH

Senior Director, Growth
Landmark Health
Hermosa Beach, CA

RAVI N. SHAH, M.D.

Medical Director
Columbia Psychiatry
Faculty Practice Organization
New York, NY

DAVID SHEEHY

COO
Sage Growth Partners, LLC
Baltimore, MD

ANDREW SHELTON

Director, Growth Strategy
Premise Health
Brentwood, TN

ED SHENKAN

CEO
Shenkan Advisors
San Francisco, CA

DAVID SILK

Global Marketing Lead,
Healthcare and Life Sciences,
Google Cloud
Google
New York, NY

DANIEL SIMON

SVP, BioPharma Business
Guardant Health
Redwood City, CA

Health Care Program Mentors

BETH SOMERS STUTZMAN

Principal and Career coach
Somers Stutzman Consulting
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Senior Healthcare Industry Partner
New State Capital Partners
Larchmont, NY

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Co-Founder, Managing Partner
Fitzroy Health Holdings, LLC
New York, NY

CHARLES "SCOTLAND" STEVENS

General Partner
OrbiMed Advisors LLC
New York, NY

WILL STRATTON

Manager, Corporate and Global
Business Development
Rakuten Aspyrian
San Diego, CA

MICHAEL STROUP

SVP Acquisitions
United Surgical Partners International
Dallas, TX

FERNANDO TORRES

Vice President
Kaufman Hall
Atlanta, GA

GEOFFREY TRESLEY

Vice President
GTCR
Chicago, IL

MAYA TSUKERNIK

VP, Customer Innovation
Aetion, Inc.
New York, NY

JOHN URQUHART

Partner
HealthCare Royalty Partners
Boston, MA

DANIEL VAN DEN BERGH

Investor
Kaiser Permanente Ventures
Oakland, CA

REED VAN GORDEN

Managing Director
Deerpath Capital Management
Chicago, IL

JEFF VOIGT

Principal
Medical Device Consultants
of Ridgewood LLC
Ridgewood, NJ

DAVE WALTON

CEO and Founder
Chronicare
Newtown, PA

JONATHAN WANG

SVP & Head of
Business Development
Zai Lab
Shanghai, China

CHRIS WILKERSON

President
EquipSystems, LLC
New York, NY

HELENE WOLK

SVP Operations/COO
Englewood Health
Englewood, NJ

CHIA WU, M.D.

Orthopaedic Hand Surgeon
New York Presbyterian --
Columbia University
New York, NY

AMANDA WYATT

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Pfizer Inc.
New York, NY

YAN YAN, M.D.

Senior Director, Corporate Strategy
Quest Diagnostics
Secaucus, NJ

MO YANG

Vice President
GI Partners
San Francisco, CA

JON YEATMAN

Chief Strategy Officer
Mission Health
Asheville, NC

DANIEL YIP

VP, Commercial Operations
Intercept Pharmaceuticals
New York, NY

BRANDI (HERMAN) YODER

Sr. Finance Director
Johnson & Johnson (Ethicon)
Cincinnati, OH

DEREK YUAN

Senior Director, Corporate Development
Zai Lab
Shanghai, China

THOMAS ZIPP

Head of Strategy & Brand Development
Vygen
Exton, PA

Administration

GEOFFREY M. GARRETT, PH.D.

Dean,
The Wharton School

HOWARD KAUFOLD, PH.D.

Vice Dean and Director,
The Wharton Graduate Division

SCOTT E. HARRINGTON, PH.D.

Chair,
Health Care Management Department, The Wharton School;
Director,
MBA Program in Health Care Management

JUNE M. KINNEY, M.A.

Associate Director,
MBA Program in Health Care Management

CAROLINE SAVOIE

Administrative Coordinator,
MBA Program in Health Care Management

JANICE SINGLETON

Administrative Coordinator,
MBA Program in Health Care Management



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

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