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

June Kinney, Associate Director,
MBA Program in Health Care Management
The Wharton School
University of Pennsylvania
3641 Locust Walk
Philadelphia, PA 19104-6218
215.898.6861
rvold@wharton.upenn.edu

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

For detailed information on the Health Care Management Department educational programs, visit http://mba.wharton.upenn.edu/healthcare
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, non-sectarian 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 2023 Wharton Health Care Management Program graduates.

We encourage you to consider these individuals for employment.
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.
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
- Health Care Field Application Project

**Electives**
- US Payer and Provider Strategy
- 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.
Rishi K. Bagrodia
rishibagrodia.wg23@wharton.upenn.edu
Harvard University, Boston, MA
A.B., Cum Laude, Biomedical Engineering, Computer Science, 2017

An opportunity to bring innovative biotech or digital health products that have an outsized patient impact to market via successful commercialization strategy.

Arcellx, Redwood City, CA
Assistant Director of Strategy and Commercial Operations, Summer 2022
Developed manufacturing and commercialization strategy for lead asset, a novel CAR-T therapy in the multiple myeloma space. Created in-depth NPV model to value lead asset and inform partnership deal terms. Evaluated build versus partner manufacturing strategies and helped develop business case for each option. Constructed tool to prioritize future pipeline targets as input to overall pipeline strategy.

Bain & Company, Los Angeles, CA
Consultant, 2020-2021
Associate Consultant, 2017-2020
Conducted 20+ private equity diligences on assets across healthcare, tech, industrial, and CPG, evaluating market growth and competitive positioning. Developed and expanded Bain intellectual property on healthcare industry, creating perspectives on impact and growth of Amazon, Covid-19, and Value-Based Care.

Ginkgo Bioworks, Boston, MA
Strategy & Operations, 2019
Created and pitched two Joint Venture opportunities with Chief Commercial Officer to strategic partners across India, advancing one to Memorandum of Understanding stage. Managed 6 person cross-company MOU diligence team, evaluating opportunity for technical feasibility and revenue potential.

Landon G. Baker
lgbaker@wharton.upenn.edu
Duke University, Durham, NC
B.S., Magna Cum Laude, Economics, 2016

An opportunity to build and invest in category-defining companies.

The Raine Group, New York, NY
Summer Associate, Summer 2022
Growth equity investing and strategic advisory across the sports, media, entertainment, and technology sectors. As member of sports coverage team, executed league-level advisory assignments, evaluated sports-adjacent investments, built out sports tech strategy and pipeline, and presented investment thesis on fan engagement technologies to 30+ employees.

Tailwind Capital, New York, NY
Private Equity Associate, 2018-2021
Led all aspects of due diligence on potential new healthcare investments, including building financial models to contextualize return profiles, performing detailed financial analyses, interfacing with advisors and financing sources, and presenting IC materials. Oversaw four portfolio companies and supported their respective management teams by participating in board meetings, monitoring performance, developing operational initiatives, assisting with recruiting, and spearheading add-on M&A strategies. Successfully launched and scaled multi-site animal hospital business from scratch alongside management.

Morgan Stanley, New York, NY
Investment Banking Analyst, 2016-2018
Provided strategic and financial advice and executed M&A for regulated utility, merchant generation, and clean energy clients.

Niki Bakhru
nbakhru.wg23@wharton.upenn.edu
Dartmouth College, Hanover, NH
B.A., Government, 2017

An opportunity to create a better care journey for underserved patient populations, improving transparency, equity and access.

Cedar, New York, NY
Commercial Strategy Intern, Summer 2022
Developed go-to-market strategy for patient engagement platform and aligned value proposition for payer customers. Analyzed target client needs to inform 2023 product pipeline. Developed new company-wide protocol for pitching, implementing and evaluating success with payer and provider clients.

Redesign Health, New York, NY
Pre-MBA New Ventures Intern, Summer 2021
Developed launch strategy for a new digital health venture with $500M target valuation. Identified greenfield opportunities and successful business models across healthcare value chains.

Sanofi Genzyme, Cambridge, MA
Digital Innovation Manager, 2019-2021
Piloted new technologies to improve clinical trials and patient experience. Led partnership with Mt. Sinai to incorporate digital biomarkers into evaluation of 1200+ patients. Standardized evaluation process for 600+ start-up proposals. Led Innovation Lab partnership with Google from project ideation to validation.

Putnam Associates, Boston, MA
Senior Consultant, 2019
Associate Consultant, 2017-2019
Developed analyses to guide go-to-market strategy, positioning, policy approach and benchmarking for global drug manufacturers. Oversaw workstreams of 4-6 junior staff at a given time, coordinating with case team leaders to ensure successful execution of analyses and timely project delivery.
Samuel Bennett, MD

University of Birmingham, UK
Bachelor of Medicine and Surgery, Public Health BSc

An opportunity to impact patient’s lives through innovative drug development.

Eli Lilly & Company, San Diego & Indianapolis, US
MBA Summer Intern - Accelerated Research and Development Leadership Program, 2022
Analyzed academic landscape across multiple autoimmune diseases to provide a risk assessment for a new molecule and presented recommendations for future clinical trial designs to senior leaders across the company.

Consultant, 2022
Performed due diligence, supported an active deal process and provided clinical insights for medical device indications.

Affinity Altitude, London, UK
Co-founder, 2019-2021

National Health Service & British Army, Oxford & London, UK
Physician, 2017-2021
Performed general surgical, cardiothoracic and orthopedic operations, as part of highly functioning trauma teams. Created a peer-to-peer national surgical skills course to mentor medical students and junior doctors (external funding secured). Completion of military training at Royal Military Academy Sandhurst and mountain survival and avalanche training exercises in Norway and France.

Nicole E.R. Bleecker

Emory University, Atlanta, GA
B.S., Neuroscience and Behavioral Biology, 2016

An opportunity to operate, optimize and grow high-impact digital health and life sciences companies.

Hims & Hers, San Francisco, CA (Remote)
Operations Fellow, Mental Health Products, Summer 2022
Managed day-to-day operations for a $3M+ mental health product portfolio and oversaw a ~200% revenue and subscription increase in only 4 months. Collaborated cross-functionally to identify and implement enhancements to the electronic medical records (EMR) system to support patient safety, improve physician efficiency and increase patient satisfaction.

Ernst & Young (EY), Washington DC, DC
Life Sciences Senior Consultant, 2020-2021
Led a 6-member team undertaking clinical research operations transformation for major comprehensive cancer center, resulting in $4M of saving and 30% reduction of clinical trials processing time. Designed a comprehensive B2B COVID-19 vaccine go-to-market strategy and operational plan for leading retail pharmacy, leading to successful implementation of 10+ large-scale vaccine clinics with Fortune 100 companies.

Navigant Consulting, Boston, MA
Life Sciences Senior Consultant, 2018-2020
Prepared comprehensive marketplace assessments, due diligence, data-driven analysis and competitive intelligence to guide investment portfolio strategies of leading life sciences companies. Provided intensive product launch support and advisory services for biopharmaceutical companies, designed, and introduced two innovative patient support strategy programs.

Chris M. Breen

Bowdoin College, Brunswick, ME
B.A., Economics, 2015

An opportunity to build early-stage digital health or healthcare services companies.

Oxeon Venture Studio, New York, NY
Venture Studio Intern, Summer 2022
Led first phase of new company launch from sector research through initial business plan. Successfully identified market opportunities and translated findings into potential new company ideas. Built market sizing and pro forma models for proposed company. Presented initial business plan and next steps to Oxeon CEO.

Capsule, New York, NY
Product Manager, Doctor Product, 2021
Manager, Product Operations, 2020-2021
Launched Capsule’s first doctor-facing product, a digital patient intake tool. Led doctor sourcing and activation in collaboration with commercial and engineering teams. Built appointment reminder tool, trained pharmacy team, and designed metrics funnel.

Optinose, Yardley, PA
Associate Director, Market Access Analytics, 2018-2020
Manager, Financial Analysis, 2018
Co-led specialty pharmacy network build traveling nationwide to evaluate new pharmacy partners, sell pharmacy network benefits, and coordinate go-to-market activities. Managed pharmacy performance, led Optinose strategic valuation, and authored budget forecast model.

Jefferies Investment Bank, New York, NY
Healthcare Investment Banking, Analyst, 2016-2018
Industrials Capital Markets, Analyst 2015-2016
Performed detailed financial modeling and provided full-time support, feedback, and insight for management teams during equity offerings and M&A transactions.
Jessie L. Brock
jessie.brock.wg23@wharton.upenn.edu
University of Notre Dame, Notre Dame, IN
B.S., Economics, Applied and Computational Mathematics and Statistics, 2017

An opportunity to make a meaningful impact on efficiency of health care delivery through technology and innovation.

Doximity, San Francisco, CA
Business Development and Strategy Intern, Summer 2022
Identified outbound strategic partners (industry & companies) for the telehealth product and modeled potential user engagement and financial benefits. Assessed new market and business lines for expansion, including market potential, technical feasibility, competitive landscape, and potential product features.

ZS, Philadelphia, PA
Associate Consultant, 2020-2021
Associate, 2018-2020
Identified new growth opportunities, developed portfolio strategy, and defined lifecycle management strategy for life sciences companies. Facilitated companies in launching new products by developing go-to-market strategies, conducting primary and secondary research, and quantifying revenue opportunities. Executed due diligence on partnership, copromotion, and M&A opportunities via market assessments, forecasting, and valuation.

IrishAngels, Chicago, IL
Analyst, 2017-2018
Sourced and screened investment opportunities in seed and early-stage tech companies and conducted due diligence. Advised companies on value proposition, business strategy, customer acquisition costs, and retention. Devised exit strategy and other value-add projects for portfolio companies.

Shubham Chatterjee
shubham.chatterjee.wg23@wharton.upenn.edu
Princeton University, Princeton, NJ
B.S.E., Summa Cum Laude, Chemical and Biological Engineering, 2017
School of Engineering at the University of Pennsylvania, Philadelphia, PA
M.S.E. Candidate, Bioengineering, 2024

An opportunity to drive patient impact at scale, operating at the intersection of biotech commercialization, entrepreneurship, and life science innovation.

Data Collective VC, Palo Alto, CA
Summer Associate, Summer 2022
Operated with life sciences focus for $3B AUM VC fund investing in Deep Tech. Sourced 5 start-ups, screened 20+ pitch calls, and conducted diligence on 6 investments. Wrote 4 investment memos, 2 of which led to DCVC investment. Developed an investment thesis on antimicrobial resistance and antibiotic development.

Generate Biomedicines, Boston, MA
Pre-MBA intern, Summer 2021
Conducted independent research project for a $370M Series B biotech focused on machine learning protein therapeutics. Mapped cell therapy technology landscape across 30+ mechanisms of action. Recommended 5 cell therapy applications of Generate’s platform to C-suite team.

The Boston Consulting Group, Summit, NJ
Consultant, 2019-2021
Associate, 2017-2019
Concentrated as healthcare consultant, with 15+ projects spanning medtech strategy, public sector (CMS and HHS), healthcare due diligences and pharma operations. Specialized within pharma product launch and commercial operations, supporting 2 cell therapy launches from Phase 1B to near-FDA approval.

Chris L. Chen
christopher.chen.wg23@wharton.upenn.edu
UC Berkeley, Berkeley, CA
B.S., High Honors, Business Administration, 2015

An opportunity to invest in and operate healthcare services business to improve the lives of patients.

Franklin Templeton, San Mateo, CA
Equity Analyst Intern, Summer 2017
Perform fundamental research and provide sole coverage for insurance brokerage and insurtech for long-only investment manager. Develop differentiated views through primary research across insurance value chain and public & private management meetings. Provide industry initiation and investment recommendations to portfolio managers and analysts.

Kadiant, Oakland, CA
Director, 2020-2021
Manager, 2019-2020
Deployed $300 million of committed capital to drive growth for healthcare startup providing therapy for children with autism. Acquired providers, set corporate strategy, and managed resource allocation in clinician recruiting to deliver better care. Led operational turnarounds within the business, restarting clinician recruiting and patient census growth and directed company’s COVID recovery.

Ares Management, Los Angeles, CA
Associate, 2017-2019
Evaluated private equity investment opportunities for a $200 billion asset manager and served as board observer for 3 portfolio companies. Presented thesis to investment committee for expanding investments in financial services sector; built relationships with operating advisors and presented investments to committee.

Morgan Stanley, New York, NY
Analyst, 2015-2017
Advised financial institutions on capital raising, M&A, and strategic alternatives. Executed $7 billion in M&A and developed expertise in consumer finance vertical.
An opportunity to build and scale care delivery models for underserved patient populations.

**Atomic VC, San Francisco, CA**
NewCo Creation Intern, Summer 2022
Led primary and secondary research for new healthcare ventures related to kidney care and senior care. Developed comprehensive demand test for preventative health venture, coordinating with Growth, Clinical, and Product teams. Partnered with founding team at a portfolio company to evaluate a b2c2b go-to-market strategy.

**Springtide Child Development, New York, NY**
Operations Manager, 2021
Completed company’s first customer strategy deep dive, including user interviews and segmentation analysis. Created LT/CAC model, enhancing customer acquisition approach. Spearheaded revamp of patient onboarding flow, including full roll out of new policies and operational processes.

**TrialSpark, Inc., New York, NY**
Senior Manager, 2020-2021
Manager, 2019-2020
Strategic Finance Associate 2018-2019
Managed formation of company’s largest partnership with biotech venture fund, supporting fundraising, financial modeling, transaction execution, and project management for in-licensed drug assets. Researched real-world evidence strategies and conducted validation work with pharma, physicians, and data providers.

