

Wharton



MBA Program in
Health Care Management

2022
RESUME
BOOK

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2022 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 2022 Wharton Health Care Management Program graduates.

We encourage you to consider these individuals for employment.

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>

Curriculum

The Wharton Management Core

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

Fixed Core:

- Leadership: Foundations of Teamwork and Leadership
- Marketing: Marketing Management
- Microeconomics: Microeconomics for Managers
- Microeconomics: Advanced Microeconomics for Managers
- Statistics: Regression Analysis for Managers
- Management Communication: Speaking and Writing

Flexible Core:

Operations, Information, and Decisions Options:

- Quality and Productivity
- Business Analytics
- Enabling Technologies
- Innovation
- Managerial Decision Making
- Operations Strategy

Marketing Options:

- Dynamic Marketing Strategy
- Strategic Marketing Simulation

Communications Options:

- Impromptu Speaking and Elements of Story for Business
- Crisis Communication
- Fundamentals for Prospective Entrepreneurs
- Advanced Persuasive Speaking
- Communications Challenges for Entrepreneurs
- Persuasive Writing for Business Leaders

Accounting Options:

- Financial Accounting
- Financial and Managerial Accounting

Corporate Finance Options:

- Corporate Finance
- Introduction to Corporate Finance

Macroeconomics Options:

- Macroeconomics
- Introduction to Macroeconomics

Management Options:

- Managing the Established Enterprise
- Managing the Emerging Enterprise

Legal Studies & Business Ethics

- Responsibility in Global Management
- Responsibility in Business
- Business, Social Responsibility, and the Environment

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 and globally. Health care electives are selected consistent with individual career objectives and interests.

Required

- Introduction to Health Management and Economics
- Health Care Field Application Project

Electives

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

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.

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, digital health care, 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.



Emily K. Albert

emily.albert.wg22@wharton.upenn.edu
Amherst College, Amherst, MA
B.A., Psychology, 2015

An opportunity to improve healthcare delivery and patient outcomes through strategic initiatives.

Author by Humana, Boston, MA
Strategy Advancement Intern, Summer 2021

Collaborated with the Author leadership to complete a comprehensive assessment of 120 capabilities that Author had built to inform growth planning. Conducted extensive research on Special Needs Plans and identified the steps Author needed to take to offer these plans.

Huron Consulting Group, New York City, NY
Manager, 2018-2020
Associate, 2017-2018
Analyst, 2015-2016

Collaborated with health system executives to design and implement process improvement solutions to reduce expenses and improve patient throughput and results. Projects included: Co-led \$19M engagement and 12-person team with the goal of reducing hospital length of stay and decreasing workforce expense. Implemented process improvement initiatives and revised staffing plans to reduce expense across the Ancillary and Support areas of the hospital, resulting in \$2.9M in savings, three times the original goal. Managed team of five analysts tasked with completing and quality assuring all project analytics, including a 25-hospital productivity tracker that was relied on by the executive team. Selected by client executive to fill Interim Market Director of Productivity position, responsible for managing four client analysts and ensuring rapid and accurate labor reporting.



Thania Amberiadis

Athanasia.Amberiadis.wg22@wharton.upenn.edu
University of California Berkeley, Berkeley, CA
B.S. Business Administration, 2015

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

Peloton Equity, Greenwich, CT
MBA Intern, Summer 2021

Led development of market map and industry diligence for a growth equity co-investment in a tech-enabled healthcare services company. Evaluated technology and value-based care opportunities; worked directly with founding Partners.

Bright Health, New York, NY
Corporate Development & Strategy 2019-2020

Managed investor diligence for ~\$635M Series D and ~\$500M Series E fundraises in advance of IPO. Developed first projection model and defined KPIs. Coordinated third-party diligence for the acquisition of Brand New Day.

Ares Management, Los Angeles, CA
Private Equity Associate 2017-2019

Evaluated buyout and public investment opportunities in healthcare, industrials and business services industries for a \$7.85B fund. Evaluated ~\$3.0B buyout of a national network of roofing distributors (submitted final bid), \$5.0B+ take-private of a healthcare services provider (prepared bid with co-investor), and investment in Cincinnati Bell (NYSE: CBB).

Lazard Freres & Co., Los Angeles, CA
Investment Banking Analyst, 2015-2017
Advised Alliance Healthcare Services on its \$830M sale to the Tahoe Group. Advised Callaway Golf on the acquisitions of TravisMathew and OGIO International. Completed \$690M sale of American Fruits & Flavors to Monster Beverage Corporation.



Tim Baker

tim.baker.wg22@wharton.upenn.edu
Yale University, New Haven, CT
BS Molecular, Cellular, Developmental Biology, 2016

An opportunity to deliver healthcare that's accessible, affordable, and transparent

Sidecar Health, Los Angeles, CA
Operations/Product Development Intern, Summer 2021

Led the redesign of the provider search tool for Sidecar Health members, including user testing/ interviews, product design, as well as sourcing and negotiating with multiple data vendors.

Practicing Wisely, New York, NY
Product Manager, 2019-2020
Managed a team of 6 analysts and developers to build the underlying Python/SQL software infrastructure for Practicing Wisely®, a physician decision-making support asset. Developed and led a design session with over 15 executives (including four C-suite level attendees) from major health innovators to solicit feedback on the product features and value proposition

Oliver Wyman, New York, NY
Associate, 2016-2019
Advised payers, health systems, and pharmaceutical manufacturers on topics related to digital transformation and shifting to new reimbursement models. Evaluated commercial business case for innovative and potentially market shifting partnerships for the C-suite of a ~\$30B pharmaceutical manufacturer seeking to carve out a captive customer set. Led a 2-5 member project team that designed and implemented a project plan that called for ~\$20M annual investment in enhancing care management capabilities for a dominant regional health insurer.



Alex Beschloss

Alexander.beschloss.wg22@wharton.upenn.edu
Williams College, Williamstown, Massachusetts
B.A., Biology, 2016
Perelman School of Medicine at the University of Pennsylvania, Philadelphia PA
M.D. Candidate, 2020

An opportunity to make healthcare delivery more innovative, accessible, and equitable.

McKinsey and Company, Washington D.C.

Summer Associate, Summer 2021

Assembled strategies, rooted in public private partnerships, to improve maternal, infant, and young child nutrition outcomes in low- and middle-income country settings. Prioritized these strategies from initial list of 44 potential initiatives by using impact, feasibility, and evidence-based analyses. Presented findings and evidence to senior leadership team.

University of Pennsylvania, Perelman School of Medicine, Philadelphia PA
Graduate Research Assistant, 2020-2021
Directed investigation and analysis of spine surgery data on cost and utilization drive cost reduction in spine surgery. Identified therapeutic efficacy and associated costs of therapies for inflammatory bowel disease.

PennHealthX, Philadelphia, PA
Co-President, 2020-2021

Created a social determinants of health accelerator to develop a sustainable pathway for medical students to provide business development support to local non-profits focused on solving challenges of inequity, social determinants of health and access in healthcare. Planned, and prioritized annual operating budget of \$96,000; managed team of 12 students, sourced and evaluated venture opportunities, created partnerships to form student internships, designed speaker-series curriculum program, supervised national conference design.



Anjali Bhatla

Anjali.Bhatla.wg22@wharton.upenn.edu
Rice University, Houston, TX
B.A., Health Sciences and Policy Studies, 2017
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2022

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

Humana, Louisville, KY

MD/MBA Associate, Summer/Fall 2021

Assisted with the development of an enterprise-wide quality scorecard through identification of opportunity areas and new measure development. Built clinical rationale for new metrics included in the Care Highlight program which provides patients with data on provider's clinical quality and cost effectiveness. Determined areas of medical policy improvement to reduce low-value care

Clinicor, Philadelphia, PA

Chief Medical Officer, 2020-2022

Developed a platform to improve utilization of guideline directed medical therapy for heart failure patients. Leading study to test product in Penn Cardiology practices and patients for rapid cycle innovation. Received \$50,000 in funding to scale prototype from the Science Center.

Independence Blue Cross, Philadelphia, PA

Clinical Care Innovation Intern, Spring 2021

Analyzed and built business cases for clinical innovation initiatives that enabled Independent Blue Cross to provide improved care for members. Developed study parameters for innovation efforts to enable rapid cycle delivery improvements. Researched the design of primary care capitation programs and identified learnings for program design.



Wilson Brace

wilson.brace.wg22@wharton.upenn.edu
Duke University, Durham, NC
B.S., Biology, 2017

An opportunity to improve health equity and address the social determinants of health.

ConsejoSano

Health Operations Intern, 2021

Improved content-creation function at ConsejoSano, building new operational processes to coordinate across multiple teams, and leveraging studies of health interventions, behavioral science and public health research to improve the effectiveness of patient engagements. Researched and composed SMS, emails and call scripts for clients reaching over 80,000 patients and members, including 2 national health plans.

Ginkgo Bioworks

Commercial Strategy and Operations Extern, 2020

Acted as cross-functional product manager to launch a COVID-19 testing service for schools and businesses in the early months of the pandemic. Collaborated directly with C-level leaders to identify the need, led a cross-functional team of biologists, engineers, and developers to build the product, then successfully launched the new company, Concentric by Ginkgo, managing operations for the first several customers.

Bain & Company, Atlanta, GA

Senior Associate Consultant, 2019-2020
Associate Consultant, 2017-2019

Advised senior clients across a broad range of strategic and implementation projects, including IT strategy for a radiology group, new product innovations for a juice manufacturer and extensive private equity due diligence.



Alec Bronder

abronder@wharton.upenn.edu
Northwestern University, Evanston, IL
B.S., Summa Cum Laude, Biological Sciences
and Performance Studies, 2015

An opportunity to build and grow
with ambitious companies alleviating
healthcare's financial and human costs.

Oshi Health, New York, NY
Strategy and Operations Intern,
Summer 2021

Developed patient engagement
system to improve care delivery in seed
stage company's partnership with key
national payer client.

Versant Health, Baltimore, MD
Senior Manager, Corporate Strategy,
2018-2020

Led strategy, negotiation, and
implementation to launch PE owned
vision insurer's first enterprise-wide
online retail eyewear network, adding
leading e-commerce retailers to
network for >15M members. Drove
quantitative modeling for \$1.3B
insurer's first post-merger value
creation plan, owned follow-up
financial modeling, reporting and
operational implementation
workstreams in transformation
program to drive ~\$30M of EBITDA
through vertical integration and
partnerships. Supported 2020 sale of
Versant Health to MetLife for \$1.7B.

Oliver Wyman, Chicago, IL
Senior Consultant, Health & Life Sciences,
2016-2018

Advised payers and health systems on
care management, patient population
segmentation, and related financial
forecasting. As an early team member
of an internal analytics startup, owned
production and delivery of first
client reports and led teams of 3 in
development of care quality measures
to address \$700B issue of
inappropriate care.



Nicole A. Carpenter

nicole.carpenter.wg22@wharton.upenn.edu
Georgetown University, Washington, DC
B.A., Cum Laude, Psychology and Women's &
Gender Studies, 2015

An opportunity to build and scale
technology-enabled care delivery
organizations that improve access to
affordable, high-quality care and patient
experiences.

Maven Clinic, New York, NY
Growth and Strategy Intern,
Summer 2021

Evaluated sustainable business models
to pursue with health plans and
determined implementation steps to
launch preferred model within 1 year.
Developed comprehensive list of
requirements for legal, product, and
provider teams in order to work with
health plans.

The Chartis Group, New York, NY
Consultant, 2019-2020
Associate Consultant, 2017-2019
Analyst, 2016-2017

Advised \$1B+ U.S. health systems on
strategic and operational initiatives.
Developed and implemented access
initiatives at a cancer center to
improve patient care and experience.
Designed novel care partnership to
launch data-driven addiction
treatment center. Created
comprehensive behavioral health
strategy for academic medical center
with high demand and provider
shortage.

Kaufman Hall, Chicago, IL
Associate, 2015-2016

Advised providers on strategic and
financial initiatives, including growth,
funds flow, managed care, and
consumer experience, with a focus on
defining strategic priorities for
investment. Key responsibilities
included patient-level data analysis,
financial modeling, and formatting
strategic recommendations to clients.



Ping Chin

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Northwestern University, Evanston IL
B.A. Anthropology, 2016

An opportunity to improve healthcare
delivery and impact patient outcomes
and quality of care.

McKinsey & Company, Washington D.C.
Summer Associate, Summer 2021

Identified key clinical opportunities
for regional health system to improve
operational efficiency, generate cost-
savings, and increase patient access.

Optum, Denver CO
Strategy and Operations Manager,
2017-2020

Partnered with local market leaders
to develop clinical and technological
solutions for operational challenges,
such as improving patient experience
and referral management, across
OptumCare medical groups. Led
content development of covid-19
recovery playbook for all OptumCare
businesses, including best practice
recommendations for clinic operations,
patient and staff safety, and supply
management.

DaVita, Denver CO
Revenue Operations Analyst, 2016-2017
Managed data analysis and
dashboards for internal specialized
collections team to provide visibility
towards annual goal of collecting
\$150M. Analyzed claims data to
identify key payment trends and
behaviors that negatively impact
patients.



Adam Cohen

Adam.Cohen.WG22@wharton.upenn.edu
University of Virginia, Charlottesville, VA
B.S., High Honors, Engineering Science and
Economics, 2012
Duke University, Durham, NC
M.Eng., Biomedical Engineering, 2013

An opportunity to work with leading
scientists and clinicians to bring novel
therapeutics to patients suffering from
serious conditions.

Pfizer, New York, NY
Pharmaceutical Marketing
Summer Associate, Summer 2021

Partnered with cross-functional
colleagues and external vendors on
custom marketing automation
software to improve communication
with U.S. payer customers and enhance
access to Pfizer medicines. Developed
playbook to guide marketing
colleagues on software
implementation for new campaigns
and initiated design of user portal for
customer-facing colleagues.

Broadview Ventures, Boston, MA
Associate, 2018-2020

Led due diligence on opportunities for
investments in Seed and Series A stage
biopharma and medical device
companies. Worked with venture
partners to lead investments in
Renovacor and XII Medical and
syndicate Seed rounds. Collaborated
with management teams to revise
scientific and clinical development
plans, recruit key executives, and pitch
co-investors.