**Credit Suisse, New York, NY**
Analyst, 2016-2018
Analyzed high yield and distressed investment opportunities, companies, and market trends across Healthcare, Power, and Industrials sectors.

An opportunity to build an early stage healthcare technology company that accelerates the clinical trial process and delivers therapeutics to patients more efficiently.

**HealthVerity, Philadelphia, PA**
Product and Strategy Associate, Summer 2022
Conducted research to support the business case for productizing the company’s internal marketplace product. Led expert interviews with technology and procurement directors at pharmaceutical and biotech companies to inform research. Developed thesis and built market map to support company M&A efforts.

**TA Associates, Menlo Park, CA**
Senior Associate, 2020-2021
Associate, 2018-2020
Originated, sourced, and executed private equity transactions aligned with TA healthcare industry theses. Sourced investments in Edifecs ($1.4B enterprise value), an electronic data interchange software company supporting payors, and Navia Benefit Solutions ($200M enterprise value), a consumer-directed healthcare benefits administration company servicing employer groups. Led class of 15 associates in origination metrics with 900+ calls to CEOs of potential investments (150% of class average).

**Credit Suisse M&A Group, New York, NYC**
Analyst, 2016-2018
Built financial models, conducted valuation analyses, created marketing materials, and managed diligence processes for M&A transactions across industries. Transactions include advising DST Systems and advising Carlyle’s $1B sale of Zodiac Pool Solutions to Rhone. Led training for incoming analysts and summer interns including financial modeling and M&A Group orientation.

An opportunity to help scale innovative models of care that improve patient outcomes and experience

**DaVita Inc, Denver, CO**
Redwoods Summer Associate, Summer 2022
Collaborated with divisional leadership, social worker and clinical operations teams to reduce time for patients to move onto transplant waitlist. Led workstream with transplant centers to improve coordination with DaVita and increase efficiency of transplant process. Presented strategic alternatives to leadership team including new operational role with ROI, goals, responsibilities and metrics.

**Blue Wolf Capital, New York, NY**
Private Equity Associate, 2018-2021
Evaluated and executed investment opportunities in healthcare and industrial business for private equity fund with $2B+ AUM. Completed 4 transactions, including 2 platform investments, 1 bolt-on acquisition and 1 portfolio company sale. Monitored 5 portfolio companies, collaborating with management teams to execute value creation plans, conduct strategic M&A evaluations and review ongoing financial performance.

**Centerview Partners, New York, NY**
Investment Banking Analyst, Generalist, 2016-2018
Gained extensive experience in valuation, modeling and strategic advisory across multiple industries with a focus on media and technology. Closed transactions include sell-side to sponsor, sell-side to public company and PIPE.
Lauren M. Gardanier
lauren.gardanier.wg23@wharton.upenn.edu
Yale University, New Haven, CT
B.S., Biomedical Engineering, 2015

An opportunity to improve care delivery for patients and providers through healthcare technology.

Twine Ventures, San Francisco, CA
MBA Associate, 2022
Supported sourcing, company diligence, and thesis research across Twine’s healthcare, climate, and financial empowerment investment verticals. Operationalized tools and processes for sourcing, managing, and reporting deal flow of startups and founders.

OM1, Boston, MA
Senior Product Manager, 2018-2021
Product manager of OM1’s real-world evidence platform. Led company-wide initiative to define strategy for real-world data registries in regulatory submission to the FDA. Built model for 18-month projection of ROI and hiring needs across company based on prioritization of OM1 data platform investments.

athenahealth, Watertown, MA
Manager Product Management, 2018
Senior Product Management Associate, 2018
Healthcare Transactions Associate, Product, 2016-2018
Product manager of athenahealth’s Patient Record Sharing product enabling nationwide clinical interoperability through CommonWell and Carequality. Represented athenahealth externally on industry-wide committees collaborating with leaders across healthcare companies to outline use cases, develop specifications, and expand interoperability network.

Putnam Associates, Boston, MA
Associate Consultant, 2015-2016
Supported strategy projects for life sciences clients, including analysis to understand usage of an oncology product and revenue forecast modeling for client market share in multiple sclerosis market.

Leland B. Garrahan
lelandg.wg23@wharton.upenn.edu
University of Virginia, Charlottesville, VA
B.A., Magna Cum Laude, Biology, Global Development, 2017

An opportunity to invest in promising healthcare and technology companies and accelerate their growth

Thompson Street Capital Partners, St. Louis, MO
Vice President, Summer 2022
Conducted due diligence, created valuation models, wrote investment committee memos, and developed market theses for $1.5B fund / $4.0B AUM private equity firm investing in healthcare, tech, and business services. Led in-person diligence sessions with management and managed 3rd party diligence providers.

L.E.K. Consulting, Boston, MA
Senior Associate Consultant, 2021
Associate Consultant, 2019-2020
Managed commercial due diligence of a national physician network on behalf of a healthcare-focused PE firm and served as primary speaker for all client presentations, culminating in a $200M+ acquisition. Made go / no-go investment recommendations for the entire portfolio of pipeline drug assets of a distressed multinational pharmaceutical company on behalf of a hedge fund, resulting in at least $100M in deployed capital.

Accenture, Arlington, VA
Senior Analyst, 2018-2019
Analyst, 2017-2018
Managed teams of six analysts and software developers to implement a wide range of healthcare IT projects.

Mehul Gaur
mehul.gaur.wg23@wharton.upenn.edu
University of Michigan, Ann Arbor, MI
B.B.A., Finance, 2016
B.A., Economics, 2016

Opportunity to make an impact through investing in high-performing healthcare businesses on the right side of healthcare.

Devoted Health Plans, Waltham, MA
MBA Summer Intern, Summer 2022
Supported sourcing, company diligence, and thesis research across Devoted’s healthcare, climate, and financial empowerment investment verticals. Operationalized tools and processes for sourcing, managing, and reporting deal flow of startups and founders.

GIC, New York, NY
Associate Vice President, Private Equity, Jun 2020 – Jul 2021
Associate, Private Equity, Aug 2018 – May 2020
In 3-4 person deal teams, analyze potential investments in healthcare, technology, and industrials companies; have made 7 investments ranging from $50M - $1.25B. Helped manage 8 of GIC’s direct equity investments in healthcare and technology, totaling $2B+ of invested equity capital. Prepared for and attended quarterly Board of Directors meetings for larger equity investments.

J.P. Morgan Chase & Co., New York, NY
Analyst, 2016-2018
Collaborated with 5-10 person deal teams and external counterparties to prepare financial models, presentations, and strategic analyses for executive teams of $1B+ healthcare and energy companies regarding contemplated mergers and acquisitions.
Christopher E. Ghadban
christopher.ghadban.wg23@wharton.upenn.edu
Tufts University, Medford, MA
B.S., Chemical Engineering, Biotechnology Engineering, 2014
M.S., Bioengineering, 2017

An opportunity to advise and advance innovative bio-technologies for human and planetary health.

Alix Ventures, San Francisco, CA
Chief of Staff / Principal, 2022 – Present
Venture Fellow, 2021-2022
Oversee $2.5M pre-seed fund. Source, perform diligence and author investment packages on pre-seed to Series A opportunities, thus far resulting in 3 investments totaling $3.5M. Built infrastructure supporting Fund I, upcoming Fund II. Devised investment theses on topics including precision immunology, mRNA therapeutics. Manage BIOS platform: define strategy, oversee team, create content (including top 3 lifesci podcast).

Ghadban Consulting, Boston, MA
Founder & Managing Partner, 2013 - Present
Founded consultancy to advise over 20 companies. Recent clients:
Third Rock Ventures: helped develop next-generation vaccine startup, resulting investment $5M. Corvium: advised 8-figure divestment, collaborated with executives to define company pivot from diagnostics to predictive analytics, doubled market capture in 2 months, raised $15M Series C.

AstraZeneca, Waltham, MA
Senior Strategy & Innovation Associate, 2020-2021
First hire supporting creation of global R&D entrepreneurship unit. 3 functions: (1) Search & Evaluation + (2) Business Development: establish collaborative research engagements (academics, startups), (3) Innovation Strategy, internal and external (global startup mentoring program, internal bio-innovation competition, revamp Open Innovation portal).

Thomas J. Gill
tygill@wharton.upenn.edu
Harvard University, Cambridge, MA
B.A., Cum Laude, Neurobiology, 2017

An opportunity to combine my expertise in healthcare with my passion for quantitative finance to make meaningful contributions to the biotech industry.

Lighthaven Capital Management, San Francisco, CA
Equity Research Analyst, Summer 2022
Conducted fundamental research on potential investments for long-short hedge fund, with a specific focus on healthcare. Developed a novel financial web application to optimize equity research and provide market analytics customized to firm’s investment philosophy. Performed regression analysis to determine portfolio exposure to various risk factors and identify drivers of portfolio returns.

Steward Medical Group, Boston, MA
Project Manager, Practice Optimization and Development, 2017-2022
Created an innovative Transitional Care Management platform to improve patient outcomes and help secure $40M in Medicare Shared Savings Program reimbursements. Built Physician Onboarding dashboard to track newly hired providers and guarantee proper allocation of $10,000 marketing budgets. Completed pitch to hospital presidents to ensure adoption of system. Optimized company’s response to COVID-19 pandemic by creating national dashboard to track positivity rates and automate reporting to 8 different Departments of Public Health. Led construction of cross-department M&A playbook to standardize company’s practice acquisition process across 11 states.

Dana A. Green
dana.green.wg23@wharton.upenn.edu
University of Southern California, Los Angeles, CA
B.S., cum laude, Civil Engineering, 2014
Stanford University, Palo Alto, CA
M.S., Management Science and Engineering, 2018

An opportunity to build and scale mission-driven healthcare companies.

Frame Fertility, San Francisco, CA
MBA Intern - Chief of Staff and Business Development, 2022-present
Developed a long-term partnership and geographic expansion strategy. Built a 7-year financial model for Seed+ fundraising. Created pitch decks for investors, insurers and employers. Managed the launch of partnerships with a national employer benefits marketplace and a virtual-first gynecology practice.

L.E.K. Consulting, San Francisco, CA
Consultant, Healthcare Services, 2021-present
Managed the launch of partnerships with a national employer benefits marketplace and a virtual-first gynecology practice.

Altman Solon, San Francisco, CA
Analyst, 2017
Worked on 25+ engagements in M&A advisory and growth strategy for private equity, healthcare service, and pharmaceutical companies. Leading teams of 3-5 associates, I supervised analyses, built financial models and formed strategic insights and recommendations. Acted as the client liaison and ensured my team was on track for deliverables.
Kelsey B. Hayes
kelsey.hayes.wg23@wharton.upenn.edu
University of Michigan, Ann Arbor, MI
B.B.A., Honors, Business Administration, 2017
Harvard Kennedy School, Cambridge, MA
M.P.A. Candidate, 2024

An opportunity to improve the health of vulnerable populations via designing creative policies and maximizing government effectiveness.

MassHealth, Boston, MA
Strategy Intern, Summer 2022
Designed re-procurement strategy and value-based incentive structure for contract that serves ~2M beneficiaries. Developed IT and policy roadmaps and scope for cross-agency initiative to launch common application for social benefits, informing transition for new Governor administration.

The Zetema Project, San Francisco, CA
Graduate Fellow, 2022
Collaborated with established healthcare policymakers and c-suite executives to develop policy briefs and lead debates on topics such as price transparency, behavioral health reform, and consolidation.

The Boston Consulting Group, Chicago, IL
Consultant, 2020-2021
Analyst, 2017-2019
Analyzed member claims data and educated clients on leading analytics platforms to improve member risk stratification and reduce emergency department visits by ~30%. Designed analytical dashboards and worked cross functionally with IT and Operations Team to manage issue triage and bring hospital back to revenue baselines ($30M/day revenues) within two weeks of go-live. Analyzed enrollment data to design a multi-channel marketing campaign to promote national awareness and enrollment of diabetes prevention programs. Resulted in a ~20% increase in participant enrollment within two months of campaign launch.

Jasmyn N. Howell
jasmyn.howell.wg23@wharton.upenn.edu
Spelman College, Atlanta, GA
B.A., Magna Cum Laude, Economics, 2016

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

Google, Mountain View, CA
Global Business Strategy, Summer 2022
Served as the project owner for Industry Metrics, a single of source of truth for the size and trend of the global ad market, by working closely with Central Finance and Regional Go To Market teams. Led the creation of the final insights deliverable leveraged by Global Business Strategy leadership to make data-driven decisions for annual business planning and other operationally strategic projects.

Deloitte Consulting, Atlanta, GA
Consultant, 2019-2021
Analyst, 2017-2019
Analyzed member claims data and educated clients on leading analytics platforms to improve member risk stratification and reduce emergency department visits by ~30%. Designed analytical dashboards and worked cross functionally with IT and Operations Team to manage issue triage and bring hospital back to revenue baselines ($30M/day revenues) within two weeks of go-live. Analyzed enrollment data to design a multi-channel marketing campaign to promote national awareness and enrollment of diabetes prevention programs. Resulted in a ~20% increase in participant enrollment within two months of campaign launch.

Jasmine L. Jones
jasmine.jones.wg23@wharton.upenn.edu
Northwestern University, Evanston, IL
B.S., Communications Studies, Integrated Marketing Communications Certificate, 2014

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

Genentech, Inc./Roche Group, South San Francisco, CA
Summer Associate, Summer 2022
Led development of leave-behind print piece for Lung-Pan Tumor Therapeutic Area Managers (TAMs) and customer engagement leadership to increase awareness of the unbranded MyCareRoadmap.com tool among NSCLC patients. Developed tactical recommendations for how best to disseminate critical biomarker testing information to underrepresented communities.