Health Advances, Boston, MA
Engagement Manager, 2018
Consultant, 2017-2018
Senior Analyst, 2015-2017
Analyst, 2014-2015

Team leader at life sciences strategy
consultancy overseeing project
execution, acting as primary client
contact, and managing teams of
analysts. Completed projects in diverse
therapeutic areas. Specialized in client
engagements focused on
commercialization strategy, portfolio
planning, lifecycle management,
competitive assessment, and due
diligence.



Gregorio Concha-Toro

gregorio.concha-toro.wg22@wharton.upenn.edu
New York University, New York, NY
B.S., Business and Political Economy, 2015

An opportunity to build technology-
enabled healthcare products that
radically improve access to healthcare
for those who need it most.

Ribbon Health, New York, NY
Strategic Partnership Intern,
Summer 2021

Sourced, scoped, and negotiated
new customer partnerships across the
industry to incorporate Ribbon's data
products into solutions for care
navigation, cost & quality assessments,
referral management, and network
design. Designed go-to-market
strategy for companies in the value-
based care space to guide their
members to cost-effective, conveniently
located specialists; newly qualified
deals from this work represent >\$400K
opportunity. Led cross-functional
initiative to revamp Ribbon's pricing
strategy and rolled out resulting new
best practices across the organization.

Harlem Capital Partners, New York, NY
Summer Investor, Summer 2021
Sourced several deals, taking the lead
in the due diligence process. Developed
three investment memos for the
investment committee. Designed
a partnership program to improve
university relationships.

Eleanor Health, New York, NY
Product & Operations Associate,
2019-2020

Launched three outpatient clinics and
digital addiction recovery platform for
a seed-funded, substance-use disorders
start-up. Led product due diligence
that addressed operational/clinical
needs; final recommendation selected
as replacement EHR.



Anumita Das

anumita.das.wg22@wharton.upenn.edu
Harvard University, Cambridge, MA
A.B., Cum Laude, Economics, 2016

An opportunity to invest in, build,
and lead transformative healthcare
companies.

LEXEO Therapeutics, New York, NY
Business Development & Corporate
Strategy MBA Intern, Summer 2021
Conducted commercial and clinical
due diligence, performed valuation
analyses, and prepared board materials
for company's acquisition of Stelios
Therapeutics, a cardiac gene therapy
company (closed July 2021). Led
internal assessment of gene therapy
pipeline candidate, including market
deep-dive, clinical development plan,
and program valuation, to inform
go-forward strategy.

Bain Capital, Boston, MA
Investment Associate, 2018-2020
Member of Bain Capital Double
Impact. Evaluated and executed
private equity investments across a
wide range of healthcare services sub-
sectors. Drove all phases of investment
processes, including thesis generation,
sourcing, due diligence, and valuation.
Closed one platform investment,
multiple add-ons, and one exit.
Supported senior management of
three portfolio companies in strategy
and M&A. Served on fund's impact
council and authored external
impact report.

Goldman Sachs, New York, NY
Investment Banking Analyst, 2016-2018
Member of Healthcare & Consumer
Retail team. Advised biopharma,
healthcare services, and HCIT
companies on M&A transactions,
financing, and strategic alternatives.
Executed \$8B+ in aggregate
transaction value.



Brian C. Downey

brian.downey.wg22@wharton.upenn.edu
University of Michigan, Ann Arbor, MI
M.S.E., Biomedical Engineering, 2017
B.S.E., Magna Cum Laude, Biomedical Engineering, 2016

An opportunity to invest in and advise cutting edge life science and healthcare services companies.

MTS Health Partners, New York, NY
Investment Banking Summer Associate, Summer 2021

Advised life science and healthcare services companies on various financial transactions by performing due diligence, valuation, strategic and market assessments, and development of management presentations. Select experiences include a private financing, sell-side advisory on a stock-for-stock merger, and buy-side M&A advisory.

Vericel Corporation, Cambridge, MA
Principal R&D Associate, 2020
Senior R&D Associate, 2019
R&D Associate, 2017-2018

Led new product and post-marketing projects for cell therapies and medical devices in the orthopedic and burn markets. Managed relationships with contract research organizations for commercial and clinical stage development projects. Performed technical and operational due diligence on prospective product acquisition targets in collaboration with business development group. Received FDA approval for 8 projects during tenure.



Roshan Dutta

Roshan.Dutta.wg22@wharton.upenn.edu
Dartmouth College, Hanover, N.H.
A.B. in Economics; Asian & Middle Eastern Studies, 2016

An opportunity to invest in and grow market-leading and innovative healthcare platforms, and to work with visionary management teams.

Permira, London, U.K.
Summer VP, Summer 2021

Operating as VP on healthcare buyouts, leading LBO and operating models, as well as commercial, ESG and financial diligence streams. Evaluated and helped lead commercial diligence of ~1B generics platform. Evaluated and diligenced ~\$3B pharma therapeutics platform. Analyzed opportunities in urology/MedTech sectors.

BlueMountain Capital, New York, NY
Private Equity Associate, 2018-2020

Evaluated and executed healthcare private equity investments for \$22B fund, with ~\$6B dedicated to private capital investing. Executed 4 platform deals as sole associate, including DME, women's health, home health/hospice, and tech-enabled transcription. Executed one exit of a portfolio company via SPAC.

PJT Partners, San Francisco, CA
Investment Banking Analyst (TMT M&A), 2016-2018

Advised growth, large-cap and distressed clients on M&A transaction while operating as sole analyst on deals; closed transactions include buy-side advisory, sell-side to sponsor, PIPE, and restructuring.



Brandon Faresich

brandon.faresich.wg22@wharton.upenn.edu
University of Notre Dame, South Bend, IN
B.B.A. Magna Cum Laude, Finance and Art History, 2016

An opportunity to partner with and build innovative senior and chronic care companies.

Rubicon Founders, Nashville, TN
Investment Professional, Summer 2021

Supported the incubation and launch of an integrated payor and provider focused on the chronic care management space. Built out the Company's operating budget and secured two JV contracts with provider organizations. Received an offer to return full-time as a Vice President.

Court Square Capital Management, New York, NY

Private Equity Associate, 2018-2020
Evaluated and executed investment opportunities in healthcare businesses for private equity fund with \$7B+ AUM. Completed platform acquisition of a medical communications agency. Managed and executed add-on M&A for several portfolio companies across the healthcare landscape including the mobility solutions, clinical research and medical communications subsectors.

Bank of America, New York, NY

Investment Banking Analyst, Financial Sponsors Group, 2016-2018
Advised private equity firms on LBOs, IPOs, refinancings and dividend recapitalizations across multiple industries.



Alexandra Griswold

Allie.griswold.wg22@wharton.upenn.edu
University of Virginia, Charlottesville, VA
B.S. Commerce, Finance, 2015

An opportunity to revolutionize the beverage space with more health-focused and sustainable options.

Mayne & Co, Philadelphia, PA
Founder & CEO, Summer 2021

Created sustainable canned cocktail company, focused on high quality ingredients. Led end-to-end product development and launch for the Modern Mimosa in 44 states. Reconfigured supply chain to cut costs by 40%, while maintaining taste profile and quality.

Athena Club, New York, NY
Co-Founder, July 2018 – August 2019

Grew organic D2C feminine care company into multi-category women's self-care brand, with \$5M raised in seed funding. Built dynamic supply chain model to support 45+ SKUs from 30+ manufacturers. Led product development for 14 new products (body care; razors; supplements) in 10 months.

McKinsey, New York, NY

Engagement Manager, August 2015-July 2018
Worked directly with two Global Managing Partners ("CEO") – Dominic Barton and Kevin Sneader – on Firm leadership and strategy projects. Led internal and external engagement for McKinsey's COVID response, including managing 30+ interviews with Kevin Sneader and CEOs across industries and geographies. Drove operational and cultural transformation for one of largest U.S. healthcare systems, creating a revenue cycle management playbook that increased cash by 41% in pilot hospitals.



Drew Guerra

andrew.guerra.wg22@wharton.upenn.edu
Northwestern University, Evanston, IL
B.A., Cum Laude, Economics, Psychology, and Theatre, 2016

An opportunity to design, evaluate, and advance health and social policy that drives positive change and addresses the needs of underserved populations.

McKinsey and Company, New York, NY
Summer Associate, Summer 2021

Developed hospital's clinic footprint strategy, reducing OpEx by \$3M. Designed telehealth operating model and business cases, across tele-psych, -stroke, -ICU, and-sitter initiatives.

Zetema Fellow, San Francisco, CA
National Graduate Fellow, 2021.

Collaborated with healthcare business and policy leaders to advance health innovation efforts, ranging from measuring value to APMs to high-need high-cost patients. Authored related blog posts in collaboration with Bob Kocher.

Center on Budget and Policy Priorities, Washington, D.C.

Health Policy Extern, 2019
Co-designed automatic stabilizer tool and legislative proposal to support state programs in economic downturns. Research, analyzed, and wrote policy memos related to drug pricing reform, ACO cost effectiveness, Medicaid work requirements and marketplace trends.

Deloitte Consulting, Strategy & Analytics, Chicago, IL
Consultant, 2018-2020
Analyst, 2016-2020

Developed COVID-19 agent-based model predicting disease spread under alternative social distancing restrictions. Led \$150M primary care expansion into underserved communities. Evaluated Medicaid ACO network adequacy, developed attribution methodology, and redesigned enrollment processes for pregnant women and newborns. Directed Deloitte Chicago's internship program.



Jodie D. Ha

jodie.ha.wg22@wharton.upenn.edu
Stanford University, Stanford, CA
B.A. Human Biology, Art History Minor, 2014

An opportunity to build and scale a healthcare technology company by coupling innovative and strategic thinking with effective implementation.

Color Health, Burlingame, CA
Commercial Strategy and Operations MBA Intern, Summer 2021

Member of 3-person Revenue Operations team. Focused on driving high quality revenue for COVID work in the public sector and with employers. Developed process and submissions for public sector business cases on COVID testing and vaccination programs (state and local governments, public K-12 schools, and public universities). Created buyer personas to enable Sales and Marketing teams to target employers seeking products in genetic testing, COVID testing, and population health.

Kaiser Permanente Ventures, Oakland, CA

Associate, 2018-2020
Led deep-dive analysis into mental health at Kaiser Permanente (KP), identifying key areas of opportunity for portfolio company partnership and championing mental health teletherapy portfolio companies to behavioral health leaders at KP. Co-authored investment thesis on Clinician Burnout, analyzed industry trends, and conducted interviews with subject matter experts across 8 regions; thesis ultimately helped to inform investments of 2 voice-enabled digital assistant companies.

Kaiser Permanente, Pasadena, CA
Lead Business Technology Consultant, 2013-2018

Developed multi-year strategic and technology roadmaps across 4 portfolios; proposals totaled \$14M in investments and impacted 13 hospitals.



Harrison Han

harrison.han.wg22@wharton.upenn.edu
Dartmouth College, Hanover, NH
B.A., Economics, 2016

An opportunity to accelerate the introduction and adoption of transformative therapies

Vertex Pharmaceuticals
MBA Intern – New Product Planning, Summer 2021

Developed health system engagement strategy across multiple pipeline assets, including health system stakeholder prioritization, pilot program design, resourcing model, and EMR order set implementation considerations. Created commercial launch playbook with key milestones and activities required to launch both small molecule and cell & gene therapy assets in North America.

ZS Associates
Associate Consultant, 2018-2020
Associate, 2016-2018

Advised pharmaceutical clients on commercial strategy and operation challenges; project highlights include: (1) Commercial due diligence on portfolio of respiratory assets; (2) Go-to-market strategy for an anticipated \$1B+ specialty drug launch; (3) Scorecard design, development, and integration for rare disease drug launch



Maguire L. Herriman

maguire.herriman.wg22@wharton.upenn.edu
Princeton University, Princeton, NJ
A.B., School of Public and International Affairs, 2016
Perelman School of Medicine, Philadelphia, PA
M.D. Candidate, 2022

An opportunity to innovate and reform healthcare delivery as a health systems leader.

Boston Consulting Group, Summit, NJ
Consultant, Summer 2021

Advised large consumer health company on revenue growth management in two market-product cells. Conducted market overviews and sales data segmentation analyses. Led modules for e-Commerce, mass and drug channels.

Google-Penn Medicine COVID-19 Chatbot Project, Philadelphia, PA
Project Manager, 2020

Led Google-Penn Medicine collaboration to build chatbot and symptom checker for COVID-19-related questions. Oversaw content development, product design, internal testing, health system integration, analytics and research. Collaborated directly with Chief Innovation Officer to coordinate over 100 clinical, operational and technical team members. Launched chatbot 2 weeks after kickoff meeting with over 100,000 users to date.

Center for Health Incentives & Behavioral Economics, Philadelphia, PA
Research Intern, Summer 2018

Authored commentary on behavioral biases that distort and delay safety policy interventions in youth sports. Offered solutions for improved injury data collection and decision-making processes. Conducted study on factors influencing uptake of optional helmets in girls' lacrosse.



Andrew J. Hosbein

andrew.hosbein.wg22@wharton.upenn.edu
University of Notre Dame, Notre Dame, IN
B.B.A, Finance and Chinese, 2015

An opportunity to invest in, partner with, and build market-leading healthcare companies.

Cressey & Company, Chicago, IL
Summer Vice President, Summer 2021

Led commercial and business due diligence for and executed an investment in a home health survey and eLearning company. Constructed 100-day plan alongside management for carveout of Medicaid dental & vision benefits manager.

EyeCare Services Partners, Dallas, TX
Senior Manager, Finance & Business Development, 2019-2020

Optimized base business of ~100 clinics throughout the U.S. via clinic- and physician-level performance analyses. Led business development efforts across diligence and integration; closed 3 add-on acquisitions in FL and MD regions.