Weber Shandwick, Chicago, IL and New York, NY
Healthcare Client Experience Manager, 2016-2021

Booz Allen Hamilton, Washington, D.C.
Senior Consultant, 2014-2016
Managed cross-functional team in advancing training communication tactics for the FDA Center for Drug Evaluation and Research’s new drug evaluation and collaboration system. Worked on communications tactics for the Department of Veterans Affairs, the National Institute of Child and Health and Human Development and the Centers for Disease Control and Prevention.
Albert Katz
albert.katz.wg23@wharton.upenn.edu
The University of Miami, Miami, Florida
B.S.B.A. Finance, Legal Studies, Computer Science, 2012

An opportunity to change healthcare.
Flagler Health, NYC, NY
Start-up, Summer 2021
Knowledge Analyst, 2013-2015
Launched a start-up that helped physicians recommend treatments to their musculo-skeletal patients. In one summer, we managed to put a team together and built an algorithm to recommend 4 procedures. We ran a beta trial at Rush Medical center and were able to receive over ~90% precision in our recommendations. Helping patients get off opioids and get to the terminal procedure quicker

Spine & Wellness Centers of America, Miami, FL
CFO/COO, 2017-2021
Operated a small healthcare services clinic that grew into the largest privately owned clinic in Florida with over 120+ employees and a 6x multiple in growth in 3.5 years. Negotiated with banks to increase lending lines. Built three statement acquisition and integration models. Headed acquisitions on two separate clinics. Optimized accounting process to allow for daily financial oversight. Drafted and implemented company’s first benefits package. Researched, implemented, and managed new company business lines. Hired and trained all new administrative staff.

CrowninShield
Economic Consultant, 2017
Aided in case management and timely production of expert reports for federal class action securities fraud litigation. Developed statistical and financial models to support market efficiency, price impact, and loss causation analyses. Estimated aggregate damages for case evaluation and settlement negotiations. Produced statistical models to support original research on options efficiency, asset price manipulation, and share turnover.

Jaclyn N. Kawwas
jnkawwas@wharton.upenn.edu
University of Michigan, Ann Arbor, MI
B.S.E., Magna Cum Laude, Biomedical Engineering, 2017

An opportunity to prevent and treat disease through innovative medical and health technology.
Thirty Madison, New York, New York
Expansion Team MBA Intern, Summer 2022
Led launch and business creation development for a new Thirty Madison business comprising of competitive analyses, patients/providers interviews, concept hypothesis testing, market sizing, and business viability modeling. Managed cross-functional stakeholders to understand internal technology capabilities and identify potential MVP capabilities including mockups and brand creation.

Viz.ai, Philadelphia, PA Remote
Growth Strategy and Business Development MBA Intern, Fall 2021 – Winter 2022
Conducted competitive landscape for medical device in the diagnostic imaging space. Supported partnerships and M&A opportunities with other health technology companies to support new product pipeline efforts.

Medtronic, San Francisco, CA
Research and Development Engineer II 2018-2021
Research and Development Engineer I 2017-2018
Designed and developed cardiovascular devices specifically for coronary intervention and renal denervation. Created and executed an Innovation Program for two 200+ person cardiovascular business units to drive innovation, collaboration, and intellectual property generation, protecting $3.7B of product revenue. Heavily involved in intellectual property generation which led to 14 personal patent applications, 2 of which granted thus far.

Noah Klag
noah.klag.wg23@wharton.upenn.edu
Williams College, Williamstown, MA
B.A., Magna Cum Laude, Economics, Psychology 2016

An opportunity to build products that empower consumers to own, monitor and manage their health.
Mint House, New York, NY
Strategy & Asset Management Intern, Summer 2022
Constructed a unit economics model utilized by the executive team and board to assess property performance, compare KPIs across competitors, and guide future strategic initiatives to improve the company’s operating model. Conducted market research on loyalty and reward programs.

Pfizer, New York, NY
Senior Associate, 2020-2021
Senior Analyst, 2019-2020
Analyst, 2018-2019
Collaborated with senior executives to build Pfizer’s Therapeutic Area strategies. Created COVID-19 Executive Dashboard data analytics platform accessed by executive leadership to inform key decisions related to vaccine manufacturing, distribution, and public sentiment. Constructed strategic framework for Emerging Markets group to prioritize diseases and geographies; group increased 2022 revenue forecast by ~$2B.

J.P. Morgan, New York, NY
Investment Banking Analyst, 2016-2017
Created standalone operating and pro forma models to inform client valuation discussions. Sell-side advisor to Sherwin-Williams on sale of Valspar’s Wood Coatings business to Axalta for $420M. Buy-side advisor on cross-border acquisition in fertilizer industry. Managed a strategic alternatives process looking at potential capital allocation scenarios and divestment options; identified ~$75M in run rate cost savings.
Rahul Lakhanpal
rahul.lakhanpal.wg23@wharton.upenn.edu
Georgetown University, Washington DC
B.S., Human Sciences, 2016

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

Ascend Partners, New York, NY
Private Equity MBA Intern, Summer 2022
Conducted due diligence in a potential buyout within the specialty electronic medical record space. Assisted in all aspects of the investment process including thesis development, business and financial due diligence, financial modeling, and third-party advisors’ supervision. Completed closing documents and LP memorandums for Ascend’s investment in Elation Health, a value-based care focused clinical EHR.

SpectraMedix, Princeton, NJ
Chief of Staff, CEO, 2020-2022
Worked directly with the CEO of a software company that enables payers and providers to succeed in value-based care through a contract modeler and analytics suite. Spearheaded finance and partnerships as well as assisted with the Company’s strategic vision. Evaluated pricing models, organic growth strategies, and examined potential partnerships in adjacent value-based platforms. Led a financing process and was the sole point of contact for investors.

Revelation Partners, San Francisco, CA
Investment Associate, 2018-2020
Evaluated investment opportunities and managed portfolio companies within the digital health, medical devices, healthcare services and life science tools sectors. Sole associate on five-member investment team managing ~$600M. Transactions included primary, secondary, and specialized situation opportunities. Acquired GE Ventures, a portfolio of 15 digital health company investments, for $200M and managed ongoing relationships with portfolio companies.

IBM, New York, NY
Consultant, Healthcare and Life Sciences, 2017-2018
Contributed to various digital health initiatives and client-facing projects including developing an AI chatbot for a major health plan, and creating a strategic roadmap for a large health system to streamline their credentialing system.

Jenna Landen
jlanden@wharton.upenn.edu
College of William & Mary, Williamsburg, VA
B.S., Summa Cum Laude, Chemistry, 2017

An opportunity to contribute to the strategy of a health services startup improving quality of care, especially for women.

Oula Health, Brooklyn, NY
Strategy Consultant, New Service Lines, Summer 2022
Worked directly with the co-founders to complete a variety of strategic projects to support the growth and goals of the startup including modeling out the costs and operations impact of potential new service lines and their revenue opportunities and analyzing the impact of their patient risk-out criteria in addition to completing chief of staff responsibilities.

West Monroe Partners, New York, NY
Senior Consultant, Healthcare and Life Sciences, 2020-2021
Experienced Consultant 2018-2020
Led strategic projects for clients across the healthcare ecosystem to improve their technology and operations. Project highlights include performing several tech diligences of health services companies for private equity clients, designing an omni-channel marketing program for a major health plan, and managing the lab and quality portions of a drug delivery business being carved out from a fortune 100 company.

Redesign Health, New York, NY
X Ventures Intern, Summer 2022
Led industry and operational due diligence for company creation in animal health industry. Partnered with the founding team of a portfolio company to develop partnership strategy and growth road map.

Cressey & Company, Chicago, IL
Private Equity Associate, 2019-2021
Evaluated investment opportunities and managed portfolio companies across multiple healthcare sub-sectors. Led refinancing and minority recapitalization transaction of the largest medically tailored meals provider in the nation. Developed whitepapers and led sourcing initiatives across hospice, home health, home and community-based services, eye care, and healthcare technology sectors.

Citi, Chicago, IL
Investment Banking Analyst, 2017-2019
Member of the global industrials and mergers and acquisitions group. Advised companies on M&A transactions and equity and debt financings. Two closed M&A transactions of public companies representing over $2B of transaction value.
Zaid W. Malhees
zmalhees@wharton.upenn.edu
Brigham Young University, Provo, UT
B.S., Honors, Genetics & Biotechnology, 2016

An opportunity to create innovative care solutions for the world’s most vulnerable populations

The Boston Consulting Group, Los Angeles, CA
Summer Consultant, Summer 2022
Dedicated to BCG’s healthcare practice. Developed consumer acquisition strategy and agile implementation methodology for US medical group. Designed cost cutting and new market entry strategy for global pharmaceuticals company. Interviewed policy, health tech, and pharmaceuticals leadership and created best practice recommendations.

Optum, Denver, CO
Associate Director, 2019-2021
Regional Manager, 2019-2019
Partnered with C-suite of newly acquired medical groups to design and implement value-based care transformation strategies. Led team of program managers and analysts to manage portfolio of strategic clinical operations improvement initiatives generating $60M+ in annual revenue for medical groups serving 190K+ Medicare Advantage patients. Developed and implemented clinical education programs in collaboration with national medical directors focused on underdiagnosed chronic conditions.

DaVita, Denver, CO
Market Relations Manager, 2018-2019
Strategy & Transformation Sr. Analyst, 2018-2018
Strategy & Transformation Analyst, 2016-2018
Member of in-house population health consulting team dedicated to building value-based care capabilities for DaVita’s partners. Projects included designing risk stratification algorithm for in-home healthcare program leveraging clinical and demographic data and building patient population dashboards to track ER utilization.

Shalin Mandowara
shalin.mandowara.wg23@wharton.upenn.edu
Indian Institute of Technology, Kanpur, India
B.Tech, Biological Sciences and Bioengineering, 2015
Minor degree, Industrial and Management Engineering, 2015

An opportunity to create products focusing on improving healthcare outcomes through innovative and cutting-edge technologies

Zendesk, Philadelphia, PA
Product Strategy Intern, Summer 2022
Identified factors driving the adoption of Messaging channels (WhatsApp, WeChat, etc.) across the US and Latin America by analyzing engagement across features and customer surveys. Interviewed high-value enterprise customers to identify pain points and crafted feature requirements estimated to increase Messaging daily users by 10%.

McKinsey & Company, US and India
Associate, 2019-2021
Senior Analyst, 2018-2019
Analyst, 2017-2018
Served multiple health insurance payors by performing market analysis, claims data analytics, and competitor benchmarking to reduce medical cost spending and improve access to care. Collaborated with CMOs across payor organizations to develop analytical tools targeted at improving medical policies and reducing waste and abuse in healthcare claims systems.

Porter, Bengaluru, India
Product and Growth Manager, 2015-2017
Drove a 4% improvement in gross margin by designing and operationalizing an in-house Dispute Resolution System across 5 cities. Set up a Quality Audit team to reduce average call handling time by 50% and improve NPS by 20 points.

Daniel Mansuri
daniel.mansuri.wg23@wharton.upenn.edu
Bates College, Lewiston, Maine
B.S., honors in Economics, 2015
Johns Hopkins Bloomberg School of Public Health, Baltimore, MD
MPH, 2021

An opportunity to use a patient-forward mindset combined with innovative business models and scientific approaches to problems to improve the quality of life for patients.

RA Ventures, Boston, MA
MBA intern, Summer 2022
Worked with RA Ventures, the company creation arm of RA Capital, to lay the foundation for multiple newcos across different therapeutic and technological areas. Specifically led the charge on budgets, organizational charts, company vision, and helped with internal and external dealmaking.

Sanofi Ventures, Cambridge, MA
Associate Director of Investment, 2018-2021
Led all aspects of the dealmaking process like sourcing, diligence, negotiations, and I.C. presentations for my investments. Represented Sanofi Ventures as a BoD member for multiple companies and helped guide management. Finally, spearheaded creation of new company using Sanofi assets; company has raised $150M of financing so far.

Bioverativ, Waltham, MA
Business Development Lead, 2016-2018
Successfully sourced, worked cross-functionally to diligence, negotiated, and managed alliances for BD deals across the company. This included leading chairing the ten-person search and evaluation committee. Finally led all internal diligence, executive team and BoD presentations for acquisition of True North Therapeutics, deal valued at $825M.
Matthew S. Markham
matthew.markham.wg23@wharton.upenn.edu
Brown University, Providence, RI
Magna Cum Laude, Economics, A.B., Magna Cum Laude, Biology 2015
I.W. Burnham, II Endowed Fellow

An opportunity to combine my investing skills with health care and technology industry knowledge to identify undervalued opportunities.

25madison, New York, NY
Summer Associate, Summer 2022
Worked for a growth and venture studio in New York City to diligence and close a $1M investment into a Medicaid MVNO startup, the first deal completed by an intern in the firm’s history. Built an investment outcomes analysis model, which was incorporated into the final investment committee memo.

Audax Private Equity Portfolio Company, New York, NY
Head of FP&A, 2020-2022
Worked with the company’s CEO and CFO to manage financial analyses and acquisitions, including the firm’s $736M sale to GB Group, a $4B market capitalization public company in the U.K. Solely managed the sell-side data room, which included creating a bespoke, ~33,000 row excel model.

Genstar Capital, San Francisco, CA
Generalist Associate, 2017-2019
Evaluated and facilitated investing of $48 fund through majority-buyout and add-on transactions, leading to more than $900M deployed across 1 control acquisition and 5 add-on transactions. Led $1.7B buyout of Cetera, second-largest U.S. commercial broker dealer, and managed financing negotiations to refine equity sizing to $700M.