Avista Capital Partners, New York, NY
Private Equity Associate, 2017-2019

Evaluated investments and managed portfolio companies across a variety of healthcare sub-sectors. Completed 1 platform acquisition via a carveout of the generic dermatology and extended topicals business of a family-owned pharmaceuticals company. Managed and executed add-on M&A for portfolio companies across specialty and generic pharmaceuticals. Co-led refinancing and ultimate IPO of fully-integrated specialty biopharmaceutical company.

Baird, Chicago, IL
Consumer Investment Banking Analyst, 2015-2017

Advised companies on M&A transactions, equity and debt financings and strategic alternatives. Executed over \$2.0B of transaction value across 7 M&A transactions.



Vahid Hoshmand

vahid.hoshmand.wg22@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.S.E., Bioengineering, 2016
M.S.E., Bioengineering, 2016

An opportunity to build scalable healthcare infrastructure that improves the quality, efficiency, and equity of care delivery

Ribbon Health, New York, NY
Strategic Partnerships Intern, Spring/Summer 2021

Sourced, scoped, and negotiated new customer partnerships across the industry to incorporate Ribbon's data products into solutions for care navigation, cost & quality assessments, referral management, and network design. Designed go-to-market strategy for companies in the behavioral health space to guide their members to cost-effective, conveniently located psychiatrists and therapists; newly qualified deals from this work represent >\$500k opportunity. Led cross-functional initiative to revamp Ribbon's "industry segmentation" strategy and rolled out resulting new best practices across the Growth, Marketing, Product, Strategy & Operations, and Partnerships teams

Putnam Associates, Boston, MA
Senior Consultant, 2020
Consultant, 2019-2020
Senior Associate Consultant, 2018-2019
Associate Consultant, 2016-2018

Managed client relationship and project operations across 30+ engagements for biopharma clients in areas including pricing and contracting strategy, value-based care, product opportunity assessment, and patient engagement. Outside of casework, led a multi-year, firm-wide initiative to build new analytical platforms and capabilities that now power the majority of projects at Putnam.



Garrett Howard

garrett.howard.wg22@wharton.upenn.edu
University of Colorado, Boulder, CO
B.S., with Honors, Business Administration, 2016

An opportunity to grow and invest in next generation value-based care healthcare organizations.

Rubicon Founders, Nashville, TN
Summer Investment Professional, Summer 2021

Supported the incubation and launch of a national integrated payor and provider platform. Onboarded primary care and specialist groups and prepared them to take full capitation from company operated plans and other Medicare Advantage plans. Performed state regulation and economic diligence to prioritize future expansion opportunities.

Longitude Capital, Menlo Park, CA
Senior Associate, 2017-2020

Worked with 2 other investment professionals to establish Longitude's third investment vertical, a Healthcare Solutions practice that invests in HCIT and HC services companies. Established the firm's initial investment thesis in the shift to value-based payment models and diligenced potential companies, culminating in leading a >\$50M Series C investment in a novel at-risk kidney care business.

Lazard Frères & Co., San Francisco, CA
Investment Banking Analyst, 2016-2017

Advised companies on evaluating the cash flow, profitability and credit effects of acquisitions and divestitures. Performed valuation (DCF, LBO, sum of the parts) and accretion / dilution analysis for companies in the biopharma, medtech and healthcare services verticals.



Alex Hsu

alexander.hsu.wg22@wharton.upenn.edu
University of Michigan – Stephen M Ross School of Business, Ann Arbor, MI
B.B.A., with Distinction, Accounting and Operations, 2014

An opportunity to serve as a trusted advisor to companies within the healthcare space

Credit Suisse, New York, NY
Investment Banking Summer Associate, Summer 2021

Advised healthcare companies on M&A, financing, and strategic alternatives. Select experiences include IPO of immuno-oncology company, de-SPAC and PIPE raise for psychedelics company, and refinancing of credit facility for leading medical device manufacturer.

Regal Healthcare Capital Partners, New York, NY
Associate, 2019-2020

Evaluated investment opportunities in healthcare services sector and worked with portfolio companies. Led merger and integration of autism portfolio company through hiring key employees, streamlining operations, securing debt facility, and serving as interim finance lead.

McKinsey & Company, New York, NY
Senior Fellow, 2017-2019

Advised healthcare clients on strategic and operational transformation opportunities and conducted due diligence for private equity firms investing in the healthcare space. Examples include working with GPO client on strategic transformation and helping leading healthcare REIT design and pilot innovative senior housing solution.

BDO Center for Healthcare Excellence & Innovation, New York, NY
Senior Associate, 2015-2017

Worked with distressed healthcare companies on developing and implementing restructuring and turnaround plans. Served as interim treasurer and assisted in successful turnaround of \$700M MCO.



Jack Huang

Jack.Huang.wg22@wharton.upenn.edu
Harvard University, Cambridge, MA
A.B., Magna Cum Laude,
Molecular Biology & Health Policy, 2016
Perelman School of Medicine at the
University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2022

An opportunity to integrate business and clinical expertise to improve healthcare through delivery system innovation

McKinsey & Company, Philadelphia, PA *Summer Associate, Summer 2021*

Advised a provider group on strategy to expand in-network status with payers. Collaborated with an analytical team to build automated data capabilities.

Penn Medicine Center for Healthcare Innovation, Philadelphia, PA *Mental Health Innovation Team, 2020-2021*

Partnered with clinical and innovation experts to launch a digital mental health platform supporting healthcare workers during COVID-19. Supported end-users and providers during the initial 90-day launch period, during which the platform engaged over 9,000 users and identified 72 individuals at risk for self-harm.

Harvard T.H. Chan School of Public Health, Boston, MA *Health Policy Research Analyst, 2016-2017*

Conducted analysis for a randomized trial of a workplace wellness program involving 30,000 employees. Built statistical models using medical claims, employment data, health records, and surveys to assess the program's impact.

Massachusetts General Hospital, Chelsea and Boston, MA *Quality Improvement Champion, 2014-2016*

Implemented an electronic system for managing referrals from primary care pediatricians to specialists. Decreased referral turnaround time from 1 week to 24 hours and ensured closed-loop patient follow-up.



Connie Jao

Connie.jao.wg22@wharton.upenn.edu
University of Southern California, Los Angeles, CA
B.S., Business Administration, 2013

An opportunity to lead women's health innovation with a holistic approach to quality care and increase accessibility for underserved populations.

Ypause, Philadelphia, PA *Founder, Summer 2021*

Developed telemedicine and nutrition program to help women alleviate menopause symptoms. Built network of menopause focused doctors, nutritionists, and trainers. Secured 15 participants for the pilot program. Conducted customer research through 60 target user interviews and survey of 200 women.

Vizient, Las Vegas, NV *Director of Product, 2017-2020*

Designed and commercialized analytics tool for hospital purchasing data. Orchestrated renewal negotiation with largest supplier customer and won three-year contract extension worth \$267,000. Increased recurring revenue by 20% by building add-on products for Fortune 500 clients.

KKR, San Francisco, CA *Associate, 2015-2016*

Led cross-functional team to evaluate ~\$1B leveraged buyout of anesthesia management company. Drove discussions in Investment Committee and gained committee approval for 21 deals. Initiated idea to create firmwide volunteer consulting program in partnership with REDF, George Robert's venture philanthropy fund.

J.P. Morgan, New York, NY *Analyst, 2013-2015*

Awarded lead advisor for ~\$2B leveraged buyout of Sterigenics, medical products sterilization provider. Managed daily communication with Sterigenics' CEO and CFO; selected to oversee first day of investor roadshow.



Chris Johnson

Christopher.Johnson.wg22@wharton.upenn.edu
University of Illinois, Urbana-Champaign, IL
M.C.S., Computer Science, 2021
Indiana University, Bloomington, IN
B.S., Finance, 2013

An opportunity to scale a high-impact, technology-enabled healthcare company in a cross-functional role.

Hologic, Philadelphia, PA *Product Lead- Breast & Skeletal Health, 2021-Present*

Drive new product development, go-to-market and strategic vision for software & medical device solutions in \$1B+ revenue division.

Rad AI, Berkeley, CA

Advisor to CEO, 2020-Present
Partnered with CEO on product roadmap, capital raise, customer value proposition and interviewing / hiring a Head of Sales. Backed by Google's AI VC firm, Gradient Ventures (\$30M+ raised to date).

Radiology Partners, Los Angeles, CA *General Manager- Growth Initiatives, 2015-2020*

Recognized as a key early hire, managing direct reports while leading teams of 20+ on cross-functional strategic initiatives and M&A prioritized by CEO. Team scaled firm 40x (200 employees to 8,000+), creating largest radiology services provider in U.S. Co-founded by NEA.

LDI, Indianapolis, IN

Private Equity Analyst, 2013-2015
Evaluated 25+ leveraged buyouts of growth-oriented middle-market companies for investment firm with \$1.5B in portfolio co. revenue, ultimately leading to 2 closed platform acquisitions.



Christine Kanoff

christine.kanoff.wg22@wharton.upenn.edu
Dartmouth College, Hanover, NH
A.B. Biomedical Engineering, 2015

An opportunity to identify operational improvements and innovations in healthcare delivery to impact the quality of and access to healthcare.

UCLA Health, Los Angeles, CA *Operations Administrative Intern, Summer 2021*

Developed forward looking business model for mobile stroke unit service line. Analyzed historical data and created strategic plan for patient transfers from outside institutions. Collaborated with multiple service lines to prioritize, streamline and improve patient discharge process.

Pacific Neuroscience Institute, Los Angeles, CA *Research and Business Associate, 2019-2020*

Assisted in the opening of a movement-based neurocognitive training center focused on improving brain functioning through cognitive exercise. Launched 60+ patient randomized clinical trial testing efficacy of a multimodal treatment for cognitive decline.

Bain & Company, New York, NY *Consultant, 2018-2019* *Senior Associate Consultant, 2017-2018* *Associate Consultant, 2015-2017*

Management consultant specializing in healthcare. Led strategic playbook for opportunities and synergies with large healthcare payer and recent acquisition. Conducted opportunity identification and sizing analyses for multiple business opportunities for international business of healthcare payer. Additional projects in private equity, grocery, CPG, and retail sectors.



Charlie Kolisek

charles.kolisek.wg22@wharton.upenn.edu
Wabash College, Crawfordsville, IN, B.A.,
Magna Cum Laude, Financial Mathematics and Economics, 2014

An opportunity to invest in, partner with, and build innovative healthcare companies

Olio, Indianapolis, IN *MBA Intern, Summer 2021*

Advised co-founders and CEO during a \$1.8M seed investment and developed robust internal financial model to track key operating metrics and performance indicators for day-to-day use by the management team

The Carlyle Group, New York, NY *Private Equity Associate, 2018-2020*

Evaluated investment opportunities throughout the healthcare industry and supported portfolio companies, including a large contract research organization and a pharmaceutical products platform, as part of the U.S. Buyout fund's Healthcare team

J.P. Morgan, New York, NY and Chicago, IL *Investment Banking Analyst, 2014-2018*

Executed various transactions including M&A transactions, LBOs, IPOs, and DCM executions across the healthcare industry



David R. Kornberg

david.kornberg.wg22@wharton.upenn.edu
Duke University, Durham, NC
B.S.E., Biomedical Engineering, 2015

An opportunity to build a healthier society through technology innovation.

Duolingo, Pittsburgh, PA *Product Manager, Summer 2021*

Developed the product roadmap for increased identity and social engagement within the core Duolingo learning app. Wrote product specifications and pitched new product ideas to the CEO. Worked with designers and engineers to design and build over 5 new features. Conducted extensive user and market research that generated dozens of new product ideas. Launched the ability to share your profile with others to millions of daily active users worldwide.

Google, San Francisco, CA *Associate Product Marketing Manager, 2018-2020*

Drove \$5M in annual revenue through leadership of G Suite growth and funnel optimization programs. Designed and launched in-product multivariate tests that reached >10M users using targeted machine learning models. Built the go to market strategy and customer acquisition plan for innovative new consumer financial products. Led a team of 4 to complete in-depth customer research and market benchmarking.

Deloitte Consulting, New York, NY *Consultant 2017-2018* *Analyst 2015-2017*

Advised healthcare, technology, and retail clients on strategic initiatives and data analysis. Redefined the billing strategy and technical infrastructure for a Fortune 100 healthcare company. Built a model to prioritize and assign \$150M of AR to over 100 employees.



Tal Krause

tal.krause.wg22@wharton.upenn.edu
Mannheim University, Mannheim, Germany
B.Sc. Business Administration, 2017,
with distinction

An opportunity to invest in and
grow leading healthcare companies

McKinsey & Company, Frankfurt, Germany *Associate*

Worked with mainly European clients
from different subsectors of healthcare
across a broad array of functions.
Focused on healthcare private equity,
pharma, medical devices, and health
insurance. Worked on projects in
marketing & sales, strategy, M&A,
manufacturing, procurement, R&D,
medical affairs, and customer
experience.



Jung Lee

jung.lee.wg22@wharton.upenn.edu
University of Pennsylvania, Philadelphia PA
B.A., Cum Laude, Health and Societies, 2011

An opportunity to build and scale
innovative solutions that improve
healthcare access, equity, and outcomes.

Cerebrae, San Francisco, CA *Go to Market Strategy and Corporate Development Intern, 2021*

Partnered with co-founders to develop,
test, and iterate on Cerebrae business
development strategy, including product
positioning, pricing, and prospect
prioritization. Supported fundraising
efforts, including pitch deck development
and investor due diligence.

RubiconMD, New York, NY *Head of New Products and Partnerships, Summer 2020*

Established RubiconMD's New Products
and Partnerships function to accelerate
market penetration and augment
RubiconMD's product capabilities. Led
development of RubiconMD's first
new product offering (Rubicon
Behavioral Health) to complement
its core eConsult service.

Collective Health, San Francisco, CA *Manager, Platform Partnerships and Strategy 2019-2020* *Manager/Senior Specialist, Partnership Operations 2017-2019*

Managed and developed partnerships
with healthcare service providers,
including negotiations, sales
coordination, operational workflow
development, and clinical solution
development. Identified acquisition
targets and defined new lines of
business as part of broader business
development strategy.