Amer Masalha, M.D.
amer.masalha.wg23@wharton.upenn.edu
The Technion, Haifa, Israel
B.Sc., Biomedical Engineering, 2011
Sackler School of Medicine at Tel Aviv University, Tel Aviv, Israel. M.D., 2017

An opportunity to develop as a leader at the intersection of medicine, technology and business while improving patient care worldwide.

Regeneron Pharmaceuticals, Tarrytown, NY
Business Operations and Strategic Planning Intern, Summer 2022
Conducted in-depth evaluation for feasibility of a highly confidential initiative. Research included medical literature review, competitive landscape analysis and stakeholder interviews. Initiated talks for a potential collaboration with a foreign HMO providing services for 1M clients. Presented findings and recommendations to a panel of senior leaders including SVP Business Development & Corporate Strategy and Executive Director R&D operations.

Diagnostic Robotics, Tel Aviv, Israel
Head of Medical Sciences, 2019-2021
Project Manager, 2019
Established and led a medical team of 7 who partnered with data scientists and machine learning (ML) engineers to conduct big-data analysis based on datasets of millions of patient historical medical records to develop clinical-grade ML predictive models.

Terem – Urgent Care Centers, Tel Aviv, Israel
Primary Care Physician, 2018-2019
Completed additional training in 5 clinical programs covering orthopedics, gynecology, ENT, pediatrics, cardiology. Facilitated onboarding process for newly recruited physicians including guidance on the center’s protocols for clinical care and manual procedures.

Kunal R. Mehta
kunal.mehta.wg23@wharton.upenn.edu
Harvard College, Cambridge, MA
A.B., Magna Cum Laude, Applied Mathematics and Computer Science

An opportunity to make an impact on growth-stage healthcare and technology companies through a private markets investing role.

Humana, Louisville, KY
Corporate Strategy and Development MBA Intern, Summer 2022
Worked on several transactions and long-term strategic projects for nation’s second largest Medicare Advantage insurer. Worked with financial advisors and operations leaders on the potential acquisition of a large provider group. Helped negotiate purchase agreement and transition services agreement for the acquisition of a Medicaid plan. Developed financial analysis to support incremental minority investment into a startup healthcare services company.

Warburg Pincus, New York, NY
Associate, 2018-2021
Analyst, 2017-2018
Sourced and evaluated over 150+ potential investments with a focus on software and healthcare technology. Closed transactions included (1) merger of DocuTAP and Practice Velocity to create Experity, a provider of electronic medical records software to the urgent care industry, (2) investment in Qualifacts and subsequent acquisitions of Credible and InSync Healthcare Solutions to create large provider of electronic medical records software to outpatient behavioral health agencies, (3) Series C investment in Aetion, a provider of real world evidence software and services to pharma companies and (4) Series D investment in Phil, a provider of next-generation specialty pharmacy solutions for manufacturers.

Goldman Sachs, New York, NY
Analyst, 2016-2017
Member of the Global Industrials Group, worked on M&A, debt and equity financing, and activism defense. Closed transactions included (1) sale of HD Supply Waterworks to Clayton, Dubilier & Rice and (2) sale of GE Industrial Solutions to ABB.
David Mui
david.mui.wg23@wharton.upenn.edu
New York University, New York, NY
B.A., summa cum laude, Psychology, 2016
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2023
An opportunity to combine my clinical skills with business knowledge to innovate in healthcare delivery and drug discovery.

McKinsey and Company, Summit, NJ
Summer Associate, Summer 2022
Served fortune 500 pharmaceutical client in building out a first-in-class clinical R & D platform that leverages data analytics and visualization for better clinical trial management, timelines and drug development. Spearheaded clinical trial ideation and design to map out active portfolio trials. Led >10 client meetings and managed a team of 3 designers to drive about change management implementation and trial platform build.

Octagon Capital Advisors, New York, NY
Healthcare Investment Fellow, 2022
Conducted therapeutic area mapping, scientific due diligence and financial analysis of >40 public and private companies within the pulmonary arterial hypertension space to identify new therapeutics for investment. Independently led investor meetings with C-suite executive of >20 companies considered for investment and spoke with >15 knowledge leaders. Presented synthesized recommendation to portfolio manager and led to subsequent investments.

New York City Department of Education, New York, NY
Teacher, 2016-2017
Served as 6th grade math teacher for a high-needs, Title I school in Brooklyn, New York, leading 5 classes with a total of 165 students. Introduced redesign of 6th grade math curriculum, using evidence-based approaches including interdisciplinary interdependences, growth mindset and grit and presented curricular findings to Chancellor of New York.

Gregory P. Muir
gregory.muir.wg23@wharton.upenn.edu
The Wharton School at the University of Pennsylvania, Philadelphia, PA
B.S. in Economics, Finance & Accounting, 2016
An opportunity to positively impact healthcare through involvement in innovative companies that are improving healthcare quality, access, and cost.

Patina Health, Inc, Bala Cynwyd, PA
Director of Finance, 2021-2022
Involved from initial concept discussions with CEO and performed market analysis of key players and targeting of initial geographies, built in depth financial model for fundraising process and for operating decision-making. Initial team member working across finance, accounting and operations functions.

1315 Capital, Philadelphia, PA
Senior Associate, 2018-2021
Involved through full investment process including sourcing, deal execution across the healthcare industry including HC services, medtech and specialty therapeutic companies. Ongoing portfolio management responsibilities through board-level involvement in strategy and business development processes to drive business plan and accelerate growth.

Stifel, New York City, NY
Analyst, 2016-2018
Developed advanced financial modeling skills from experience on multiple M&A and private placement engagements for small to mid-cap public companies and private companies across all healthcare subsectors.

Peter M. Mullen
peter.mullen.wg23@wharton.upenn.edu
Duke University, Durham, NC
B.S., Neuroscience, 2016
An opportunity to build and scale innovative products that make it easier for patients to live healthy.

Redesign Health, Remote
Product Manager, Summer 2022
Led discovery process for new product enabling start-up founders to launch more rapidly. Conducted internal interviews and developed requirements document to outline of vision and core features. Coordinated with data science and engineering teams to wireframe product, test concept with stakeholders, and create 6-month roadmap for implementation.

Assembly Health, Chicago, IL
Associate Director, Product & Analytics, 2020-2021
Provider of tech-enabled products and services focused on the Long-Term Care setting. Designed, developed, and launched reporting product for physicians to understand operational and financial performance; adopted and utilized by over 100 partner physicians. Also served as first employee on data analytics team. Created automated reporting tool for executive team and expanded data warehouse by integrating additional data feeds.

IQVIA, Cambridge, MA
Consultant, 2019-2020
Associate Consultant, 2017-2019
Analyst, 2016-2017
U.S. Market Access Strategy Consulting group focused on providing data-driven and actionable insights to pharma and biotech clients. Led teams in design and execution of strategic analyses on market access and patient behavior.
Kutay F. Muslu
kutay.muslu.wg23@wharton.upenn.edu
Johns Hopkins University, Baltimore, MD
B.S., Biomedical Engineering, Economics, 2014

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

Silver Point Capital, Greenwich, CT
Summer Analyst, Summer 2021
Evaluated public distressed investment opportunities across various industries.

Vector Capital, San Francisco, CA
Private Equity Senior Associate, 2020-2021
Private Equity Associate, 2019-2020
Evaluated and executed buyout, distressed and public investment opportunities in technology sectors with a focus on application software. Completed four investments including a platform buyout, public stake, minority investment and special situations credit investment. Served as Board Member and Observer for two portfolio companies.

Revolution Growth, Washington, DC
Investment Associate, 2017-2018
Identified and evaluated growth equity investment opportunities across software and internet verticals. Developed the firm’s investment thesis in e-commerce enablement, resulting in a submitted term sheet. Completed two growth equity investments in the financial technology and consumer packaging sectors.

The Boston Consulting Group, New York, NY
Consultant, 2016-2017
Associate, 2014-2016 (Washington, DC)
Advised companies on strategic and operational topics across BCG’s healthcare, private equity and technology practices.

Kevin Q. Nguyen
kevin.nguyen.wg23@wharton.upenn.edu
University of Southern California, Los Angeles, CA
B.A., Biological Sciences, Economics

An opportunity to build innovative biotechnology companies that deliver life-changing therapies to patients.

Gilead Sciences, Foster City, CA
Corporate Development, 2022
Built analyses and discussion materials to inform M&A, partnership and royalty transactions decisions. Assisted with prioritization and evaluation of opportunities across oncology, inflammation and virology. Partnered with senior leadership to develop presentations for the Board of Directors.

5AM Ventures, San Francisco, CA
Investment Team, 2019-2021
Supported the evaluation and execution of investments in early-stage life science companies. Engaged with portfolio companies to drive business development, financing and other strategic processes. Led management and analysis efforts for public stock portfolio.

Redesign Health, New York, NY
Principal Intern, New Ventures, Summer 2022
Led in-depth research and the creation of company pitch for a de novo business in the referral management space with the potential for a future investment of $6M+. In addition, I spearheaded a competitor analysis for a recently funded portfolio company and identified fintech offerings to attract pilot partnerships for initial its launch.

Children’s Hospital of Philadelphia (CHOP), Philadelphia, PA
Senior Strategic Advisor, 2019-2021
Advised hospital funded clinical and translational research programs to accelerate their mission goals through strategic and operational leadership. At CHOP, I oversaw programs with committed investment of $20M in accelerator funds. Large programmatic initiatives I was responsible for leading included commercialization efforts for a novel medical device and clinical transformations.

Accenture, Boston, MA
Management Consultant, 2016-2019
Supported several large retail clients in their efforts to identify cost-saving opportunities for stores and to execute against novel digital business initiatives. Led initiatives promoting Accenture’s healthcare thought leadership leading to a co-published white paper as well as several startup partnerships.

Kienan O’Brien
kienan.obrien.wg23@wharton.upenn.edu
Boston College, Chestnut Hill, MA
B.S., Management, Political Science (Honors Program), 2016

An opportunity to create the innovations that will transform how healthcare is designed for and delivered to patients.

ReedHealth, New York, NY
Principal Intern, New Ventures, Summer 2022
Advised on aligning investments with the mission and strategic vision of the organization. Led in-depth research and the creation of company pitch for a de novo business in the referral management space with the potential for a future investment of $6M+. In addition, I spearheaded a competitor analysis for a recently funded portfolio company and identified fintech offerings to attract pilot partnerships for initial its launch.

Children’s Hospital of Philadelphia (CHOP), Philadelphia, PA
Senior Strategic Advisor, 2019-2021
Advised hospital funded clinical and translational research programs to accelerate their mission goals through strategic and operational leadership. At CHOP, I oversaw programs with committed investment of $20M in accelerator funds. Large programmatic initiatives I was responsible for leading included commercialization efforts for a novel medical device and clinical transformations.

Accenture, Boston, MA
Management Consultant, 2016-2019
Supported several large retail clients in their efforts to identify cost-saving opportunities for stores and to execute against novel digital business initiatives. Led initiatives promoting Accenture’s healthcare thought leadership leading to a co-published white paper as well as several startup partnerships.
Samir Patel
spatel71@wharton.upenn.edu
Harvard College, Cambridge, Massachusetts
B.S., Engineering Sciences, 2012
Stanford University, Palo Alto, California
M.S., Mechanical Engineering, 2016

Build companies predicated on novel and promising therapeutic research to benefit patients.

Stage One Immunotherapeutics LLC
Co-founder & CEO, May 2022 – Present
Created NewCo based on research premised on in-vivo reprogramming of myeloid cells from the Perelman School of Medicine. Developed business plan, clinical development plan, competitive intelligence, and market models across solid tumor landscape. Assembled Scientific Advisory Board composed of eminent KOLs in medicinal chemistry, structure-based discovery, and clinical trials. Drove efforts across multiple stakeholders to license intellectual property.

Roviant Sciences Inc.
Strategy Fellow, September 2021 – May 2022
Worked with senior leaders from biology, medicinal chemistry, and strategy on target selection for new programs. Conducted systematic screening of over 500 novel targets leveraging big data methodology and biological NLP. Examined pathway biology for a specific family of proteins ranging from protein-protein interactions through chemical structure analysis.

Cerebella Inc.
Co-founder, October 2018 – January 2022
Developed NLP-driven market intelligence platform for the life sciences industry spanning 90,000 public and private companies. Executed pilots with 3 investment banks, 2 pharmaceutical companies, and 3 research institutions. Interviewed over 100 stakeholders to drive development and iterate on concept to launch

Kate R. Pattison
kate.pattison.wg23@wharton.upenn.edu
Yale University, New Haven, CT
B.A., Economics, 2015

An opportunity to create more personalized, customer-centric, and holistic approaches to health and wellness.

The Boston Consulting Group, San Francisco, CA
Summer Consultant, Summer 2022

Nordstrom, Seattle, WA
Corporate Strategy, 2020–2021
Supported executive team on strategic initiatives. Defined future customer experience and created 5-year growth plan under the CFO, including the path to launch innovative retail models (marketplace, resale, rental). Devised business case and pilot for first "marketplace platform model" to sell 3rd party brand-owned items enabling 400% assortment growth in 3 years, diversification from wholesale (-35%), and new customer experiences and services.

The Ripples Group (Management Consulting Off-Shoot from Bain & Company), Boston, MA
Manager, 2019–2020
Senior Consultant, 2017–2019
Consultant, 2015–2017
Advised clients across health care, public sector, and consumer industries, closed new project deals, presented deliverables, and led engagements. Launched mobile healthcare program statewide, created strategic and operational plan for provider organization, formulated first-ever market sizing and customer segmentation model for world’s largest tractor manufacturer, crafted U.S. growth strategy for European food brand to enter major grocery retailers.

Clare E. Peaslee
clar.peaslee.wg23@wharton.upenn.edu
Colby College, Waterville, ME
B.A., Magna Cum Laude with Distinction and Honors in Major, Phi Beta Kappa, Economics, 2014

An opportunity to make healthcare more preventative, effective, and accessible by advising growth stage healthcare companies as they mature and undertake financial transactions.

Morgan Stanley, San Francisco, CA
Summer Associate, Health Care Investment Banking, Summer 2022
Advised health tech, biopharmaceutical, digital therapeutics and diagnostics clients on public financing and M&A and take-private transactions. Conducted market analysis and valuation modeling; developed client decision frameworks, defense strategies, and materials.

Unum Group, Portland, ME
Assistant Vice President, Behavioral Health, 2020–2021
Acted as general manager for the creation of a novel workplace mental health solution that sold $1.5M in annual revenue and acquired 6,500 employee users in the first quarter after launch. Led design, UX and IT product development of the SaaS platform. Negotiated and controlled commercial partnerships and IT integrations.

Unum Group, Portland, ME
Director, Business Planning & Financial Analysis, 2018–2020
Led financial planning for a $2B group life insurance business, including risk and revenue modeling. Monitored results, analyzed divergences from plan, and made business action recommendations that were implemented to achieve earnings targets. Created and oversaw financial governance process for $43M internal investment portfolio. Controlled $1M annual innovation fund.
Sarah B. Powers
sarah.powers.wg23@wharton.upenn.edu
Claremont McKenna College, Claremont, CA
B.A. Economics-Accounting and Psychology, 2013

An opportunity to design and build high growth ventures that deliver improved care quality and outcomes.

Nemu, Philadelphia, PA
Founder, 2021-present
Launched startup enabling families to quickly catalog, price, and equitably distribute assets amongst beneficiaries. Awarded cash prizes from Startup Challenge, VIP-X accelerator, VIP Innovation Fund and TIE Pitch Competition.

Bicycle Health, Boston, MA
Head of Operations, 2019-2021
First hire of digital health start up delivering online Opioid Use Disorder Treatment in 19 states. Scaled clinical, revenue and people (HR) operations in rapidly changing regulatory environment. Achieved top line growth of 500% in 8 months.

MassHealth, Boston, MA
Director of Special Projects, 2017-2019
Responsible for quarterly tracking and reporting of $200M budget for the CFO. Implemented algorithms, audits and new contracts to recover $100M in fraud, waste, and abuse.

DaVita, Inc, Federal Way, WA
Completed DaVita’s flagship Redwoods Analyst Leadership training program. Seconded to Asia Pacific for 1.5 years where I led market-wide roll-out of accounts payable system and a new revenue operations team. Reduced time to receive payment (DSO) by 2 months.

Gulmira T. Propper
gulmira.propper.wg23@wharton.upenn.edu
Brown University, Providence, RI
B.A., Economics, Health and Human Biology, 2017

An opportunity to develop and commercialize novel life sciences innovations that will meaningfully impact patient care.

Pfizer, New York, NY
Pharmaceutical Marketing Summer Associate, Summer 2022
Developed marketing materials for the rollout of real-world data utilizing 35+ hours of market research conducted cross-functionally with internal and external stakeholders. Evaluated remaining real-world data under consideration to recommend prioritization and roll-out cadence. Assessed optimization opportunities of a digital sales force tool through collaboration with commercial leaders to deliver recommendations for modifications and enhancements.

PerkinElmer, Waltham, MA
Associate, 2018-2019
Senior Associate, 2019-2021
Manager, 2021-2021
Evaluated and maintained acquisition pipeline and performed target deep-dives in close collaboration with executive leaders to prioritize transactions for consideration by Board of Directors. Facilitated due diligence processes encompassing cross-functional leaders and subject matter experts. Led strategic reviews, market analyses, and evaluation of organic growth opportunities across multiple business units.

CMA Strategy Consulting, Boston, MA
Analyst, 2017-2018
Collaborated on analysis and design of data-driven solutions to guide clients’ strategic, operational and M&A decisions. Designed and developed Excel-based models to communicate insights on internal data and market-specific industry trends. Collected and utilized competitive research and industry knowledge to deliver recommendation for acquisitions.

Caitlyn S. Rand
caitlyn.rand.wg23@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A., Summa Cum Laude, Health and Societies, 2017

An opportunity to grow and support healthcare enterprises that enable and empower patients to take control of their own health and wellness.

CVS Health, Woonsocket, RI
Pharmacy Growth & Innovation Intern, Summer 2022
Constructed sales strategy for net new opportunity for CVS retail pharmacy business with over $200M potential for growth. Conducted interviews with over 20 internal and external stakeholders to inform go-to-market approach and led series of brainstorming workshops with 15 division colleagues assessing opportunities and challenges.

EY-Parthenon, New York, NY
Consultant, 2020-2021
Senior Associate, 2019-2020
Associate, 2017-2019
Completed over 30 growth strategy and commercial due diligence projects in Healthcare & Life Sciences, in addition to 10 engagements across Education, Technology, and Industrials. Built digital disease management market map across 4 major disease areas to inform geographic expansion of international digital health company into US market. Directed evaluation of 5 end-market growth opportunities for healthcare technology and services company, leading to $200M strategic acquisition. Led assessment of customer segmentation, targeting, and positioning for behavioral health services provider new development concept.
Turner K. Rapp
rappturn@wharton.upenn.edu
Colgate University, Hamilton, NY
B.A., Cum Laude, Economics, 2016

An opportunity to assess, identify, and execute value-additive investments or transactions in the digital health ecosystem.

J.P. Morgan, Boston, MA
MBA Investment Banking Summer Associate, 2022
Developed diligence materials for potential deals, including precedent transactions, trading comparables, analyses at various prices, industry trends, company overviews, broker outlook syntheses, etc. Brainstormed and created pitch-slide repository for 2021 IPO materials. Received full-time return offer following completion of the Summer Associate program.

Xandr, New York, NY
Corporate Strategy & Development, 2019-2021
Researched and wrote synopses of significant competitor activity (e.g., M&A, product releases, partnerships, quarterly earnings releases), covering relevant company background, technical product background, and implications for Xandr strategy, resulting in 40+ analyses per year for C-suite and other senior leaders. Managed annual strategic planning process for select product teams.

Deloitte Consulting, New York, NY
Consultant, 2018-2019
Business Analyst, 2016-2018
Completed 12 projects across 4 industries for Fortune 500 clients, receiving highest performance rating reserved for top 10% of peer group in final year at the firm and 7 client service excellence bonuses through tenure. Built a strategy and operating model for a $50B+ health insurance company’s new digital health business unit.

Matthew J Romano
matthew.romano.wg23@wharton.upenn.edu
University of Notre Dame, South Bend, IN
B.S., Mechanical Engineering 2014

An opportunity to leverage my healthcare skills to improve care delivery and care management, particularly in value-based care settings.

SV Health Investors, Boston, MA
Growth Equity Summer Associate, Summer 2022
Evaluated potential investment opportunities (e.g., market size, modeling, competition, business model, management team) and developed investment theses. Conducted diligence on 45+ companies leading to 5 investment committee recommendations and bid submissions for chronic care management, value-based care, clinical trial, and MedTech companies.

Kaufman Hall, Chicago, IL
Vice President, 2017-2021
Oversaw cross-functional teams for provider projects nationwide. Led outpatient commercial pricing strategy for health systems ($3B to $12B) focused on affordability. Created market-based demand modeling during COVID-19 pandemic and managed delivery to clients to support cost savings. Spearheaded consumer research studies to identify features for implementation across health systems. Managed project teams of up to 15 people with up to 4 direct reports.

Huron Consulting Group, Chicago, IL
Associate, 2014-2017
Worked with hospital clinical staff to drive process improvement and change management initiatives. Standardized heart failure care in a $3B health system by facilitating Kaizen workshops to design and realize process/technology changes. Designed and implemented interdisciplinary rounds, operational dashboards, and data-driven processes to resolve inefficiencies.

Monique A. Sager
monique.sager.wg23@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A. Magna Cum Laude, Science, Technology & Society, 2015
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2023

An opportunity to combine my background in digital health with my passion for psychiatry, utilizing technology to benefit vulnerable populations.

Children’s Hospital of Philadelphia, Philadelphia, PA
Sub-Internship, Summer 2022
Acted in the role of resident physician on two different services: Child and Adolescent Psychiatry and Adolescent Medicine. Independently formulated treatment plans for high acuity psychiatric and medical patients and gave end of rotation department presentation on pediatric digital mental health landscape.

Center for Digital Health, Penn Medicine Center for Healthcare Innovation, Philadelphia, PA
Digital Health Scholar, Summer 2019
Assisted in piloting the "Care Chats" program, a mobile chatbot for patients recovering from plastic surgery by creating clinical pathways to enable automatization of the chatbot. Resulted in improved new patient visit capacity with two months reduced wait time to post-operative visits.

Flatiron Health, New York, NY
Account Manager, 2016-2017
Managed portfolio of 50 oncology practices across U.S., providing strategic relationship management for Flatiron Health and coordinating all communications to clients. Developed and led internal initiatives to drive clinical enhancements in company’s oncology-specific medical record software.
Emma C. Schmidt
emma.schmidt.wg23@wharton.upenn.edu
Yale University, New Haven, CT
B.A., Classics, 2015

An opportunity to improve public health by increasing access to care through public-private partnerships and by lowering barriers to key health inputs, such as healthy food.

Independent Study of Sicilian Agricultural Practices, Sicily, Italy
Summer 2022
Interviewed Sicilian agricultural producers and winemakers to document spectrum of agricultural practices across operations of all sizes. Participated in biodynamic farming course to understand opportunities for regenerative agricultural practices. Built market landscape of key agricultural producers and their export operations.

Boston Consulting Group, Boston, MA
Project Leader, 2021-2021
Consultant, 2019-2021
Associate, 2017-2019

Hillary for America, Philadelphia, PA
Fall Fellow, 2016-2016
Coordinated and recruited volunteers. Developed voter outreach strategy. Orchestrated large-scale events.

The Paideia Institute, Rome, Italy
Rome Fellow, 2015-2016
Initiated strategic expansion and outreach to increase customer base. Redesigned curriculum to improve learning experience.

Michael F. Schmidt
michael.schmidt.wg23@wharton.upenn.edu
University of Notre Dame, Notre Dame, IN
B.B.A., Finance, 2015

An opportunity to partner with and help build healthcare services and healthcare technology companies that are expanding access to high-quality, value-based care for all Americans.

Health Catalyst Capital Management, New York, NY
Summer Associate, Summer 2022
Evaluated investment opportunities in growth-stage healthcare IT, SaaS, AI and technology-enabled services companies. Led thesis development for utilization management/ prior authorization space, authoring investment memo and curating list of ~30 actionable targets.

The Vistria Group, Chicago, IL
Associate, Healthcare Investment Team, 2018-2021
Evaluated and executed control/buyout investment opportunities in the healthcare services sector for a private equity firm managing ~$8B. Completed 5 platform investments across multiple sub-segments of provider and pharma services landscapes, deploying ~$800M of equity capital. Led portfolio monitoring and supported value creation initiatives – such as executing add-on M&A, facilitating access to debt financing and assisting with human capital initiatives – for 7 portfolio companies. Led theme development and market mapping for multiple new areas of interest.

MTS Health Partners, New York, NY
Analyst, 2015-2018
Advised healthcare services companies and financial sponsors on M&A and financing transactions. Completed 8 M&A transactions, including Apollo’s ~$68 take-private of LifePoint Health, representing ~$1B of cumulative deal value.

Krishna P. Shah
krishna.shah.wg23@wharton.upenn.edu
Cornell University, Ithaca, NY
B.S., Human Development, 2017

An opportunity to apply my operating and investing skill sets to early-stage digital health, transforming how patients receive care and seek services.

7wireVentures, Chicago, IL
Digital Health VC Investment Associate, Summer 2022

Brown Brothers Harriman Capital Partners, New York, NY
Private Equity Portfolio Operator, 2019-2021
Advised 6 portfolio companies across behavioral, animal, and specialty health care services on revenue diversification, growth strategy, and EBITDA optimization. Worked with CEOs and senior executives to implement operational improvements and efficiencies across markets. Created upwards of $200M+ and $75M+ in additional revenue and EBITDA expansion across portfolio, generating above-average returns for fund.

Accenture Consulting, New York, NY
Senior Analyst, 2018-2019
Analyst, 2017-2018
Spearheaded commercialization and launch strategies for two pharmaceutical products for an International Biopharmaceutical Company, generating $2B+ in sales. Designed business intelligence dashboard providing real-time insights in sales, marketing, and patient onboarding. Worked with Senior Clients across 3 continents to deliver post-close integration strategy.
Danilo M. Simoes
danilo.moreira.simoes.wg23@wharton.upenn.edu
University of Sao Paulo, Sao Paulo, Brazil
B.Eng., Production Engineering, 2017
Arts et Metiers Institute of Technology, Paris, France
M.Eng., Engineering Technology, 2017

An opportunity to drive change and investment in life sciences and medical technology companies around the world.

Gilead Sciences, Foster City, CA
Global Strategic Marketing Intern, Summer 2022
Identified, prioritized, and shared Hepatitis C commercial initiatives across countries to increase screening and linkage to care local rates in connection to the annual global product strategy plan rollout.