Putnam Associates, Boston, MA *Senior Consultant, 2015-2017* *Consultant, 2014-2015* *Senior Associate Consultant, 2013-2014* *Associate Consultant, 2011-2013*

Led project teams, advising leading
biopharmaceutical companies on drug
pipeline investment, product growth,
pricing, and reimbursement strategy.



Allen Levitas

allen.levitas.wg22@wharton.upenn.edu
University of Michigan, Ann Arbor, MI
B.B.A, High Distinction, Finance, Accounting,
2016

An opportunity to invest in, partner
with, and grow healthcare services
businesses that are at the forefront
of driving change in the ecosystem.

Cressey & Company, Chicago, IL *Private Equity Summer Vice President, Summer 2021*

Developed proprietary view of long-
term fundamentals, opportunities,
risk factors, and potential targets for
Medicare Advantage, over-the-counter
supplemental benefit industry.
Worked directly with pediatric
dentistry portfolio company business
development and finance teams to
complete 2 add-on affiliations and
prepare financial margin analyses.

Linden Capital Partners, Chicago, IL *Private Equity Associate, 2018-2020* Conducted financial analysis and industry research, engaged executives, and facilitated third party due diligence to assess over 100 investment opportunities and provide strategic guidance to portfolio companies for top quartile firm with \$3B AUM; investing \$1.5B fund. Provided investment team with conviction to complete 1 platform transaction in value-based care model where Linden had no prior expertise and 1 add-on acquisition which doubled the size of an existing portfolio company.

William Blair & Company, Chicago, IL *Investment Banking Analyst, 2016-2018* Completed valuation analyses, developed marketing materials, and managed buyer due diligence to deliver superior liquidation events for 10 family-owned and private-equity backed businesses



Jingyi Liu, M.D.

jingyi.liu.wg22@wharton.upenn.edu
Williams College, Williamstown, MA
B.A., Magna Cum Laude, Biology, 2014

An opportunity to combine medical
humanism and entrepreneurship
to create innovative medicines that
help people live longer, healthier
and happier lives.

120/6 Dimensions Capital, Boston, MA *Senior Associate, Summer/Fall 2021*

Sourced, diligenced and closed
early-stage biotechnology investment
opportunities for a cross-border
healthcare venture capital firm.
Support new venture incubation
efforts across multiple therapeutic
areas including cell therapy and
cardiovascular disease.

Stanford Healthcare, Palo Alto, IL *Resident Physician in Internal Medicine, 2019-2020*

Provided medical care for 30+ patients
per day. Led teams of nurses, social
workers, and other healthcare
professionals. Supervised clinical
education for medical students per day
through bedside teaching and
presentations.



David A. Lowe

david.lowe.wg22@wharton.upenn.edu
University of Notre Dame, South Bend, IN
B.A., Magna Cum Laude, Theology, 2015

An opportunity to invest in, partner
with, and build market-leading
healthcare companies

New Mountain Capital, New York, NY *MBA Intern, Summer 2021*

As a member of the private equity
group, conducted due diligence and
executed an investment in a medical
device contract manufacturer. Served as
a member of several deal teams
conducting new platform due diligence
in a variety of industries.

Great Point Partners, Greenwich, CT *Senior Associate, 2020* *Associate, 2018-2019* *Analyst, 2016-2017*

As a member of the healthcare private
equity team, evaluated investment
opportunities and managed portfolio
companies. Led various aspects of deal
execution for one platform
investment, three tuck-in acquisitions,
and one exit process. Served as a
board observer for 4 portfolio
companies situated in subsectors of
the healthcare industry including real
world evidence, clinical trial site
management, hospital outsourcing,
and topical dermatology contract
manufacturing.



Shane W. Maloney

shane.maloney.wg22@wharton.upenn.edu
University of Wisconsin-Madison, Madison, WI
B.B.A, Finance, Investment & Banking, 2016

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

Humana, Remote *CenterWell MBA Intern, Summer 2021*

Led cross-functional team focused on
converting original Medicare census
at CenterWell locations to Medicare
Advantage plans. Developed pilot
conversion program and created new
role within clinics to be rolled out over
coming months ahead of the annual
election period.

The Vistria Group, Chicago, IL *Associate, 2018-2020* Evaluated and executed private equity investments across a wide range of healthcare sub-sectors as part of a team of 17 investment professionals managing ~\$3.1B of capital. Completed two platform investments and a merger-of-equals. Managed and executed add-on M&A for several portfolio companies across the healthcare landscape, including the home health and hospice, addiction treatment and compounding pharmacy sub-sectors.

Goldman Sachs, Chicago, IL *Analyst, 2016-2018* Conducted financial analyses and due diligence on mergers and acquisitions advisory assignments for clients across the industrials and business services sectors. Executed three M&A transactions during tenure.



Kristina S. Mani

kristina.mani.wg22@wharton.upenn.edu
Dartmouth College, Hanover, NH
B.A., Neuroscience, 2016

An opportunity to develop, commercialize, and ensure equitable access to novel life sciences innovations that will improve patient care.

Pfizer, New York, NY

Pharmaceutical Marketing

Summer Associate, Summer 2021

Collaborated with cross-functional teams to develop and execute a U.S. provider segmentation strategy for an established oncology product. Identified content creation opportunities based on brand strategy and managed relationship with creative agency to develop new salesforce training and promotional assets. Spearheaded digital enhancements to improve marketing assets and internal processes.

Health Advances, Boston, MA

Engagement Manager, 2020

Consultant, 2019-2020

Senior Analyst, 2018-2019

Analyst, 2016-2017

Team leader at life sciences strategy consulting firm overseeing project execution, acting as primary client contact and managing teams across concurrent projects. Completed 45+ projects in diverse therapeutic areas and specialized in client engagements focused on product commercialization and go-to market strategy, portfolio planning, lifecycle management, launch planning and due diligence across biopharma, diagnostic and digital health sectors. Project highlights: 1) Assessed market opportunity and developed recommendations on target use cases, product profile and optimal pricing for launch of novel naloxone auto-injector, 2) Collaborated with C-suite leaders to develop commercialization strategy for novel biomarker to test for neurological disorders; \$350MM NPV strategy approved by Board.



Marco Marni

marco.marni.wg22@wharton.upenn.edu
Politecnico di Milano, Milan, Italy
M.S., Summa Cum Laude, Energy Engineering, 2017
B.S., Summa Cum Laude, Engineering, 2015
Politecnico di Torino, Turin, Italy
M.S., Summa Cum Laude, Energy and Nuclear Engineering, 2017

An opportunity to invest in, partner with, and build transformative healthcare companies.

Partners Group, Zug, Switzerland

Private Equity MBA Intern, Summer 2021

Member of the Healthcare Private Equity team. Participated in all aspects of the investment process on 2 live deals, including thesis development, business and financial due diligence, financial modeling, third-party advisors supervision and transaction documentation, ultimately resulting in the signing of a new investment in a \$1.9B European Pharmaceutical CDMO. Directly involved in sourcing efforts for the European market.

Kearney, Milan, Italy

Senior Business Analyst, 2019-2020

Business Analyst, 2018-2019

Member of the European Healthcare practice. Delivered 12+ projects focused on buy-side due diligence, corporate and growth strategy, M&A, Go-to-Market and commercial strategy, across healthcare verticals and with international experiences in multiple European countries.



Jamie L. Marvil

jamie.marvil.wg22@wharton.upenn.edu
University of Notre Dame, South Bend, IN
B.B.A, B.A., Accountancy and Economics, 2017

An opportunity to work for a mission-driven company that uses technology to improve access to healthcare, especially in underserved communities.

Brightline, Remote

MBA Intern Commercial Strategy

& Operations, Summer 2021

Led a comprehensive competitive intelligence effort to inform market positioning to enterprise clients. Drove development of sales enablement materials around Brightline's offerings.

SoftBank Group International, New York, NY

Associate, Human Capital, 2019-2020

Project managed at-scale hiring efforts for a portfolio company, which resulted in HC growth of 500+ people in 2 months. Supported development of the SoftBank scaling framework and diagnostic tool, which is used to guide portfolio companies on key elements in people expansion.

McKinsey & Company, Los Angeles, CA

Business Analyst, 2017-2019

Led organizational redesign efforts for a major health system through a diagnostic-style assessment of shared services. Designed and implemented an Emergency Department patient follow-up program to connect more patients with health system physicians and improve access to care.



Elana A. Meer

elana.meer.wg22@wharton.upenn.edu
Princeton University, Princeton, NJ
B.A., Summa Cum Laude, Highest Honors in Neuroscience, Phi Beta Kappa 2017
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2022

An opportunity to combine my love for and experience in clinical medicine, research, and business to leverage technology and innovation to improve healthcare delivery.

Avisi Technologies, Philadelphia, PA

Business Development and

Clinical Research Analyst,

December 2019-Present

Review clinical trial protocol for glaucoma surgical devices (353M market), clinical consultant on competitor landscape. Led development of data management system for clinical trial and analysis of early human clinical trial data. Analyzed competitor landscape with monthly presentation updates.

Tesseract Health, Philadelphia, PA

Clinical Consultant, 2020-Present

Worked on positioning, testing, and go to market strategy for handheld retinal imaging device (OCT, fundus, autofluorescence). Planned clinical trials for biomarker assessments and analyzed diagnostic images throughout device iterations. Consulted on and drafted development and validation studies for device.

UC Innovation Center for Space Health, San Francisco, CA

Research Assistant, 2020-Present

Applied background in remote ophthalmic imaging tools to a review and update of diagnostic modalities for Space-Associated Neuro-Ocular Syndrome. Reviewed NASA evidence books to investigate ocular injuries and symptomatic complaints in space, as well as diagnostic and treatment modalities available on spaceflight to alleviate them.



Priyanka R. Melgiri

priyanka.melgiri.wg22@wharton.upenn.edu
Northwestern University, Evanston, IL
B.A., Economics, 2015

An opportunity to partner with and help build innovative healthcare businesses through an investing or operating role.

Babyscripts, Washington, DC

Chief of Staff, MBA Intern, Summer 2021

Worked directly with the co-CEOs of a virtual maternity care company that partners with health systems nationwide. Evaluated key revenue and cost drivers to accelerate growth trajectory and coordinated with group heads to prioritize strategic areas of focus. Restructured operating model to more accurately forecast cash needs.

Zoetis Inc., Parsippany, NJ

Corporate Strategy, MBA Intern,

Summer 2020

Conducted industry research and due diligence in evaluation of a companion animal strategic investment opportunity. Presented recommendations to the Head of Global Strategy.

EW Healthcare Partners, New York, NY

Senior Associate, 2020

Associate, 2017-2019

Evaluated investment opportunities and collaborated with senior partners on portfolio company management at a growth equity fund that has raised ~\$4B since inception. Worked on 2 platform investments and supported portfolio company executive teams in budgeting, evaluating M&A and making capital structure decisions. Active in fundraising efforts.

Jefferies LLC, New York, NY

Healthcare Investment Banking Analyst,

2015-2017

Executed on ~\$10B worth of M&A and capital market financings (debt & equity) across the sector. Active in Jefferies' recruiting initiatives at Northwestern University.



Rachit Mohan

rachit.mohan.wg22@wharton.upenn.edu
Columbia University, New York, NY
B.S., Biomedical Engineering, 2017

An opportunity to advise, build and support healthcare services and biopharma companies seeking to improve patient outcomes.

Evercore, New York, NY

Summer Associate, Summer 2021

Advised healthcare, information services and technology companies and financial sponsors on strategic transactions. Experience included due diligence, valuation, market analysis and financial modeling. Prepared transaction materials, pitchbooks and management presentations.

Booz Allen Hamilton, Falls Church, VA

Associate, 2020

Senior Consultant, 2018-2019

Consultant, 2017-2018

Developed post-merger integration strategy, selected metrics and analyzed management models in support of Defense Health Agency (DHA) leaders toward transformation and modernization of \$50B military health system serving 9.5M beneficiaries. Authored two published DHA transition plans, including accelerated approach approved by Secretary of Defense. Advised over 50 Department of Defense experts across 40 healthcare lines of business in developing efficient, market-based organizational designs, identifying a total of \$3.5B in cost savings annually post-transformation.



Allison B. Morrison

allison.morrison.wg22@wharton.upenn.edu
Vanderbilt University, Nashville, TN
B.A., Medicine, Health, and Society, 2011
M.S.N., Family Nurse Practitioner, 2013
D.N.P., Doctor of Nursing Practice, 2015

An opportunity to integrate my clinical experience, entrepreneurial spirit, and business education to create, build, and lead innovative healthcare businesses that improve outcomes, quality, and access in a cost-effective, patient-centered manner.

Strive Health, Denver, CO *Care Model Delivery Intern, Summer 2021*

Co-led initiative to standardize physician contractor onboarding across all markets. Worked in tandem with market leadership, legal, clinical, and operations teams to surface gaps in current process and implement scalable solutions for physician partnership management and physician contractor and NP onboarding. Developed a comprehensive tracking matrix for contractor onboarding tracking, including contracts, inter-state regulatory requirements, and reporting structures.

Baptist Memorial Healthcare, Memphis, TN *Nurse Practitioner, 2014-2020*

Demonstrated leadership, experience, and creative approaches to management of complex patient care and treatment across the lifespan. As part of the system-wide Advanced Practice Council, led fellow advanced practice providers. Led patient experience committee. Demonstrated expertise with medical coding and billing. Spent over 1800 unsalaried hours precepting nurse practitioner and doctoral nursing students from Vanderbilt, Union University, and the University of Tennessee. Facilitated student experiences in quality improvement, cost-effective care, interprofessional collaboration, evidence-based practice, safety, and patient-centered care.



Andre Mota

andre.mota.wg22@wharton.upenn.edu
University of Pennsylvania Law School, Philadelphia, PA J.D., 2022
Johns Hopkins Bloomberg School of Public Health, Baltimore, MD
M.S.P.H., Health Policy, 2017
University of California, San Diego, La Jolla, CA
B.S., Cum Laude, General Biology, 2015

An opportunity to build healthcare enterprises that improve care design and delivery for vulnerable communities.

J.P. Morgan, New York, NY *Investment Banking Summer Associate, Summer 2021*

Advised healthcare companies on M&A transactions and IPOs. Select experiences include sell-side M&A of a healthcare technology company, buy-side M&A of a medical device company and S1 drafting for a healthcare services company IPO.

Cravath, Swaine & Moore, New York, NY *Summer Associate, Summer 2021* *Summer Associate, Summer 2019*

Advised clients on restructuring and M&A transactions. Select transactions include restructuring for a multi-national investment bank, cross-border sell-side M&A of a biotechnology company and cross-border merger of a manufacturing company.

Healthify, New York, NY *Pre-MBA Summer Associate, Summer 2020*

Conducted an assessment of national partners and supported partnerships with a digital health startup and an analytics startup. Built a novel algorithm to quantify social services capacity in Medicare and Medicaid markets.

Manatt Health, New York, NY *Consultant, 2016-2019*

Advised healthcare and technology clients on complex strategic, operational and policy issues. Select matters include M&A transactions of health insurers and healthcare delivery systems, Medicaid expansion initiatives in two states and market expansion strategies for biopharmaceutical clients and technology vendors.



Nivedita Nagaraj

Nivedita.Nagaraj.wg22@wharton.upenn.edu
Dartmouth College, Hanover, NH
B.A., Biomedical Engineering, 2016

An opportunity to translate scientific research into transformative therapeutics at a biotechnology company to treat debilitating conditions and improve patient quality of life.

Denali Therapeutics, San Francisco, CA *Corporate Development & BD Intern, Summer 2021*

Led the development of Denali's entry strategy into a major international market for the board of directors by defining the vision, scope, structure, and financing for the new venture. Supported multiple active deals with biotech companies and academic institutions by evaluating comparable deals, outlining negotiation strategy, and developing/reviewing term sheets and contracts.

7WireVentures, Chicago, IL *MBA Associate, 2021*

Conducted industry and business due diligence on early-stage digital health companies for seed and series A/B investments. Led thought leadership for strategic limited partners and external publications with a focus on COVID-induced technology adoption, D2C vs. B2B business models, and telehealth scalability.

ClearView Healthcare Partners, Boston, MA

Associate Principal, 2019-2020
Engagement Manager, 2019
Senior Consultant, 2018-2019
Consultant, 2017-2018
Analyst, 2016-2017

Team lead for ~5 projects at a time with supervision of 10+ direct reports and sourced over \$2.5M in new project work. Executed 30+ projects related to market entry, launch planning, BD&L strategy, due diligence, and portfolio optimization. Established ClearView's diversity and inclusivity initiative.



Hannah L. Plon

hannah.plon.wg22@wharton.upenn.edu
Wesleyan University, Middletown, CT
B.A., Earth & Environmental Sciences, 2014

An opportunity to help bring innovative therapies to patients in need by being a commercial leader at a pharmaceutical or biotechnology company.

Genentech, San Francisco, CA *Commercial Summer Associate, Summer 2021*

Leveraged customer insights and collaborated across the Commercial organization to develop a holistic communication strategy and novel roadmap to operationalize a switch in dosage forms for a rare disease patient population. Led a cross-functional team of marketing, field, and creative agency stakeholders to design a comprehensive Congress engagement strategy for the \$1B+ Respiratory franchise, gaining alignment with medical and co-promote partners and executing on final tactics.

JDS Therapeutics, New York, NY *Director, Product Development & Innovation, 2018-2020* *Senior Research & Development Programs Manager, 2017-2018* *Manager, Scientific & Regulatory Affairs, 2016-2017* *Scientific Affairs Associate, 2015-2016* *Scientific Affairs Analyst, 2014-2015*

Managed new product pipeline of nutritional ingredient business (Nutrition21) and women's health OTC business (Bonafide Health). Led Product Development teams across manufacturing, R&D, marketing and legal, while representing regulatory, to develop and launch 5+ new products. Evaluated new opportunities through scientific, regulatory, IP, manufacturing and market analysis, and supported business development negotiations. Ran strategy and execution of global regulatory filings, supervising consultants and communicating with governmental agencies.



Anna Purk

anna.purk.wg22@wharton.upenn.edu
University of Illinois Urbana-Champaign, Champaign, IL
B.S., Mechanical Engineering, 2016

An opportunity to leverage technology enabled health care products and services to improve whole person care and preventative care.

Amazon, Seattle, WA *Senior Product Manager, Summer 2020*

Developed business case for new product category presented in an independently authored 15-page white paper. Conducted 10+ customer research interviews, analyzed financial data and customer purchasing patterns, reviewed industry research, and interviewed 8 Amazon Photos team members to identify behaviors, motivations, and pain points of Prints customers.

Deloitte Consulting, Chicago, IL *Consultant, 2014-2016* *Analyst, 2012-2014*

Led and supported teams to execute mobile application implementations across pharmaceutical and state government clients. Selected experiences include: Led 20-member India-based development team through implementation of digital therapeutic mobile application that fosters diagnosis and treatment conversations between physicians and potential 4M patient population. Led \$3M implementation of mobile app serving 60K monthly users that increased Medicaid/SNAP member satisfaction and improved case worker efficiency through a 200% increase in electronically submitted documents. Directed planning and on-time execution of product roadmap for 5 App Store releases by collaborating with engineering, design, marketing, quality teams as the primary liaison to the offshore development team, leveraging agile development methodology.



Yue (Nini) Ren

yue.ren.wg22@wharton.upenn.edu
Harvard University, Cambridge, MA
A.B., Cum Laude, Chemistry and Physics, 2016
University of Pennsylvania, Philadelphia, PA
Master of Computing & Information Technology, 2022

An opportunity to build technology-enabled healthcare products to tackle challenging and defining problems in human health.

Amazon Web Services (AWS), Seattle, WA *Senior Technical Product Manager, Summer 2020*

Defined vision and customer needs of new feature making it easier for customers to use AWS resources and services across accounts and regions. Drove alignment with 15+ product, engineering, and UX/console team members to scope product requirements ready for development. Conducted 17 user research interviews to build customer use cases, identify pain points, and solve edge cases. Constructed three wireframes and spearheaded API design of each release of the feature from MLP to full-feature set.

L.E.K. Consulting, Boston, MA *Senior Associate Consultant, 2019-2020* *Associate Consultant, 2018-2019* *Associate, 2016-2018*

Managed teams to develop strategic recommendations for 25+ clients through a combination of primary and secondary research, forecast models on market, revenue, and P&L, and senior stakeholder engagement. Examples include program management of immunology asset divestiture, digital health product expansion, immunology and oncology asset screens, competitive entry scenario planning, and organization design of large biopharma merger.



Taylor Rose

taylor.rose.wg22@wharton.UPenn.edu
Massachusetts Institute of Technology,
Cambridge, MA
B.S., Management Science & Political Science,
2016

An opportunity to create systemic change in healthcare and increase access to and equity in care by supporting and growing innovative care organizations

Roivant Social Ventures, New York, NY
Advanced Manufacturing Fellow, Summer-Fall 2021

Led diligence, relationship management, and execution of RSV's first investment. Established relationships with external cell and gene therapy manufacturers to develop a modular manufacturing feasibility study for sickle cell gene therapies.

Children's Hospital of Philadelphia, Philadelphia, PA

Program Manager, 2019-2020
Strategic Advisor, 2018-2019

Led newly formed team of 12 physicians, scientists, and business specialists through FDA Investigational New Drug (IND) application process for a new gene therapy to cure beta thalassemia and sickle cell disease. Designed enterprise-wide strategy to launch Cell and Gene Therapy Collaborative, with potential for 3-5 commercial therapies by 2025.

McKinsey & Company, Washington, DC
Business Analyst, 2016-2018

Advised global pharmaceutical company on improvements to regulatory affairs technology and execution, resulting in 10% reduction in regulatory spend. Developed strategy for a Fortune 100 retail bank to increase employee productivity by 20%. Conducted spend analysis for major US insurer, resulting in 15% reduction in procurement costs.



Jeremy Rubel

jeremy.rubel.wg22@wharton.upenn.edu
Amherst College, Amherst, MA
B.A., with Distinction, Chemistry and Economics, 2015

An opportunity to work for a mission-driven organization in a strategic role that improves patient health and simplifies the consumer experience.

Uno Health, New York, NY
Business Development, Summer 2021

Managed end-to-end sales process working directly with CEO/Cofounder; sourced and pitched prospects, set new pricing strategy and negotiated contracts; sold \$4M annual revenue to 3 Medicare Advantage customers.

MassHealth, Boston, MA

Senior Manager, 2019-2020

Responsible for strategic recommendations to Medicaid Director to support state's \$17B health budget and 1.8M Medicaid members. Project managed 20-member state nursing facility pandemic response team and structured \$400M in new infection control and testing incentives, contributing to 90% decline in daily cases and deaths. Co-created MassHealth's telehealth policy, newly allowing members to access physical health services remotely. Led 8-person procurement committee to redesign \$300M transportation program, achieving \$60M in annual cost savings and improving quality of service for 50,000 consumers.

EY-Parthenon, Boston, MA
Consultant, 2015-2018

Advised corporate and private equity clients on strategic and operational issues across industries, focusing on health care and life sciences. Awarded Global New Horizons international rotation with Parthenon's Cross-European Life Sciences Center of Excellence.



Natasha Sakraney

natasha.sakraney.wg22@wharton.upenn.edu
Duke University, Durham, NC
B.S., Neuroscience, 2016

An opportunity to lead within a mission driven organization investing in innovative healthcare, technology, and/or education solutions.

Achieve Partners, New York City, NY
Private Equity Summer Associate, Summer 2021

Served on live deal team to conduct due diligence and support the transaction close for Salesforce consulting & implementation company. Evaluated two healthcare staffing companies and conducted financial analysis to propose initial valuations and transaction structures for leveraged buyouts. Provided operational support to portfolio companies.

Common App, Washington, DC

Project Manager, Access & Equity Team, 2019-2020

Collaborated with senior leadership to develop strategy to help eligible under-served students access scholarship dollars. Presented insights on US private scholarship market to high profile funders and leaders, such as Kresge Foundation program officer, two former US Secretaries of Education, and Gates Foundation program officers.

McKinsey & Company, Los Angeles, CA

Senior Business Analyst, 2018-2019
Business Analyst, 2016-2018

Focused on healthcare systems and services practice. Project highlights: (1) Developed a business plan to launch clinics for \$2B Medicare Advantage health plan (2) Facilitated five-year strategic planning process for \$4B academic medical center (3) Launched marketing campaigns for a \$10B healthcare system, driving 44% increase in conversions over five months.



Ben H. Sataloff

benjamin.sataloff.wg22@wharton.upenn.edu
Vanderbilt University, Nashville, TN, B.A.,
Cum Laude, Economics, 2014

An opportunity to solve complex healthcare problems across sectors and improve patient experience through digital solutions.

Boston Consulting Group, Philadelphia, PA

Summer Consultant, Summer 2021

Led scheduling & planning module for an international vitamin manufacturer; built a dashboard that tracked KPIs and helped identify manufacturing opportunities. Storyboarded a multifaceted optimization approach and conducted best practice research to modernize a national clinical call center.

NYU Langone Health, New York, NY

Senior Financial Analyst, 2016-2020

Launched the Efficiency and Quality Index in partnership with the COO and interfaced with 200+ physicians across 19 clinical departments, resulting in institution-wide cultural and systematic changes related to quality measurement. Spearheaded the Department Incentive Program, a value program with \$12.6M savings over 6 months. Streamlined osteomyelitis treatment across hospitals, leading to \$800,000 in annual cost savings. Led patient class optimization, resulting in \$6M in increased revenue.

Huron Consulting Group, New York, NY
Revenue Cycle Analyst, 2014-2016

Led work-driver implementation for both the Billing and Collections units for a hospital in Georgia. Directed cash analysis initiative for the Collections unit, contributing to a one-time cash improvement of \$5M and a recurring benefit realization of \$34M for a Philadelphia hospital system.



Maggie H. Schell

margaret.schell.wg22@wharton.upenn.edu
Harvard University, Cambridge, MA
A.B., Cum Laude, Psychology, 2017

An opportunity to scale innovative healthcare companies that improve the patient experience and access to care.

Thirty Madison, New York, NY

MBA Summer Associate, Summer 2021

Assessed partnership opportunities in primary care and applied learnings to develop and lead pitch to 3 target organizations. Created playbook defining firm's approach to sourcing and executing pharma partnerships. Evaluated 100+ chronic conditions and mapped required capabilities to identify shortlist of 8 conditions for future expansion.

Redesign Health, New York, NY

Pre-MBA Intern, 2020

Spearheaded research and 8 expert interviews to build new venture proposals in decentralized clinical trials and cybersecurity. Developed investment deck to pitch stealth remote patient monitoring venture to investment committee for funding. Designed and applied framework to identify priority strategic partners among 150+ organizations.

Deloitte Consulting, New York, NY

Consultant, 2019-2020

Business Analyst, 2017-2019

Advised healthcare and technology clients on strategic and operational initiatives. Select experiences: (1) Led business development efforts with 50+ organizations to support launch of technology company's healthcare data marketplace; (2) Developed new operating model at biopharmaceutical company and identified \$10M in efficiencies from proposal; (3) Conducted market research and workshops to define Deloitte's internal AI strategy and secure \$40M internal investment.



Emily E. Schreck

emily.schreck.wg22@wharton.upenn.edu
University of California, Berkeley, Berkeley, CA
B.A., Public Health, 2016

An opportunity to improve seniors' health, happiness, and independence through innovation in care delivery and technology.

Humana, Remote

MBA Strategy Intern, Retail Segment (Medicare/Medicaid), Summer 2021

Developed strategy for Medicare Advantage market expansion opportunity to underserved, rural counties, identifying operational, financial, and political barriers to entry and solutions to overcome them. Forecasted competitor growth strategies and acquisition targets for CEO and Retail President, assessed potential supply chain impacts, and created risk mitigation plans. Designed first enterprise-wide forum for senior leaders to discuss and respond to competitive intelligence.