L.E.K. Consulting, Sao Paulo, Brazil
Consultant, 2020–2021
Associate Consultant, 2018–2019
Associate, 2018
Acted as strategy consultant in 20 projects in growth strategy, new product and service development, and M&A strategic due diligence, advising pharmaceutical companies, healthcare providers, private equity funds, among others. Served as team lead, managing primary and secondary research campaigns, market and financial forecasting models, and senior stakeholder engagement. Examples of engagements include rare disease global launch program, new breast cancer therapeutic revenue forecast and market access plan, academic health system rollout strategy, and kidney dialysis provider market entry strategy.

David Spiritos
david.spiritos.wg23@wharton.upenn.edu
Northwestern University, Evanston, IL
B.A., Magna Cum Laude, Economics, Mathematics, 2017

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

Stellar Health, New York, NY
Growth Intern, Summer 2022
Developed ROI model to quantify impact of revenue increases and cost savings for prospective customers and renewals. Analyzed competitive landscape and identified key differentiators to inform positioning and selling process. Revamped marketing engine, creating two marketing campaigns to drive inbound leads and establishing formal KPI tracking.

Northlane Capital Partners, Bethesda, MD
Private Equity Associate, 2019–2021
Evaluated more than 250 potential investments as part of 12-person investment team investing across multiple healthcare and business services sub-sectors. Completed platform acquisition of The Difference Card, a healthcare benefits cost containment solution for small- and medium-sized businesses. Managed 4 portfolio companies, including leading M&A activity for add-on opportunities, completing 3 dividend recapitalizations and preparing for 1 sale process. Helped identify investment opportunities and led market research within key healthcare subsectors, including healthcare benefits and lab consumables.

Cate Stanton
catherine.stanton.wg23@wharton.upenn.edu
Middlebury College, Middlebury, VT
B.A., Cum Laude, Geography, 2016

An opportunity to build and scale healthcare delivery models and technology that address health and social needs for vulnerable populations.

DUOS, Philadelphia, PA
Summer Associate, 2022
Led 3 research workstreams to better understand caregiver challenges, needs, and goals. Synthesized data into 10 key takeaways on caregiver market, and presented go-to-market and positioning recommendations to leadership team. Built and automated member activation forecasting model to improve accuracy of staffing plans and identify most effective activation methods.

Mount Sinai, New York, NY
Senior Associate, 2021–2021
Associate, 2019–2021
Launched business line helping companies in legal, finance, and entertainment industries navigate Covid-19 pandemic and managed 3 largest customer accounts worth >$1M in revenue. Oversaw research and content creation for 200+ client deliverables. Transitioned clinic to virtual care during Covid-19 pandemic and exceeded patient visits goal by 12% in first month of service.

Protenus, Baltimore, MD
Chief of Staff, 2018–2019
Business Associate, 2016–2018
Early hire focused on growth and scaling. Promoted to Chief of Staff to collaborate with CEO on key business initiatives including Series C fundraise, OKR planning, annual user conference, sales and marketing team management and analytics, and launch of drug diversion monitoring product. Composed responses to 21 RFPs from major health systems, generating over $2M in revenue.
Mia G. Steck
mia.steck.wg23@wharton.upenn.edu
Dartmouth College, Hanover, NH
B.A., Economics and Earth Science, 2017

Expand access to high-quality care to historically underserved communities, with a focus on serious mental illness.

Vanna Health, San Francisco, CA
General Manager, 2022-Present
Led pilot launch in our first market, owning the relationship with our ACO partner and all coordination across clinical, product, analytics, and community teams. Built local community partner network, owning all steps from preliminary research to outreach and relationship development with priority partners. Contributed to additional launch priorities including clinical team hiring, operating protocol creation, product design, and pitch development

Firsthand, New York, NY
Partnership Development Intern, 2022
Coordinated with peer specialists, EMS agencies, and Firsthand leadership to develop co-response and partnership models for 911 calls for behavioral health patients, with the end goal of improved patient experience, better trust, and ED diversion (when appropriate).

Park Slope Volunteer Ambulance Corp.
Crew Chief and EMT, 2019-Present
Experienced member managing critical prehospital patient care and transport, leading 2-3 person crews on 911 calls throughout the COVID-19 pandemic, totaling 1,000+ hours of service. Served a large, diverse community facing significant barriers to care, including access to stable housing and language barriers. Led orientation and field training of 30+ new members, including protocol, bedside manner, patient communication, and scene management

Michael F. Temple
michael.temple.wg23@wharton.upenn.edu
Duke University, Durham, NC
B.S., High Distinction, Magna Cum Laude, Economics, 2016

An opportunity to invest in and scale technology-enabled healthcare companies.

Redesign Health, New York, NY
X Ventures, Summer 2022
Hired 2 Industry Advisors and led 50+ expert interviews to develop a comprehensive business plan for a tech-enabled healthcare company (sector and company details confidential).

Pamlico Capital, Charlotte, NC
Private Equity Associate, 2018-2021
Completed 3 platform investments, 4 add-on acquisitions, and 1 realization, totaling >$650mm of enterprise value. Helped identify investment opportunities by spearheading theme-driven market research, attending industry conferences, and networking with 20+ prospective Industry Advisors. Conducted business and industry diligence for 150+ investment opportunities, facilitated 30+ management meetings, prepared 5 investment committee memoranda, and negotiated 6 financings. Participated in 50+ board meetings, performed add-on acquisition diligence, supported organic growth initiatives, and reported to Limited Partners across 4 portfolio companies.

SVB Leerink, Charlotte, NC
Healthcare Investment Banking Analyst, 2016-2018
Conducted financial and valuation analyses, developed investment memoraanda, managed buyer outreach, facilitated due diligence, and performed industry research as the M&A advisor to clients across 13 engagements and 5 healthcare subsectors (healthcare technology, physician services, lab services, payer services, and pharmaceutical sectors).

Camille E. Trangsrud
camille.trangsrud.wg23@wharton.upenn.edu
Northwestern University, Evanston, IL
B.A., Magna Cum Laude, History & Political Science 2014

An opportunity to bring out meaningful change in healthcare delivery by providing firms with access to capital and financial expertise.

Goldman Sachs, New York, NY
Summer Associate, Summer 2021
As Summer Associate in the Healthcare coverage group, supported deal teams across services, diagnostics, consumer health, and pharmaceuticals sub-verticals. Acted as member of the lead financial advisory team to a $5B services company in the spin-off of its home health and hospice segment, valued at $1B. Acted as member of the lead financial advisory team for a $16B diagnostics company in the upcoming spin-off of its clinical development segment. Acted as member of lead financial advisory team to a $440B consumer products company in the upcoming spin-off of its consumer health segment.

Deloitte Consulting, Chicago, IL
Human Capital Analyst to Manager, 2014-2021
Led business transformations for healthcare and life sciences clients across HR, Finance, and Supply Chain. Facilitated design workshops for top executives and city officials to support COVID-19 recovery strategies for the city of Chicago. Directed HR customer experience and process improvement initiatives across a wide range of clients. Led large client teams in shared services implementations and knowledge strategy transformations. Spearheaded national expansion of immersive learning program dedicated to junior consulting staff continuing education.
An opportunity to improve health outcomes through product and service strategies that bridge care gaps around access, delivery, and unmet needs.

Genentech, South San Francisco, CA
Commercial Summer Associate, Summer 2022
Created US launch plan for neuroimmunology product line extension to enable early preparation. Socialized plan with marketing, global, medical, analytics and brand leadership. Developed recommendations on early actions to strengthen competitive differentiation, which were adopted into launch plan.

PwC Strategy&, New York, NY
Senior Associate, 2020-2021
Consulted health systems on growth, patient experience, and product/service strategy. Select projects include: Led 3 workstreams for a top 5 US health system enterprise strategy and aligned 10+ client stakeholders, including CIO and CSO, on the strategy. Managed 3-person UI/UX design team to create product prototypes and developed product business case ($140M potential revenue) for a regional health system. Led COVID-19 model development to project bed deficits for a national health system. Drove end-to-end implementation preparation for a national health system organization restructure.

An opportunity to develop innovative solutions that improve the affordability and accessibility of health care.

CVS Health, Remote Work
HealthHUB Product Development Intern, Summer 2022
Delivered the business case for HealthHUB’s B2B Gaps in Care program, quantifying the internal annual EBIT impact to CVS Enterprise and program ROI for health plans. Conducted internal discussions across all CVS lines of business to gather inputs and assumptions. Presented findings to senior HealthHUB and Enterprise leaders so that business case can be leveraged in health plan contract negotiations.

Define Ventures, San Francisco, CA
MBA Intern, Summer 2022
Sourced and supported diligence of companies across the digital health ecosystem. Developed investment theses that was presented to senior management and crafted investment memos for successful deals.

An opportunity to build, invest in, and lead cutting-edge digital health companies that will transform the way healthcare is delivered and consumed.

RubiconMD, New York, NY
Chief of Staff, 2019-2021
Advised co-founders (CEO and President) on company strategy, created and set company priorities and led cross-functional internal and external initiatives. Drove closure of Series C round of financing, securing $18M in incremental funding for the company. Managed relations with Board of Investors, negotiated and signed contracts with strategic partners, and revamped internal processes such as recruiting and performance management.

Bain and Company, Boston, MA
Senior Associate Consultant, 2017-2018
Advised clients from healthcare services, insurance, and tech industries on key strategic and operational issues. Conducted commercial due diligences to inform private equity investment decisions through a rotation in Bain’s private equity group.
Alex Warshauer, M.D.
alexander.warshauer.wg23@wharton.upenn.edu
Boston College, Chestnut Hill, MA
B.S., Summa Cum Laude, Biochemistry, 2014
Perelman School of Medicine, University of Pennsylvania, Philadelphia, PA. M.D., 2018

An opportunity to build stronger clinical teams and impact patients both in and out of the operating room.

University of Pennsylvania Health System, Philadelphia, PA
Resident Physician in General Surgery, 2018 – present
Oversee, educate, and mentor clinical teams of four to eight persons, including junior physicians, medical students, and nurse practitioners to provide patient care. Serve as the Chair of the Resident Executive Council to advocate for surgical residents to Surgery Department leadership and the hospital Graduate Medical Education office.

University of Pennsylvania Health System, Philadelphia, PA
Researcher in Trauma Surgery, 2017-2018
Investigated the impacts of penetrating trauma on long-term quality of life for patients involved with gun violence and presented this research at multiple trauma conferences.

Boston College Emergency Medical Services, Chestnut Hill, MA
President, Director of Education, 2010-2014
Managed 15 officers to operate a state licensed ambulance service and provide 8000 hours of coverage annually. Collaborated with the Dean of Students, Police Chief, and other university officials to devise large event coverage plans. Established a Disaster Response Team to react to incidents on campus, including the Boston Marathon bombing.

Alex Wess
alexander.wess.wg23@wharton.upenn.edu
Washington University in St. Louis, St. Louis, MO
B.A., Psychology, 2015

An opportunity to build mission-driven digital health companies as an early team member.

Redesign Health, New York, NY
New Ventures Intern, Summer 2022
Led in-depth research and innovation processes for a potential investment in care delivery for residents of senior living communities. Partnered with the founding team of an operating company, Fort Health, to build sales playbook and infrastructure.

Aledade, Inc., Bethesda, MD
Clinical Innovation Coordinator, 2019-2021
Implementation Specialist, 2017-2019
Operations Fellow 2016-2017
Drove company success in multiple roles during growth from 60 to 500+ employees and 35,000 to 1.2M patients under management in accountable care models. Led new intervention research and implementation focused on specialty care and referral costs, accounting for $6B across company’s Medicare, Medicaid and commercial populations. Managed diverse, cross-functional teams to onboard new practices into Aledade’s network, working alongside independent primary care physicians and staff to implement value-based care workflows. As executive assistant to the CEO, executed day-to-day human resources and business operations functions, organized Board of Directors’ activities and provided organizational and editorial assistance to the Brookings Institutions’ Summit on Healthcare Markets.

Travus J. White, M.D.
travus.white.wg23@wharton.upenn.edu
University of Florida, Gainesville, FL
B.S., Cum Laude, Psychology, 2010
University of Florida College of Medicine, Gainesville, FL. M.D., 2015

An opportunity to design the policies, structures and strategies that transform how providers and health care systems deliver care.

McKinsey & Company, Philadelphia, PA
Summer Associate, Summer 2022
Worked with a large medical device company on improving their customer journey through segmentation. Created a data-driven approach to segment 7,000 surgeons into archetypes to drive customized marketing, education, and research engagement.

The Children’s Hospital of Philadelphia, Philadelphia, PA
Pediatric Cardiology Fellow, 2019-2022
Completed a fellowship in pediatric cardiology with a focus on outpatient pediatric cardiology. Research focused on the impact of telemedicine during the COVID-19 pandemic and a retrospective review of surgical conduit outcomes. Led a quality improvement project focusing on patient transfer between cardiac units and served on the Graduate Medical Education Committee and its Executive sub-committee.

Children’s Hospital Los Angeles, Los Angeles, CA
Pediatrics Resident, 2016-2019
Completed the Education Track, culminating in the creation of a trainee curriculum focused on the impact of patients’ and families’ spiritual beliefs on their care and decision-making. Led a quality improvement initiative regarding discharge timeliness and served on the Graduate Medical Education committee.
Eric D. Winter
eric.winter.wg23@wharton.upenn.edu
Muhlenberg College, Allentown, PA
B.S., magna cum laude, Neuroscience, Religion Studies, 2016
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2023

An opportunity to leverage my understanding of clinical medicine and healthcare delivery structures to improve patient access, experience, and outcomes.