Triage Consulting Group, San Francisco, CA

Senior Consultant, 2018-2020
Consultant, 2016-2018

Led teams of up to 5 consultants in performing comprehensive payment analysis to identify \$18.9M and recover \$8.2M in underpaid revenue for 5 U.S. health systems. Analyzed and presented revenue trends, data-driven insights, contracting strategies and recommendations for operational improvements to minimize future cash loss to hospital CFOs and senior management clients. Created protocols to standardize communications and processes for rebilling claims expediting revenue recovery by 6 months and resulting in \$1M of additional client revenue annually. Managed special project to assess net benefit of initiating payer negotiations for non-contracted claims leading to 2% increase in annual revenue per impacted payer.



Kaveh Sedehi

kaveh.sedehi.wg22@wharton.upenn.edu
University of California, Los Angeles
B.A., Cum Laude, Political Science, 2016

An opportunity to build solutions that lower healthcare costs and align patient incentives.

Rubicon Founders, Nashville, TN
Summer Investment Professional, Summer 2021

Supported the incubation and launch of a national integrated payor and provider platform. Worked on state licensure agreements and process for plan-side operations. Diligenced buyout opportunity of leading management services organization and provider of primary care services.

Merck, Kenilworth, NJ
Early Product Development, Summer 2021

Partnered with multiple IT, robotics and automation teams to create the foundations of a next-generation launch situation room for preclinical through Phase 2a assets.

Ela, Inc., San Francisco, CA
Founder, 2019-2020

Bootstrapped product development of a clinical decision support system (CDSS) designed to reduce medical error associated with point of care triage and risk stratification.

Davita/Davita Medical Group, Denver, CO
Senior Manager, 2016-2019

General management of multi-site clinical and business operations across urgent care, internal medicine, family practice and OBGYN services. Annual P&L \$20M and supervisory structure over 30 staff. Piloted technology-enabled, remote patient services for alternative therapy and home care dialysis patients. Worked on a team of two responsible for all aspects of national management of 150 alternative therapy programs across 31 states and a \$100M P&L.



Maggie Selvin

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Tufts University, Medford, MA
B.A., International Relations and Spanish, 2013

An opportunity to harness technology and user journey insights to help people live healthier lives.

Google, New York, NY
Product Strategy and Operations Intern, Summer 2021

Led end-to-end competitive benchmarking project to provide strategic recommendations based on target user insights and market opportunity for newly launched Workspace product. Drove planning and operations for executive business review leveraging metrics-driven insights, presented to VP audience from Engineering, Product, and Product Marketing.

b.well Connected Health, Baltimore, MD (Remote)
Product Management Intern, Fall 2020-Spring 2021

Partnered with UX design, Product leadership, software engineers, and data science on enabling product improvements and improving customer satisfaction. Prioritized feature upgrades, measured performance, and led customer journey mapping to increase adoption and market share for connected health app tackling interoperability challenges.

Egon Zehnder, New York, NY and San Francisco, CA
Director, Healthcare 2017-2020 Associate, Senior Analyst, Analyst, 2013-2017

Led a global team of 16 direct reports, 14 in US and 2 in India, who performed candidate identification, market research, and project management for C-level executive searches and organizational design projects. Earlier, served as project lead for multiple healthcare and technology engagements serving Fortune 100 CEO/Board and private equity clients.



Himanshu Sharma

himanshu.sharma.wg22@wharton.upenn.edu
New York University, NY,
M.S, Bioinformatics, 2012 SCOE, Pune, India
B.Engineering, Biotechnology, 2010

Helping build companies at the intersection of AI/ML and healthcare

Northpond Ventures, Cambridge, MA
Summer Investing Intern, Summer 2021
Developed investment thesis on Data Liquidity and Digital Cardiology spaces; sourced potential startups in these spaces and conducted diligence on live opportunities

AV8 Ventures, Palo Alto, Ca
Summer Senior Associate, Summer 2021
Sourced and led a series A investment of \$1.5M in a provider credentialing startup; conducted diligence, customer calls, expert interviews, and wrote memos to convince investment committee

IBM Watson Health, Cambridge, MA
Genomics Product Lead, 2019-2020
Partnered with top cancer centers and diagnostic clients on projects worth \$2M; interviewed client genomics experts and gathered data; analyzed results to devise roadmap and led cross-functional teams to deliver 9 major product releases

Seven Bridges, Cambridge, MA
Project Manager, 2018-2019
Managed onboarding, training, and operation of accounts worth \$5M, including company's largest client; Maintained communications and implemented strategic solutions to procure customer satisfaction

Partners Healthcare, Cambridge, MA
Bioinformatics Lead, 2013-2018
Managed team of 4 Bioinformaticians to create and operationalize Partners Healthcare biobank sample and data repository



Patrick A. Shikani

patrick.shikani.wg22@wharton.upenn.edu
University of Virginia, Charlottesville, VA
B.S., Distinction, Commerce (Finance), 2014
Johns Hopkins University, Baltimore, MD
M.P.H., Health Systems and Policy, 2021

An opportunity to invest in, partner with and support innovative entrepreneurs and companies in the healthcare space.

The Airway Company, Philadelphia, PA
Co-founder, CFO, COO, 2018-2021
Co-founded, managed and grew a medical device company that serves the tracheotomy patient and clinician populations. Gained strong operating and entrepreneurial experience by overseeing all critical business functions. Developed deep understanding of the healthcare and medical device sectors.

Tinicum, New York, NY
Private Equity Associate, 2016-2018
Conducted private and public company buy-side due diligence in a variety of industries, including healthcare. Drafted investment memos and built operating models and financial returns analyses. Drafted NDAs, Indications of Interest, Letters of Intent, and other key business documents. Monitored portfolio and evaluated add-on investments.

Citigroup, New York, NY
Investment Banking Analyst, M&A Group, 2014-2016
Gained live transactional experience on buy/sell-side M&A, hostile takeovers, corporate carve-outs, and leveraged buyouts in a variety of industries, including healthcare, with both public and private companies. Modeled valuation analyses including discounted cash flow, leveraged buyout, sum-of-the-parts, precedent transactions, comparable companies, taxable liquidation, and pro forma accretion-dilution.



Momodou Lamin Sonko

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Johns Hopkins University, Baltimore, MD
B.S., Phi Beta Kappa,
Molecular & Cellular Biology, 2016;
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2022

An opportunity to expand affordable access to healthcare across all socioeconomic backgrounds both domestically and across sub-Saharan Africa

Boston Consulting Group, Boston, MA
Summer Consultant, Summer 2021
Advised clients within Social Impact and Sustainability practice including working directly with a large client to develop a global primary health care strategy focused on generating greatest long-term impact within lower and middle-income countries. Developed value pool analyses and impact model to determine strategic areas of focus and investment.

Remedy Partners, Darien, CT
Consultant (Remote), 2017-2018 Business Analyst, 2016-2017
Contracted and maintained contracts with over 6,000 skilled nursing homes worth program spend of over \$500M. Assessed financial reconciliation reports from large hospital partners finding areas of improvement in patient care and opportunities for expansion of value-based care initiatives.

White Coat Admissions Strategists, Philadelphia, PA
CoFounder, 2017-2020
Developed company business and financial model. Oversaw continued sales growth of over 50% year-over-year. Led hiring of over 80 independent contractors enabling hundreds of students access to personalized mentorship for admission into top medical schools.



Lucas J. Sullivan

lucas.sullivan.wg22@wharton.upenn.edu
University of Notre Dame, South Bend, IN
B.A., History, 2015

An opportunity to build and scale innovative healthcare solutions that meaningfully improve care delivery and efficiency.

DaVita Inc, Denver, CO
Summer Associate, Summer 2021
Developed a physician engagement strategy for the chronic kidney disease care team to improve quality of partnerships with nephrology practices.

United States Marine Corps, Camp Pendleton, CA
Company Commander, December 2019-August 2020
Commanded a company of 163 Marines in five subordinate platoons, overseeing more than 140 days of field training and developing an 18-month plan to ensure mission readiness for a deployment to Syria and Afghanistan in 2021.

United States Marine Corps, Camp Pendleton, CA
Company Executive Officer, June 2018-December 2019
Led 187 Marines from seven occupational fields in five platoons in daily operations of a heavy weapons company during deployments to South America and Asia, ensuring the successful execution of more than 50 training exercises.

United States Marine Corps, Camp Pendleton, CA
Platoon Commander, 2015-June 2018
Commanded a platoon of 36 Marines specializing in anti-armor tactics and mounted reconnaissance over a training cycle and a deployment to East Asia in support of national security objectives in the Pacific theater.



Tara Sullivan

tara.sullivan.wg22@wharton.upenn.edu
McGill University, Montreal, QC
B.A., Economics, 2015

An opportunity to build and scale businesses that make healthcare more intuitive, accessible, and cost-effective.

Redesign Health, New York, NY New Ventures Intern, Summer 2021

Led in-depth research and innovation processes for potential investments in maternal health and digital therapeutics. Partnered with the founding team of a portfolio company to identify strategic acquisition targets after Series A fundraising.

Flatiron Health, New York, NY

Special Projects, Operations, part-time 2020-2021

Senior Manager, Operational Excellence, 2020
Manager, 2019-2020
Associate, 2018-2019

Scaled internal strategy and operations team. Owned the annual strategic planning program for Flatiron's provider software business of >200 cancer clinics and conducted quarterly reviews and strategic projects with leadership to enable progress toward annual goals.

Putnam Associates, Boston, MA

Consultant, 2018
Senior Associate 2017-2018
Associate, 2015-2017

Led teams to execute commercial and corporate strategy projects for leading pharmaceutical companies. Project work focused on payer contracting, health system access, and biosimilar go-to-market strategy.



Keerthana Sundar

Keerthana.Sundar.wg22@wharton.upenn.edu
University of Michigan, Ann Arbor, MI
B.A., Public Policy, 2017

An opportunity to build digital products / advanced analytics to make healthcare more affordable, accessible, and equitable.

McKinsey & Company, Chicago, IL Summer Associate, Summer 2021

Led a multinational utility's IT team of 250+ people through a technology strategy and operating model transformation, with estimated impact of \$15M / year

Oak Street Health, Chicago, IL

Senior Associate, Strategic Initiatives, 2019-2020

Led design, implementation, and impact measurement of 5+ pilot initiatives across 50+ centers to improve patient engagement, appointment yield and in-person clinical visits during the COVID-19 pandemic. Built a complex, monthly P&L model to assess feasibility of entering a new high-cost market, and made strategic recommendations to minimize losses in the first 2.5 years

McKinsey & Company, Chicago, IL

Senior Business Analyst, 2017-2019
Directed analyses, recommendations, and product development for clients across industries, focusing on digital and analytics. Select engagements: leading an engineering team to develop analytics to predict outcomes and potential interventions for a government agency's constituents, identifying \$50M of impact through the implementation of analytics use cases at a utility, and enabling 7,000+ employees at a retailer to run ad-hoc data analyses on their own by developing a data and analytics self-service strategy



Natalie Szczepaniak

natalie.szczepaniak.wg22@wharton.upenn.edu
Northwestern University, Evanston, IL
B.A., Slavic Languages & Literature and International Studies, 2016

An opportunity to drive change across healthcare through strategic growth and development.

L.E.K. Consulting, Boston, MA

Summer Consultant, Summer 2021

Engaged with life sciences client on portfolio strategy, performing market research and forming recommendation on key expansion area.

Higi, Chicago, IL

Chief of Staff, 2019-2020

Key responsibility areas included business development, sales operations and business operations. Scoped, negotiated and contracted deals, leading internal deal teams and managing relationships with clients throughout deal process. Restructured end-to-end sales process and tools to standardize efforts across sales verticals, identifying and eliminating pain points. Managed cross-functional communications and key initiatives, resulting in greater collaboration and efficiencies across teams.

Cancer Treatment Centers of America,

Boca Raton, FL and Chicago, IL

Manager, Enterprise Innovation, 2018-2019

Senior Management Fellow, 2017-2018
Management Fellow, 2016-2017

Designed and implemented new referral pathway for partner clinics within national call center, managing and prioritizing deliverables from 4 business entities. Generated cost savings by designing a dynamic pharmacy purchasing model, predicting pharmaceutical price increases and spearheading bulk buy opportunity rollout across 6 sites. Developed initial enterprise cost and utilization model for 40 clinical departments across 5 hospital sites, structuring the baseline analysis for additional enterprise analytics models.



Samad Wahid, M.D.

samad.wahid.wg22@wharton.upenn.edu
Imperial College London, London, UK
B.Sc. Medical Sciences with Management, First Class Honors, 2016
M.D. Medicine, 2018

An opportunity to leverage my clinical background to invest in and build transformative healthcare companies.

OCA Ventures, Remote

Associate, Fall 2021

Sourced and evaluated early stage digital health and medical device companies for seed and series A investments out of a \$100M fund.

J.P. Morgan, New York, NY

Summer Associate, Summer 2021

Advised on M&A, IPO and SPAC deals across biopharma, medical devices and healthcare services. Liaised directly with client management teams to craft presentations. Built and presented valuation models including discounted cash flow and leveraged buyout analyses for medical device company.

University College London NHS Trust, London, UK

Surgical Trainee, 2018-2020

Operated and assisted in over 150 General Surgery, Vascular Surgery and Renal Transplant operations. Transferred to the ER for the last 6 months to support the Covid-19 response. Led national quality and service redesign work leading to peer-reviewed publications.



Abigail D. Wank

abigail.wank.wg22@wharton.upenn.edu
Duke University, Durham, NC
B.S., Biology, 2014
School of Engineering and Applied Sciences at the University of Pennsylvania, Philadelphia, PA
Master of Computing & Information Technology Candidate, 2022

An opportunity to design, develop, and deploy innovative technologies that improve the delivery of healthcare.

Neuroflow, Philadelphia, PA

Product Management Associate, September 2021-Present

Leading the strategy and development of Neuroflow's machine learning algorithm to drive personalization in the behavioral health platform; designing A/B tests to measure impacts of personalization of content on user engagement.

Facebook, Menlo Park, CA

Product Analytics, Data Science Intern, Summer 2021

Analyzed data to inform the transition strategy for third-party payment methods after the planned launch of Novi, Facebook's digital wallet subsidiary.