Boston Consulting Group, Philadelphia, PA
Summer Consultant, Summer 2022
Worked with a large biopharmaceutical company to build out predictive algorithm designed to identify patients at risk of chronic disease progression. Used published literature and clinical guidelines to map out patient journey and medical management for specific disease indications, and collaborated with machine learning experts to translate this information into a proactive risk prediction model.

Wellsheet, Philadelphia, PA
Research Consultant, 2021-2023
Evaluated the association between Wellsheet use and clinical outcome measures across all hospitals at a large academic health system. Interfaced with Wellsheet executive leadership and senior-level hospital administrators to identify project objectives. Employed statistical methods to analyze data and drafted manuscript for publication in a peer-reviewed medical journal.

Jordan Health, Rochester, NY
Population Health Informatics Specialist, 2016-2018
Served on the Practice Transformation Team, a group dedicated to preparing Jordan Health for a $6.4B Medicaid payment reform initiative. Helped secure ~1.5M annual project funding for our organization. Engaged with practice leadership to design new patient-facing positions to reduce scheduling errors and improve care coordination. Authored job descriptions and initiated pilot programs at three flagship clinics.

Taylor A. Worthy
taylor.worthy.wg23@wharton.upenn.edu
Brown University, Providence, RI
B.A., Public Health & Business, 2017

An opportunity to drive systemic change through strategic and innovative solutions that improve health equity and overall patient experience.

Strategy&, New York, NY
Summer Senior Associate, Summer 2022
Conducted transformation planning and design for a leading integrated health plan. Developed critical decision strategies for effective and timely deployment of a new member platform across multiple regions.

Optum, Boston, MA
Senior Analyst, 2020-2021
Analyst, 2018-2020
Analyzed provider operational data to contribute to new business deal pursuits and communicated value propositions to key C-suite stakeholders. Managed end-to-end due-diligence efforts by gathering insights across client departments to inform strategic outsourcing partnerships worth ~$1.2B in combined total contract value. Coordinated between sales and marketing functions by aligning priorities to create impactful content for transformational partnership executives at client leadership briefing days, influencing partnership progression.

Health Advances, Newton, MA
Director, 2021
Engagement Manager, 2019-2021
Consultant, 2018-2019
Senior Analyst, 2016-2018
Analyst, 2015-2016
Advised leading and emerging medical device, biopharma, and diagnostic companies across numerous therapeutic areas. Project work included commercial strategy, commercial due diligence, market access strategy, market and competitive assessments, asset prioritizations, and data-driven forecasts and publications.

Jessica Izhakoff Yellin
jessica.izhakoff.wg23@wharton.upenn.edu
Harvard University, Cambridge, MA
A.B., Cum Laude, Biology, Statistics Minor, 2015

An opportunity to help solve complex patient care challenges through innovative medical devices and technologies.

Becton Dickinson, Franklin Lakes, NJ
Strategy and Business Development Intern, Summer 2022
Evaluated potential market opportunities and potential acquisition candidates in a large, but nascent, category of medical devices adjacent to the Company’s market-leading portfolio of Medication Delivery Solutions (MDS).

UnitedHealthcare, Boston, MA
Business Analyst, 2017-2018
Completed a future leader rotational program focused on driving operational initiatives in UHC’s Medicare and Medicaid businesses. Evaluated trends for claim denial root causes by pulling and synthesizing data, which informed a new team-wide Provider Outreach Program that decreased overall denial rates by 4% over a 3-month period. Developed strategic design process tools to enhance member experience design methodology, by leveraging market research reports from consulting firms, patient journey maps and internal data.
Alex Yoo
dong.wook.yoo.wg23@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A., Magna Cum Laude, Biology, 2015
The Wharton School of the University of Pennsylvania, Philadelphia, PA
B.S. in Economics, Magna Cum Laude, Environmental Policy and Risk Management, 2015
An opportunity to help bring breakthrough therapies to patient populations with large unmet needs through a commercial strategy or business development role in a biopharmaceutical company.

Pfizer, New York, NY
Pharmaceutical Marketing Summer Associate, Summer 2022
Partnered with cross-functional colleagues and external vendors to develop and implement omnichannel marketing tactics to better target healthcare professionals with branded assets across multiple platforms (Twitter, websites, conferences).

Vynamic, Philadelphia, PA
Senior Manager, 2020-2021
Manager, 2019-2020
Advised biopharmaceutical clients on product launch strategy, operational excellence, and DE&I strategy. Project highlights include developing diversity, equity, and inclusion initiatives for US Oncology division of a large pharmaceutical company, analyzing impact of COVID-19 on other respiratory diagnostics and surveillance systems, and addressing key drivers of product quality complaints through manufacturing and distribution changes.

Putnam Associates, Boston, MA
Consultant, 2018-2019
Senior Associate Consultant, 2017-2018
Associate Consultant, 2015-2017
Managed project teams, provided analytical support, and developed strategic recommendations for biopharmaceutical companies across multiple therapeutic areas including oncology, rare diseases, vaccines, and CNS disorders. Project work included product launch strategy, pricing and reimbursement strategy, patient opportunity mapping, commercial opportunity assessment, and value-proposition development.

Alex T. Zhang
alex.zhang.wg23@wharton.upenn.edu
New York University, New York, NY
B.S., Magna Cum Laude, Finance and Statistics, 2016
University of Pennsylvania Law School, Philadelphia, PA
J.D. Candidate, 2023
An opportunity to invest in and catalyze growth for leading healthcare companies to improve care design and patient outcomes.

Apollo Global Management, New York, NY
Credit MBA Summer Associate, Summer 2022
Evaluated healthcare services and opportunistic investments as part of Apollo’s $360B credit team. Operated as sole investing professional on capital structure arbitrage pitch, handling diligence, financial modeling and investment committee presentation.

Athyrium Capital Management, New York, NY
Private Equity & Situational Investing Associate, 2017-2020
Evaluated and executed healthcare debt and equity investments for funds with $4B of committed capital. Structured, negotiated, and executed 10 deals which deployed $460M, funding CDMOs, hospices, MCOs, provider groups, and life science companies. Directly supervised 4 associates on projects to optimize associate training process.

Rothschild, New York, NY
Restructuring Analyst, 2016-2017
Produced presentations, valuations, and debt document turnaround strategies that led to corporate reorganization strategies for clients. Prepared board presentations and financial models as advisor to rue21 on its Chapter 11 bankruptcy and comprehensive restructuring of $821M of debt, working with C-suite to manage liquidity to allow the company to emerge from bankruptcy.

Jasmine Zhang
jianan.zhang.wg23@wharton.upenn.edu
University of Waterloo, Waterloo, Canada
An opportunity to make an impact in the commercialization of innovative medicines to bring novel treatments to patients.

Genentech, South San Francisco, CA
Commercial Marketing Intern, Summer 2022
Developed launch plan for new product configuration for the company’s first drug / device combination product to improve safety for patients and workflow efficiency for physicians.

Oliver Wyman, New York, NY
Engagement Manager, 2021
Associate, 2019-2020
Senior Consultant, 2018
Consultant, 2016-2017
Acted as team lead, managing teams of consultants, serving as primary client contact and directing project execution across multiple strategy and implementation engagements. Completed 15 projects for clients across healthcare, financial services, airline, and consumer goods industries in the U.S. and Middle East, primarily working with payers in the Medicare space.
An opportunity to invest in and build leading healthcare services and technology companies.

**Anomaly Capital Management, New York, NY**
*Equity Analyst, Summer 2022*
Analyzed public equities for $2B long/short hedge fund. Successfully pitched meaningful position in agriculture company with compelling primary research. Identified and evaluated food delivery idea.

**Diagram Ventures, Montreal, Canada**
*Senior Associate, 2020-2021*
Created formal Investment Committee process and closed 3 seed, 4 bridge, and 2 Series A rounds; directly coached PortCo founders on fundraising. Served as board observer for Dialogue, Canada’s leading telemedicine platform.

**Morgan Stanley Capital Partners, New York, NY**
*Private Equity Associate, 2018-2020*
Evaluated buyout opportunities in healthcare, industrials and education industries. Lead associate on investment in tech-enabled healthcare member communications company (~$15M in EBITDA at time of acquisition), and worked with management to grow business ~40% via vertical integration of a supplier, executing tangible cost savings, and pricing improvements. Evaluated buyouts of hybrid education business, brick-and-mortar tutoring business, and branded pet care business.

**Bank of America Merrill Lynch, New York, NY**
*Investment Banking Analyst, 2016-2018*
Advised ~$138M IPO of Rhythm Pharmaceuticals, a rare disease biotech. Engaged in diversity recruiting and conducted training, helping achieve near gender parity on the healthcare team.
2022
Internship Sponsors

The following organizations provided internships for Health Care Management Students in Summer, 2022.

25MADISON
New York, NY

7WIREVENTURES
New York, NY & Chicago, IL

ALIX VENTURES
San Francisco, CA

ANOMALY
New York, NY

APOLLO
New York, NY

ARCELLX
San Mateo, CA

ASCEND PARTNERS
New York, NY

ATOMIC VC
San Francisco, CA

BCG
Philadelphia, PA

BCG
San Francisco, CA

BCG
Los Angeles, CA

BECTON DICKINSON
Franklin Lakes, NJ

CEDAR HEALTH
New York, NY

CVS HEALTH
Woonsocket, RI

DAVITA
Denver, CO

DCVC
Palo Alto, CA

DEFINE VENTURES
San Francisco, CA

DEVOTED HEALTH
Eagan, MN

DOXIMITY
San Francisco, CA

DUOS
Remote

ELI LILLY
San Francisco, CA & Indianapolis, IN

FLAGLER HEALTH
Miami, FL

FRAME FERTILITY
Remote

FRANKLIN TEMPLETON
San Mateo, CA

GENENTECH
San Francisco, CA

GILEAD SCIENCES
Foster City, CA

Goldman Sachs
New York, NY

GOOGLE
Mountain View, CA

HEALTH CATALYST CAPITAL
New York, NY

HEALTHVERITY
Philadelphia, PA

HIMS & HERS
San Francisco, CA

HUMANA
Louisville, KY

JP MORGAN
Boston, MA

MASSHEALTH
Boston, MA

MCKINSEY & COMPANY
Jersey City, NJ

MCKINSEY & COMPANY
Philadelphia, PA

MINT HOUSE
New York, NY

MORGAN STANLEY
San Francisco, CA

OUA
New York, NY

OXEON VENTURE STUDIO
New York, NY

PATINA HEALTH
Philadelphia, PA

PFIZER
New York, NY

PLANETA
Sicily, Italy

PWC
New York, NY

RA CAPITAL
Boston, MA

RAINE GROUP
New York, NY

REDESIGN HEALTH
New York, NY

REGENERON
Tarrytown, NY

PENN MEDICINE
Philadelphia, PA

SILVER POINT CAPITAL
Greenwich, CT

STELLAR HEALTH
New York, NY

STEWARD HEALTH CARE
Boston, MA

SV HEALTH INVESTORS
Boston, MA

THIRTY MADISON
New York, NY

THOMPSON STREET CAPITAL PARTNERS
St. Louis, MO

TWINE VENTURES
San Francisco, CA

VANNA HEALTH
San Francisco, CA

ZENDESK
San Francisco, CA
Administration

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

NICOLAJ SIGGELKOW, 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
2022
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.

ALEX APTEKMAN
360 Behavioral Health
Los Angeles, CA

MICHAEL KLEIN
5AM Ventures
San Francisco, CA

STACY ABRISHAMI
Accenture, LLP
Chicago, IL

ROBERT C. MCDONALD, MD
Aledo Consulting, Inc
Indianapolis, IN

BRENTON FARGNOLI, MD
AlleyCorp
New York, NY

PAUL TIRJAN
AllSpire Health Partners
West Conshohocken, PA

LISA A. LACASSE
American Cancer Society Cancer Action Network
Washington, DC

THOMAS C. ZIPP
Antares Pharma, Inc
Malvern, PA

RAMI ELGHANDOUR
Arcelix
Redwood City, CA

MARK CHIN
Arix Bioscience
London, UK

COLIN KEELER
atai Life Sciences
New York, NY

B. A. SILLAH, MD
Avesta76 Therapeutics
Philadelphia, PA

TOM MAGNUSON
Bain and Company
New York, NY

CHIA H. WU, MD
Baylor College of Medicine
Houston, TX

MARIE HA
BD
Boulder, CO

VIVIAN HSU
Bill & Melinda Gates Foundation
Mercer Island, WA

VASANTH SUBRAMANIAN
Boston Consulting Group
New York, NY

ANDY SCOTT
Bright Health
New York, NY

FERNANDO TORRES
CarePathRx
Atlanta, GA

VIDUR MAHajan, MD
Centre for Research in Imaging, Neurosciences & Genomics
New Delhi, India