Eversana Management Consulting, New York, NY

Senior Consultant, 2020
Consultant 2018-2020

Partnered with life science and digital health clients on strategic and operational consulting engagements. Example projects include: (1) Launch plan for \$50B pharmaceutical company's first gene therapy, (2) Commercial strategy for early-stage medical device company with novel cardiac monitoring device, (3) Program management for \$2.5B pharmaceutical company implementing a global content management system.

GlaxoSmithKline, Philadelphia, PA

Multi-Channel Marketing Manager, 2017-2018

Business & Technology Associate, 2014-2017
Completed "Future Leaders" rotational development program focused on the development and execution of GSK's Digital Transformation technology strategy. Exited the program into a marketing role in GSK's Vaccines Business Unit.



Arthur Whyte

arthur.whyte.wg22@wharton.upenn.edu
Duke University, Durham, NC
A.B., Public Policy, 2014

An opportunity to improve the healthcare system by working to launch and scale innovative, holistic approaches to care.

Oxeon Partners, New York, NY

Venture Studio Intern, Summer 2021

Conducted market research to identify areas of opportunity and generate possible de novo companies as well as support business launches.

Bright Health, New York, NY

Manager, Network Strategy 2017-2020

Built and oversaw a team of Network Strategy associates and analysts charged with designing the strategy and execution of new market network construction on a nationwide scale through capacity planning, workload distribution and team/individual performance goal setting.

Aetna, New York, NY

Planning and Research Analyst, Enterprise Strategy 2015-2017

Conducted quantitative and qualitative market research and analysis to identify healthcare market trends, gather competitive intelligence and support the development, coordination and communication of business unit and company-wide strategy.



Nicholas Williams

Nicholas.Williams.wg22@wharton.upenn.edu
Vanderbilt University, Nashville, TN
B.S. Economics, Human &
Organizational Development, 2016

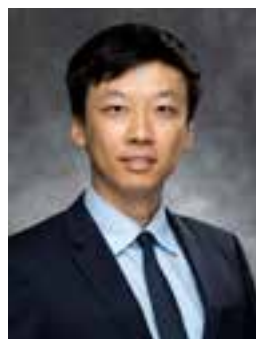
An opportunity to invest in, build and lead companies bringing revolutionary healthcare to patients.

Morgan Stanley, San Francisco, CA *Summer Associate, Summer 2021*

Sourced, analyzed and presented biotech, healthtech, and life sciences targets for strategic acquirers and sponsors in line with long-term therapeutic and modality areas of interest. Prepared private healthcare businesses for impending initial public equity offerings. Produced a critical analysis of developmental stage, oncology-focused biotech firm and related competitive landscape.

FTI Consulting, Nashville, TN *Senior Consultant, 2016-2020*

Led client-employed analysts in developing financial reporting tools and procedures as interim director of FP&A for a physician-owned healthcare practice with \$150M in annual revenue. Collaborated with private equity stakeholders to facilitate the acquisition-based expansion of a national radiology practice, implement financial reporting standards, and integrate newly acquired businesses. Created jury-facing exhibits and narrative-driving analyses in continued support of expert witness testimony and litigation advisory in a \$500M litigation scenario. Designed complex, data-intensive analyses intended to identify and address inefficiencies in healthcare organizations for businesses, government entities, and law firms



Shawn Xiao

shawn.xiao.wg22@wharton.upenn.edu
University of North Carolina, Chapel Hill, NC
B.S. Business Administration, 2014

An opportunity to invest in and build leading healthcare companies.

Citrine Medicine, New York, NY *Business Development MBA Intern, Summer 2021*

Worked directly with U.S. President in valuation and negotiation of several licensing transactions in endocrinology. Conducted research of academic literature, clinical studies, and product pipelines in U.S. and China rare disease markets.

GTCR, Chicago, IL *Private Equity Senior Associate – Healthcare, 2019-2020* *Associate, 2017-2019*

Evaluated and executed investments for private equity buyout firm. Developed investment thesis, led due diligence, and coordinated debt financing and third-party advisors for a number of platform and add-on acquisitions, including a pharmaceutical products company and a specialty chemicals manufacturer. Managed portfolio companies and supported management teams in strategic, operational, and financial initiatives.

Morgan Stanley, New York, NY *Investment Banking Analyst – Healthcare, 2015-2017*

Advised healthcare companies on mergers, acquisitions, and debt and equity financings.

Oppenheimer & Co., New York, NY *Investment Banking Analyst – M&A, 2014-2015*

Advised companies across industries on mergers and acquisitions transactions.



Joel D. Yadidian

joel.yadidian.wg22@wharton.upenn.edu
UC Berkeley, Berkeley, CA
B.A., Computer Science & B.S., Business Administration, 2016

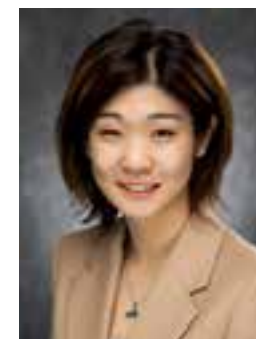
An opportunity to build, grow, and lead companies that improve people's lives across the technology and healthcare landscapes.

UCLA Health, Los Angeles, CA *MBA Intern, Office of Health Informatics and Analytics (OHIA), Summer 2021*

Productized OHIA's expertise within High Performance Computing and Microsoft Azure to offer an HPC-as-a-platform service to clients with robust computing requirements (e.g., cancer research labs and genome sequencing). Refined curriculum for UCLA's Clinical Informatics Fellowship to teach medical residents about various technical concepts (e.g., data governance, analytics, and visualization) and tools / programming languages (e.g., Epic EHR, SQL, Tableau). Worked with stakeholders across the health system (clinical, operational, IT) to identify and implement best practices to improve HCAHPS scores related to nursing communication, patient experience, and reimbursement.

L.E.K. Consulting, San Francisco, CA *Senior Associate Consultant, 2020* *Associate Consultant, 2019-2020* *Associate, 2017-2019*

Strategy consultant with experience across 20+ engagements in M&A advisory and growth strategy, advising leading healthcare services and technology companies. Key responsibilities included leading project teams, conducting and analyzing primary and secondary research, building market and financial models, performing advanced analytics, and forming and communicating strategic insights and recommendations to clients.



Sylvia S. Yang

Shuyi.yang.wg22@wharton.upenn.edu
Stanford University, Stanford, CA
B.S., Bioengineering, B.A., Anthropology, 2016
University of California, Berkeley, Berkeley, CA
M.S., Asian Studies, 2020

An opportunity to improve life quality worldwide with technology advancements in healthcare through cross-border investing and venture building

Tencent Investment, Beijing, China *Summer Associate, Healthcare Team, Summer 2021*

Led industry research in selected CDMO sectors, resulting in initial shortlisting of potential targets. Completed research of healthcare merger and acquisition patterns in the U.S. to refine investment thesis in China.

Entrepreneur First, Hong Kong *Launch Associate, 2018-2019*

Responsible for the initiation and daily operation of the company incubation (Launch) program in Hong Kong for Entrepreneur First, a deep-tech incubator backed by Greylock Partners and Founders Fund. Organized the first major investor event in Greater China. Worked with 10+ early-stage startups to accelerate growth.

McKinsey & Company, Redwood City, CA

Senior Business Analyst, 2018
Business Analyst, 2016-2018
Focused on strategic projects in healthcare, life science and technology industries. Project topics included drug pricing, due diligence of healthcare companies, innovative contracting, supply chain redesign, etc.



Jason Yu

Jason.yu.wg22@wharton.upenn.edu
Princeton University, Princeton, NJ
A.B., Economics, 2016

An opportunity to build the support systems for providers and recipients of care, regardless of background.

Levo, Philadelphia, PA

Founder and CEO, 2021-Present
Launched Levo, a subscription-based platform for home healthcare employers to attract and retain better employees and build stronger worker relationships. Recruited and managed team of 5. Built and scaled caregiver network across four geographies with recurring employer revenue.

Arosa, Boston, MA *Interim Area Director (Pre-MBA Internship), 2020*

Temporarily led a recently acquired home care business and managed transition from founder/seller to parent company. Improved systems and processes, shaped client and employee communications, and built out the team.

Boston Consulting Group, Boston, MA *Consultant, 2019-2020*

Associate, 2017-2019 (Washington, DC)
Consulted companies in strategic and operational topics across industries and functional areas. Selected experience includes: due diligence support for various principal investors, ambulatory care strategy for a major health system, turnaround of a historically black university, internal startup creation for a top-5 med device manufacturer, visitation strategy for a national nonprofit.



Cindy S. Zhao

cindy.zhao.wg22@wharton.upenn.edu
Harvard University, Cambridge, MA
A.B., Statistics, 2017
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2022
A.B., Statistics, 2017

An opportunity to create sustainable and equitable access to health through clinical practice and thoughtful, evidence-based leadership of a mission-driven health care organization.

Clinton Health Access Initiative, Remote *Analyst, Summer 2021*

Supported landscaping and mapping exercises on community case management, in partnership with the Bill and Melinda Gates Foundation. Evaluated programmatic strategies to advance gender equity in the context of community health worker programs.

The Center for Surgical Health, Philadelphia, PA *Associate Director for the Classroom, 2020-Present*

Served as a personal patient navigator for uninsured Philadelphians in need of surgical care. Designed, implemented, and directed a semester-long elective with 10, 1.5 hour sessions that engaged 18 lecturers and 104 participants on surgical equity. Assessed the effectiveness of this curriculum for 25 health workforce trainees; selected as 1 of 2 finalists (out of over 90 abstracts) in the Education, Innovation, or Outcomes category at the American College of Surgeons Division of Education 2021 Medical Student Program.

University City Hospitality Coalition Clinic, Philadelphia, PA *Quality Improvement Coordinator, 2017-2018*

Mobilized electronic medical record adoption to improve care coordination for homeless and underserved patients at a student-run clinic in West Philadelphia. Oversaw operations during 3 hour clinic shifts and coordinated care with 4 outside clinics.



Cindy B. Zheng

Cindy.Zheng.wg22@wharton.upenn.edu
Yale University, New Haven, CT
B.A., Economics 2016

An opportunity to improve care delivery and patient experience through the intersection of strategy, analytics, and operations.

Humana, Boston, MA (virtual)
Strategy Advancement Intern,
Summer 2021

Managed a strategic partnership between a care delivery organization and home health agency by designing a pilot program and facilitating meetings with key senior leadership. Advanced operational efficiencies for a new virtual-first care delivery organization by driving the selection and analyses of key performance indicators. Facilitated development of advanced analytic models to identify high-risk members for proactive care management.

Deloitte Consulting, Washington, DC
Consultant, 2018-2020
Business Analyst, 2016-2018

Led and supported strategic and analytical projects for federal agencies including the Centers for Medicare and Medicaid Services (CMS) and U.S. Postal Service (USPS). Sample projects include: Implemented a national primary care, value-based care model by leading stakeholder interviews and designing a quality measure alignment process. Conducted statistical analyses on Medicare Advantage risk-adjusted payments to identify over \$10B in improper payments. Optimized customer experience investment decisions for a shipping business by pioneering an advanced analytic model linking customer experience to financial and operational data. Beyond client work, co-founded an internal Federal Health Analytics community of 100+ members to drive \$100M in strategic opportunities.



Jodie Zong

jodie.zong.wg22@wharton.upenn.edu
Northwestern University, Evanston, IL
B.S., Computer Science, 2015
Kellogg Certificate for Undergraduates in Financial Economics

An opportunity to invest in and actively support the expansion of healthcare companies that improve patient outcomes through innovative technology and novel therapies.

Eight Roads Ventures, Shanghai, China
MBA Intern, Summer 2021

Supported sourcing and diligence efforts for early-stage companies across health services, medical device and digital health. Engaged in end-to-end deal process and created investment memo for both new and follow-on investments, including thesis generation, valuation and deal structure recommendation.

Philips Healthcare, Shanghai, China
Corporate Strategy Manager, 2020

Led market assessments, developed growth initiatives and supported financial planning for products ranging from traditional medical equipment to SAAS-based services. Provided recommendations on market entry for interventional cardiovascular devices to sector leader, representing projected annual revenue of over \$100M.

Deloitte Consulting, Chicago, IL
Senior Consultant, 2019-2020
Consultant, 2017-2019
Analyst, 2015-2017

Advised healthcare payers and providers on digital strategies and technology transformations. Supported the go-to-market strategy, design and delivery of a customer-facing application for a large pharmaceutical client.

2021
Internship Sponsors

The following organizations provided internships for Health Care Management Students in Summer, 2021.

6 DIMENSIONS/120 CAPITAL
Boston, MA

ACHIEVE PARTNERS
New York, NY

AIRWAYCO
Philadelphia, PA

AMAZON
Seattle, WA

AV8 VENTURES
Palo Alto, CA

AVISI/ TESSERACT HEALTH
San Francisco, CA

BABYSCRIPTS
Washington, D.C.

BCG
Philadelphia, PA

BCG
Summit, NJ

BCG
Boston, MA

BRIGHTLINE HEALTH
Philadelphia, PA

CEREBRAE
San Francisco, CA

CITRINE MEDICINE
Boston, MA

CLINTON HEALTH ACCESS INITIATIVE
Boston, MA

COLOR GENOMICS
San Francisco, CA

CONSEJOSANO
Los Angeles, CA

CREDIT SUISSE
New York, NY

CRESSEY & COMPANY
Chicago, IL

DAVITA
Denver, CO

DENALI THERAPEUTICS
San Francisco, CA

DUOLINGO
Pittsburgh, PA

EIGHT ROADS VENTURES
Shanghai, China

EVERCORE
New York, NY

FACEBOOK
New York, NY

GENENTECH
San Francisco, CA

GOOGLE
Remote

HARLEM CAPITAL
New York, NY

HOLOGIC, INC.
Boston HQ, MA

HUMANA
Louisville, KY

HUMANA
Boston, MA

JP MORGAN
New York, NY

JP MORGAN/CRAVATH
New York, NY

LEK
Boston, MA

LEXEO THERAPEUTICS
New York, NY

MAVEN CLINIC
New York, NY

MCKINSEY
New York, NY

MCKINSEY
Washington, D.C.

MCKINSEY
Chicago, IL

MCKINSEY
Philadelphia PA

MERCK
Philadelphia, PA

MORGAN STANLEY
San Francisco, CA

MTS HEALTH PARTNERS
New York, NY

NEW MOUNTAIN CAPITAL
New York, NY

NORTHPOD VENTURES
Boston, MA

OLIO HEALTH
Indianapolis, IN

OSHI HEALTH
New York, NY

OXEON VENTURE STUDIO
New York, NY

PARTNERS GROUP
Zug, Switzerland

PELOTON EQUITY
New York, NY

PERMIRA
London, England/
New York, NY

PFIZER
New York, NY

REDESIGN HEALTH
New York, NY

RIBBON HEALTH
New York, NY

ROIVANT FOUNDATION
Washington, D.C./
New York, NY

RUBICON FOUNDERS
Nashville, TN

SHEPHERD HEALTH (STARTUP)
Nashville, TN

SIDECAR HEALTH
San Francisco, CA

STRIVE HEALTH
Remote

TENCENT INVESTMENT
Beijing, China

THIRTY MADISON
New York City, NY

UCLA HEALTH
Los Angeles, CA

UNO HEALTH
New York, NY

VERTEX PHARMACEUTICALS
Boston, MA

YPAUSE (STARTUP)
Philadelphia, PA

Administration

ERIKA H. JAMES, PH.D.
Dean, The Wharton School

HOWARD KAUFOLD, PH.D.
Vice Dean and Director, The Wharton Graduate Division

GUY DAVID, 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

REBECCA VOLD
Administrative Coordinator,
MBA Program in Health Care Management

JANICE SINGLETON
Administrative Coordinator,
MBA Program in Health Care Management

2021 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

JESSICA AISENBREY
Boston Medical Center
Boston, MA

DAVID ALLEN
Medtronic
Minneapolis, MN

HEATHER ASPRAS
Merck
Philadelphia, PA

TOBY AUWERTER
Endeavor Vision
Minnetonka, MN

VIK BAKHRU, MD
ConsejoSano, Inc.
North Hollywood, CA

TONY BALDA
Medicomp, Inc.
Melbourne, FL

NEIL BANSAL
Seneca Health Ventures
New York, NY

PALLAVI BANSAL, PHD
Merck
Chatham, NJ

DR. HARRY BARBER
Venrock
New York, NY

NICHOLAS BARTZ
Nicholas Bartz
Washington, D.C.

SIMON BASSEYN, MD
Ghost Tree Capital
New York, NY

JUAN CARLOS BATLLE, MD
Baptist Health South Florida
Miami, FL

ALI BEHBAHANI, MD
New Enterprise Associates
Washington, D.C.

GRACE BELL
Grand Rounds Health
Los Angeles, CA

CHRISTIANE BENVENUTO ANDRADE, MD
DermaSensor

LUKE BETTERMAN
Bain & Company
Chicago, IL

MIKE BINGHAM
Presbyterian Homes and Services
Roseville, MN

KARA BROTEMARKLE
Roche
Manila, Philippines

SCOTT CASALE
Nym
New York, NY

EDWARD CHAN
1315 Capital
Philadelphia, PA

CHRISTOPHER P. CHEN, MD.
Washington State Health Care
Authority
Seattle, WA

GEORGE CHEN, MD
D3 Bio
Shanghai, China

KELLY CHENG
Lyra
San Francisco, CA

AMY CHIU
Clarify Health Solutions
San Francisco, CA

BRIAN CHOI, MD
George Washington University
Washington, D.C.

BRETT CHUNG
RDMD

SOLOMON COLE
AB Private Credit Investors
Austin, TX

CHASE CULBERTSON
Ridgemont Equity Partners
Charlotte, NC

SIDDARTH DAMANIA
Medtronic; Renal Care Solutions
Nashville, TN

SALIL V. DESHPANDE, MD
UnitedHealthcare Community
Plan of Texas
Sugar Land, TX

PITOU DEVGON, MD
Velano Vascular
Philadelphia, PA

CORBIN DIRECTOR
RxAnte
Washington, D.C.

BENJAMIN DORANZ, PHD
Integral Molecular, Inc.
Philadelphia, PA

CASEY DOUGAN
Kedalion Therapeutics
Menlo Park, CA

JOHN EPPLER
Lee Equity
New York, NY

MELANIE FAN
Ampersand Capital Partners
Wellesley, MA

MING FANG
Redmile Group
San Francisco, CA

BRENTON FARGNOLI, MD
AlleyCorp
New York, NY

ALLISON FIORE
Tailwind Capital
New York, NY

AARON FISHER
Broadoak Capital Partners
Bethesda, MD

AMY FITZPATRICK
Massachusetts General Hospital
Boston, MA

BRIAN FLANIGAN
Foresite Labs, Foresite Capital
Winnetka, IL

DANIEL GEOFFRION
DaVita Kidney Care
Minneapolis, MN

NAVID GHARAVI
Varsity Healthcare Partners
Los Angeles, CA

JEFF GOODMAN
H.I.G Capital
Boston, MA

NOAH GOODMAN
Chroma Medicine
Cambridge, MA

REED VAN GORDEN
Deerpath Capital
Chicago, IL

MATT GORSKI
Cressey & Company
Chicago, IL

VIKAS GOYAL
Pandion Therapeutics
Watertown, MA

DANIELLE GRAHAM, MD
UCLA
Santa Monica, CA

EASON HAHM
William Blair
Boston, MA

DYLAN HARMON
CRG
Boulder, CO

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

PHIL HEIFETZ
Innovative Supply Solutions
Southampton, PA

LINDSAY HERMAN
UCLA Health
Los Angeles, CA

**VLAD HOGENHUIS, MD
IHP; GATT TECHNOLOGIES**
San Francisco, CA

VIVIAN HSU
Bill and Melinda Gates
Foundation
Mercer Island, WA

PATRICK HUNT
Nautic Partners
Providence, RI

OREN K. ISAACOFF, MD
Longitude Capital
Greenwich, CT

VIVEK JAIN
HIG Capital

PRASANTH JAYARAM, MD
Tri Locum Partners
New York, NY

DR. PANKAJ JETHWANI
W Health Ventures
Boston, MA

NITI KADAKIA
Kaiser Permanente
Oakland, CA

GIL KAMINSKI
DaVita

WILL KANE
BioXcel Therapeutics
New Haven, CT

LISA KAPP
Cressey & Company
Chicago, IL

VIKRAM KAPUR
Bain & Company
Singapore, SG

COLIN KEELER
ATAI Life Sciences
Munich, Germany

KARL KELLNER
McKinsey and Company, Inc.
New York, NY

MIKE KIJEWski
MedCrypt
Solana Beach, CA

TINA KIND
DTS Group
Orlando, FL

CLAYTON D. KNOX, MD
VelosBio Inc
Nashville, TN

SRI KOTTE
Natera
San Francisco, CA

DAVID LAMACCHIA
NaviMed Capital
Rosslyn, VA

ELAINE LE
Medtronic
Shanghai, China

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Weill Cornell Medical College
New York, NY

ELIZABETH LEIDERMAN, MD
Decibel Therapeutics
Boston, MA

ADAM LESSLER, MD
Evidity Health Capital
New York, NY

BRIAN LEWANDOWSKI
RA Capital
Boston, MA

LORIE LIN
athenahealth
Watertown, MA

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GI Partners
San Francisco, CA

GABE LUFT
Amulet Capital Partners
Greenwich, CT

JOSH MAGID
Evercore
New York, NY

CAROLYN MAGILL
AETION
New York, NY

JOAN MAGRUDER
BJC HealthCare
St. Louis, MO

VIDUR MAHAJAN, MD
Centre for Advanced Research in
Imaging, Neurosciences &
Genomics (CARING)
New Delhi, India

SAMIR MALIK
Genoa Telepsychiatry
New York, NY

GREGG MCCONNELL
TCR2 Therapeutics

JEAN MELLETT
Northern Light Health
Brewer, ME

JANE HERZECA MENTZ
Quartet Health
New York, NY

WESLEY NURSS
Marshall Wace
New York, NY

KALYAN PAMARTHY
Google Cloud Healthcare and Life
Sciences
Sunnyvale, CA

CHRISTIAN PENA
DaVita
Dana Point, CA

CARY G. PFEFFER, MD
Third Rock Ventures
Boston, MA

DAVID PINKERT
Friday Health Plans, Inc.
Denver, CO

BRIAN POWL
MEI Pharma
San Diego, CA

JEREMIAH RADANDT
Children's Health System of Texas
Dallas, TX

DEVI RAMAMAN
Mirai Health
Bay Area, CA

VISALI RAMANATHAN
Genentech
San Francisco, CA

SHANNON RIDGE
Bright Health
New York, NY

PHILIPPA ROCK, PHD
BrightInsight
San Francisco, CA

FRED RONNAU
RubiconMD
Wyckoff, NY

BEN ROOKS
ST Advisors
Sonoma, CA

ALEX ROSEN, MD
Venrock
New York, NY

CRAIG E. SAMITT, MD.
Blue Cross and Blue Shield of
Minnesota
Eagan, MN

STEVE SCHRODEL
Edenbridge Health
Boston, MA

ALEXANDER SCHUTH, MD
Denali Therapeutics
South San Francisco, CA

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Bright Health
New York, NY

SUSAN (ADLER) SERRANO
Sanofi Genzyme
Concord, MA

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Medical Center
New York, NY

ANKIT SHAH
SetPoint Medical
Los Angeles, CA

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Sage Growth Partners
Baltimore, MD

DAVID SILK
Butterfly Network
New York, NY

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LLR Partners
Philadelphia, PA

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ConcertoCare
Oakland, CA

MARTIN STALLONE, MD
Cayuga Health System
Ithaca, NY

SCOTLAND STEVENS
OrbiMed Advisors, LLC.
New York, NY

VASANTH SUBRAMANIAN
Boston Consulting Group
New York, NY

CRAIG TANIO, MD
Rezilir Health
Hollywood, FL

BRET TENENHAUS
Great Point Partners
Greenwich, CT

MARLON THOMPSON, PHD
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Princeton, NJ

AMANDA HOPKINS TIRRELL
Hopkins Tirrell & Associates, LLC
North Augusta, SC

MAYA TSUKERNIK
Janssen Pharmaceuticals
New York, NY

JOHN URQUHART
Healthcare Royalty Partners
Boston, MA

DANIEL VAN DEN BERGH
Kaiser Permanente Ventures
Oakland, CA

MIKE VIOLA
naviHealth
Wayne, PA

RACHEL WASSERSTROM
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Boston, MA

DAVID WILKINSON
Landmark Health
Huntington Beach, CA

DAN WOLSK
Claros Analytics
Princeton, NJ

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PHARMAC
Wellington, New Zealand

MO YANG
GI Partners
San Francisco, CA

DANIEL YIP
Intercept Pharmaceuticals
New York, NY

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Zai Lab
Palo Alto, CA

YING ZHANG
Bayer
Whippany, NJ

KEELY ZIPP
Cybrexa Therapeutics
Exton, PA

THOMAS C. ZIPP
Antares Pharma, Inc.
Exton, PA

BERNIE ZIPPRICH
Redesign Health
New York, New York

Faculty

The Program Faculty are drawn from the Wharton School, the School of Medicine, the School of Nursing, and the School of Arts and Sciences at the University of Pennsylvania. Executives from leading health care organizations teach courses and serve as guest lecturers in the Program as well. Additional support is provided by the Fellows and Associates of the Leonard Davis Institute of Health Economics

DIANE ALEXANDER, PH.D.

Assistant Professor, Health Care Management, The Wharton School

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Assistant Professor, Health Care Management, The Wharton School

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

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

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Research Assistant Professor, Center for Mental Health, Department of Psychiatry, Perelman School of Medicine, Assistant Professor of Health Care Management, The Wharton School

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Celia Z . Moh Professor Emeritus of Health Care Management, The Wharton School

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Chair, Health Care Management Department, and Director, Health Care Management Program, The Wharton School; Alan B. Miller Professor, Health Care Management, The Wharton School

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Senior Vice President, Client Administration, Cerner Corporation; Lecturer, Health Care Management, The Wharton School

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Assistant Professor, Health Care Management, The Wharton School

SCOTT E. HARRINGTON, PH.D.

Alan B. Miller Professor Emeritus of Health Care Management and Business Economics and Public Policy, The Wharton School

JOHN C. HERSHEY, PH.D.

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

JOHN KIMBERLY, PH.D.,

Henry Bower Professor Emeritus, Health Care Management, The Wharton School

JUNE M. KINNEY, M.A.

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

GARY J. KURTZMAN, M.D.

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

JOAN LAU, PH.D.

Adjunct Professor of Health Care Management in the Associated Faculty of the Wharton School

RISA LAVIZZO-MOUREY, M.D., M.B.A.

Robert Wood Johnson Foundation Population Health and Health Equity Professor Emeritus

CLAUDIO LUCARELLI, PH.D.

Associate Professor, Health Care Management, The Wharton School

JEFFREY P. LIBSON, J.D.

Partner, Cooley; Lecturer, Health Care Management, The Wharton School

HARI MAHADEVAN, PH.D.

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

AMOL NAVATHE, M.D., PH.D

Assistant Professor of Medical Ethics and Health Policy, Perelman School of Medicine, Assistant Professor of Health Care Management, The Wharton School

INGRID NEMBHARD, PH.D., M.S.

Fishman Family President's Distinguished Associate Professor, Health Care Management, The Wharton School

STEVEN A. NICHTBERGER, M.D.

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

ALEXANDER OLSSEN

Assistant Professor, Health Care Management, The Wharton School

MITESH S. PATEL, M.D., M.B.A.

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

MARK V. PAULY, PH.D.

John M. Bendheim, W'40 and Thomas L. Bendheim, WG'90 Professor Emeritus of Health Care Management

WILLIAM P. PIERSKALLA, PH.D.

Professor Emeritus

DOUGLAS A. PRESENT, M.B.A.

Investor and Advisor; Lecturer, Health Care Management, The Wharton School

ARNOLD J. ROSOFF, J.D.

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

STEPHEN M. SAMMUT, M.B.A., D.B.A.

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