VIK BAKHRU, MD
Circulo Health
Los Angeles, CA

SALLY POBLETE
Circulo Health
New York, NY

CHASE JONES
Cityblock Health
Raleigh, NC

YANG HU
Clinton Health Access Initiative
Phnom Penh, Cambodia

PAMELA RODMAN
Columbia University
New York, NY

RAVI N. SHAH, MD
Columbia University Dept of Psychiatry
New York, NY

JAMIE RICHTER
Compliance Architects
Saint Davids, PA

RICHARD WHELTON
Congruence Medical Solutions
Tenafly, NJ

SAPNA JETHWA
Consonance Capital Partners
New York, NY

HARRIS DRANTCH
Coppermine Capital
Boulder, CO

ARIANA CHEHRAZI
Cricket Health
Palo Alto, CA

DAN GEOFFRION
DaVita
Minneapolis, MN

GIULIA PETERLONGO
DaVita
Denver, CO

MARC MONTSERRAT
Deepcell, Inc
Menlo Park, CA

REED VAN GORDEN
Deeppath Capital
Chicago, IL

ALEXANDER SCHUTH, MD
Denali Therapeutics
South San Francisco, CA

TINA KIND
DTS Group
Orlando, FL

KENNETH CUSTER, PH.D.
Eli Lilly
Zionsville, IN

BRANDON EINSTEIN, MD
Enhanced Healthcare Partners
Salt Lake City, UT

CECILIA SUN
Entrada Therapeutics
Boston, MA

JOSH MAGID
Evercore
New York, NY

ADAM LESSLER, MD
Evidity Health Capital
New York, NY

JUSTIN LORING
Flatiron Health
New York, NY

WESLEY NURSS
Formerly with Marshall Wace
New York, NY

VIKAS GOYAL
formerly with Pandion Therapeutics
Cambridge, MA

VISALI RAMANATHAN
Genentech
San Francisco, CA

ANDREW BARNELL
Geneoscopy
St Louis, MO

SAMIR MALIK
First Hand Health
New York, NY

BRIAN CHOI, MD
George Washington University Medical Faculty Associates
Washington, DC

MO YANG
GI Partners
San Francisco, CA

NATHAN LIPKIN
GI Partners
San Francisco, CA

DIVYA COHEN, MD
Google
Mountain View, CA

BRET TENENHAUS
Great Point Partners
Greenwich, CT

JEFF GOODMAN
Guardant Health
Redwood City, CA

JEFF GOODMAN
H.J.G. Capital
Boston, MA

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

BEN KATZ
Happy Head, Inc
Los Angeles, CA
<table>
<thead>
<tr>
<th>Name</th>
<th>Company</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lisa Perlmutter</td>
<td>Health Hospitality Partners</td>
<td>Pittsburgh, PA</td>
</tr>
<tr>
<td>Saurabh Bhandali</td>
<td>Health Velocity Capital</td>
<td>San Francisco, CA</td>
</tr>
<tr>
<td>John Urquhart</td>
<td>HealthCare Royalty Partners</td>
<td>Boston, MA</td>
</tr>
<tr>
<td>Mihir Gandhi</td>
<td>Hims &amp; Hers</td>
<td>Belmont, CA</td>
</tr>
<tr>
<td>Atasha Jordan, MD</td>
<td>Hospital of University of Pennsylvania</td>
<td>Pasaden, CA</td>
</tr>
<tr>
<td>Phil Heifetz</td>
<td>Innovative Supply Solutions</td>
<td>Southampton, PA</td>
</tr>
<tr>
<td>Matt Nix</td>
<td>InstaMed, a JP Morgan Company</td>
<td>Philadelphia, PA</td>
</tr>
<tr>
<td>Benjamin Doranz, PH.D.</td>
<td>Integral Molecular</td>
<td>Philadelphia, PA</td>
</tr>
<tr>
<td>Maya Tsukernik</td>
<td>Janssen Pharmaceuticals</td>
<td>Titusville, NJ</td>
</tr>
<tr>
<td>Daniel Van Den Bergh</td>
<td>Kaiser Permanente Ventures</td>
<td>Oakland, CA</td>
</tr>
<tr>
<td>Brian Holzer, MD</td>
<td>Kindred Healthcare</td>
<td>Louisville, KY</td>
</tr>
<tr>
<td>Bhuvan Srinivasan</td>
<td>KKR</td>
<td>Mumbai, India</td>
</tr>
<tr>
<td>Dan Kennedy</td>
<td>Kyrus</td>
<td>Boston, MA</td>
</tr>
<tr>
<td>Gil Kaminski</td>
<td>Laguna Health</td>
<td>Philadelphia, PA/Tel Aviv, Israel</td>
</tr>
<tr>
<td>Ben Herman</td>
<td>LightBay Capital</td>
<td>Los Angeles, CA</td>
</tr>
<tr>
<td>Geoff Meyerson Partners</td>
<td>Locust Walk</td>
<td>Boston, MA</td>
</tr>
<tr>
<td>John Schwarz</td>
<td>Main Line Health</td>
<td>Bryn Mawr, PA</td>
</tr>
<tr>
<td>Mike Kiejowski</td>
<td>MedCrypt</td>
<td>Encinitas, CA</td>
</tr>
<tr>
<td>Daniel Branco, MD, PH.D</td>
<td>Medicinaria</td>
<td>San Diego, CA</td>
</tr>
<tr>
<td>Tony Balda</td>
<td>Medicomp, Inc</td>
<td>Melbourne, FL</td>
</tr>
<tr>
<td>Siddharth Damania</td>
<td>Medtronic, Renal Care Solutions</td>
<td>Nashville, TN</td>
</tr>
<tr>
<td>Heather Aspras</td>
<td>Merck</td>
<td>North Wales, PA</td>
</tr>
<tr>
<td>Joe Anderson</td>
<td>Nautic Partners</td>
<td>Providence, RI</td>
</tr>
<tr>
<td>J. C. Lopez, MD</td>
<td>New Enterprise Associates</td>
<td>San Francisco, CA</td>
</tr>
<tr>
<td>Ali Behbahani, MD</td>
<td>New Enterprise Associates</td>
<td>Chevy Chase, MD</td>
</tr>
<tr>
<td>Meagan Barkett</td>
<td>NorthStar Anesthesia</td>
<td>Washington, DC</td>
</tr>
<tr>
<td>Naslin Rasheed</td>
<td>Novartis APAC &amp; MEA</td>
<td>Singapore</td>
</tr>
<tr>
<td>Yi-An Ko</td>
<td>Optum</td>
<td>Washington, DC</td>
</tr>
<tr>
<td>Sam Holliday</td>
<td>Oshi Health</td>
<td>New York, NY</td>
</tr>
<tr>
<td>Michal Gattnar</td>
<td>Pavis Capital</td>
<td>Mill Valley, CA</td>
</tr>
<tr>
<td>Leslie Koby</td>
<td>Pfizer</td>
<td>New York, NY</td>
</tr>
<tr>
<td>Chris Fikry, MD</td>
<td>PPD</td>
<td>Wilmington, NC</td>
</tr>
<tr>
<td>Ming Fang</td>
<td>Redmile Group</td>
<td>San Francisco, CA</td>
</tr>
<tr>
<td>Kari Brotemarkle</td>
<td>Roche Pharmaceuticals</td>
<td>Stockholm, Sweden</td>
</tr>
<tr>
<td>David Wilkinson</td>
<td>Russell Street Ventures</td>
<td>Nashville, TN</td>
</tr>
<tr>
<td>Nancy Wang</td>
<td>Sidecar Health</td>
<td>San Francisco, CA</td>
</tr>
<tr>
<td>Eric Bell</td>
<td>SpringRock Ventures</td>
<td>Seattle, WA</td>
</tr>
<tr>
<td>Christine Casey</td>
<td>SPS Health</td>
<td>Denver, CO</td>
</tr>
<tr>
<td>Neil Bansal</td>
<td>SPS Health</td>
<td>New York, NY</td>
</tr>
<tr>
<td>Ben Rooke</td>
<td>ST Advisors</td>
<td>Sonoma, CA</td>
</tr>
<tr>
<td>Shubhra Jain</td>
<td>Syrona Ventures</td>
<td>Philadelphia, PA</td>
</tr>
<tr>
<td>Rishi Reddy</td>
<td>Tarsadia Investments</td>
<td>Newport Beach, CA</td>
</tr>
<tr>
<td>Rishik Reddy</td>
<td>TCR2 Therapeutics</td>
<td>Cambridge, MA</td>
</tr>
<tr>
<td>Brett Cohen</td>
<td>The Mentor Network</td>
<td>Boston, MA</td>
</tr>
<tr>
<td>Matt Schulz</td>
<td>The Vistria Group</td>
<td>Chicago, IL</td>
</tr>
<tr>
<td>Cary Peffer, MD</td>
<td>Third Rock Ventures</td>
<td>Boston, MA</td>
</tr>
<tr>
<td>Lorence Kim, MD</td>
<td>Third Rock Ventures</td>
<td>New York, NY</td>
</tr>
<tr>
<td>Bob Huang</td>
<td>Tikehau Capital</td>
<td>Singapore</td>
</tr>
<tr>
<td>Jotham Klein</td>
<td>Tilia Holdings</td>
<td>Chicago, IL</td>
</tr>
<tr>
<td>Lindsay Herman</td>
<td>UCLA Health</td>
<td>Los Angeles, CA</td>
</tr>
<tr>
<td>Navid Gharavi</td>
<td>Varsity Healthcare Partners</td>
<td>Los Angeles, CA</td>
</tr>
<tr>
<td>Pitou Devgon, MD</td>
<td>Velano Vascular (acquired by BD)</td>
<td>Philadelphia, PA</td>
</tr>
<tr>
<td>Alex Rosen, MD</td>
<td>Venrock</td>
<td>New York, NY</td>
</tr>
<tr>
<td>Harry Barber, MD</td>
<td>Venrock</td>
<td>New York, NY</td>
</tr>
<tr>
<td>Richard Lee, MD</td>
<td>Well Cornell Medical College</td>
<td>New York, NY</td>
</tr>
<tr>
<td>(John) Patrick Dougherty</td>
<td>WindMIL Therapeutics</td>
<td>Philadelphia, PA</td>
</tr>
<tr>
<td>Derek Yuan, MD</td>
<td>Zai Lab</td>
<td>Shanghai</td>
</tr>
<tr>
<td>Tim Abbot</td>
<td>Zenyth Partners</td>
<td>Great Neck, NY</td>
</tr>
</tbody>
</table>
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

ABBY E. ALPERT, PH.D.
Assistant Professor, Health Care Management, The Wharton School

EUGENIO ANESSI, PH.D.
Professor, Public Management, Bocconi University Graduate School of Management, Milan, Italy; Senior Fellow, Health Care Management, The Wharton School

DAVID A. ASCH, M.D., M.B.A.
Executive Director, Penn Medicine Center for Health Care Innovation; Professor of Medicine, Perelman School of Medicine at the University of Pennsylvania; Professor, Health Care Management, The Wharton School.

THOMAS E. BAKER, J.D.
William Maul Measey Professor of Law and Health Sciences, University of Pennsylvania Law School; Professor of Health Care Management, The Wharton School

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

MOLLY CANDON, PH.D.
Research Assistant Professor, Center for Mental Health, Department of Psychiatry, Perelman School of Medicine, Assistant Professor of Health Care Management, The Wharton School

PATRICIA M. DANZON, PH.D.
Celia Z. Moh Professor Emeritus of Health Care Management, The Wharton School

GUY DAVID, PH.D.
Chair, Health Care Management Department, and Director, Health Care Management Program, The Wharton School

BENJAMIN DORANZ, PH.D., M.B.A.
President and CEO, Integral Molecular Senior Fellow, Health Care Management, The Wharton School

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

HANMING FANG, PH.D.
Professor of Economics, University of Pennsylvania, Professor, Health Care Management, The Wharton School

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

HENRY A. GLICK, PH.D.
Professor of Medicine, Perelman School of Medicine at the University of Pennsylvania; Professor, Health Care Management, The Wharton School

DAVID GRANDE, M.D.
Associate Professor of Medicine, Perelman School of Medicine, Associate Professor of Health Care Management, The Wharton School

ATUL GUPTA, PH.D.
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., M.A.
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 Sciences; 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. NICHBERGER, M.D.
Adjunct Professor and Senior Fellow, Health Care Management, The Wharton School

ALEXANDER OLSSON
Assistant Professor, Health Care Management, The Wharton School

MATESH S. PATIL, 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, 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.  
Lecturer and Senior Fellow, Health Care Management, Lecturer, Entrepreneurial Programs, The Wharton School

JEFFREY H. SILBER, M.D., Ph.D.  
Director, Center for Outcomes Research, The Children’s Hospital of Philadelphia; Professor of Pediatrics and Anesthesiology & Critical Care, Perelman School of Medicine at the University of Pennsylvania; Professor, Health Care Management, The Wharton School

JEFFREY A. SOLOMON, M.D., M.B.A.  
Acting Vice President of Clinical Affairs, XACT Robotics, Lecturer Health Care Management, The Wharton School

KEVIN G.M. VOLPP, M.D., PH.D.  
Director, Center for Health Incentives and Behavioral Economics, Leonard Davis Institute; Professor of Medicine, Perelman School of Medicine at the University of Pennsylvania; Professor, Health Care Management, The Wharton School

RACHEL M. WERNER, M.D., PH.D.  
Professor of Medicine, Perelman School of Medicine at the University of Pennsylvania School of Medicine; Professor and Senior Fellow, Operations and Information Management, Health Care Management, The Wharton School

JOHN J. WHITMAN, M.B.A.  
Executive Director, The TRECS Institute; Lecturer, Health Care Management, The Wharton School

The University of Pennsylvania values diversity and seeks talented students, faculty and staff from diverse backgrounds. The University of Pennsylvania does not discriminate on the basis of race, sex, sexual orientation, gender identity, religion, color, national or ethnic origin, age, disability, or status as a Vietnam Era Veteran or disabled veteran in the administration of educational policies, programs or activities; admissions policies; scholarship and loan awards; athletic, or other University administered programs or employment.

Questions or complaints regarding this policy should be directed to:
Executive Director,
Office of Affirmative Action and Equal Opportunity Programs
Sansom Place East
3600 Chestnut Street, Suite 228
Philadelphia, PA 19104-6106
215.898.6993 (Voice)
215.898.7803 (TDD)
©2022, The Trustees of the University of Pennsylvania.
All rights reserved.

Photography of students: adamgierkephotography.com