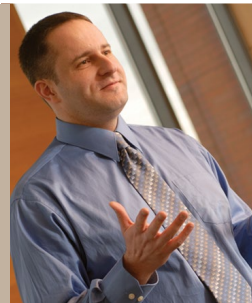
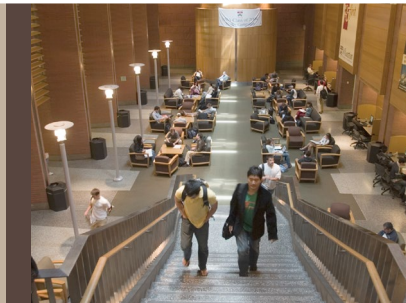


Wharton

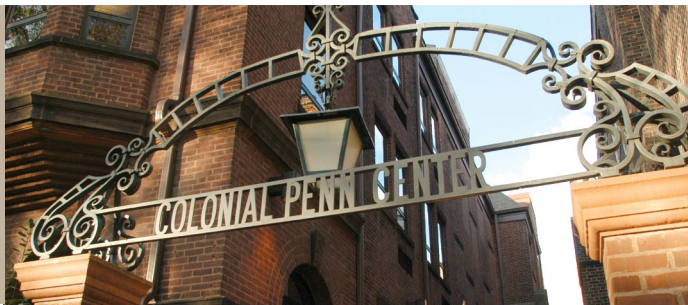


MBA Program in
Health Care Management

2021
RESUME
BOOK

Contents

Program Description	4
Curriculum	5
Graduates	6-31
Internship Sponsors	31
Health Care Program Mentors	32
Administration	33
Faculty	34-35



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

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

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

2021 Health Care Management



MBA Graduates

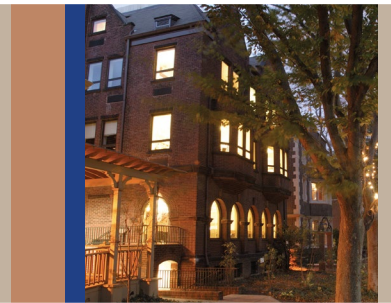
The University of Pennsylvania was founded by Benjamin Franklin in 1740. Although the University carries the name of the Commonwealth, it is not a state university but an independent, private, nonsectarian institution. As one of the country's earliest educational institutions, it has consistently initiated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

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

Today, the Wharton School has more than 480 faculty members teaching in both the graduate and undergraduate divisions and conducting a continually expanding volume of research. The 1,785 students in the master's degree program may choose from among more than 200 courses and over 19 majors and concentrations, a variety reflecting the fact that the Wharton education complements the career goals of the individual.

This brochure is provided to introduce you to the 2021 Wharton Health Care Management Program graduates.

We encourage you to consider these individuals for employment.



Program Description

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

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

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

Curriculum

The Wharton Management Core

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

Fixed Core:

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

Flexible Core:

Operations, Information, and Decisions

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

Marketing

- Dynamic Marketing Strategy
- Strategic Marketing Simulations

Communications

- Advanced Persuasive Speaking
- Communications Challenges for Entrepreneurs

Accounting

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

Corporate Finance

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

Macroeconomics

- Macroeconomics
- Introduction to Macroeconomics

Management

- Managing the Established Enterprise
- Managing the Emerging Enterprise

Legal Studies & Business Ethics

- Responsibility in Global Management
- Responsibility in Business

International Programs:

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

Global Immersion Program (GIP):

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

The Health Care Major Courses and Electives:

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

Required

- Health Services System
- Health Care Field Application Project

Electives

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

The Health Care Summer Internship

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

MBA Electives

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





Monica Adibe

adibe@wharton.upenn.edu
Stanford University, Stanford, CA
B.A., Human Biology and Political Science, 2013

An opportunity to build technology enabled healthcare products that address social determinants of health.

Facebook, Menlo Park, CA
*Product Marketing Manager MBA Intern
Summer 2020*

Developed segmentation and product strategy to activate a new type of public entity on the platform.

Doximity, San Francisco, CA
Manager, Strategic Analytics, 2016-2019
Collaborated with product, data, and sales leadership to develop client-facing tools to accelerate the sales development process. Developed go-to-market opportunity assessment and recommendation that was accepted by the Chief Commercial Officer. Advised 80-person commercial team on best practices for using data-driven sales materials in new business development.

Oliver Wyman, Washington, D.C.
Consultant, 2014-2016
Completed readiness assessment of a \$2.4B healthcare corporation's preparedness to transition to a value-based healthcare model. Devised strategy for a Fortune 100 insurance carrier to triple revenue in energy vertical; plan was adopted into company roadmap.

Mercer, Washington, D.C.
Government Consulting Analyst, 2013-2014
Developed strategy to bolster outreach and enrollment in Medicaid in the U.S. Virgin Islands, resulting in expedited Medicaid enrollment for nearly 4K additional residents. Improved New Mexico's oversight of its health insurance companies, including overhauling the state's reporting tools and training 20 state Medicaid workers to use the new tools.



Emily P. Arfman

emily.arfman.wg21@wharton.upenn.edu
Northwestern University, Evanston, IL
B.S., Cum Laude, Biomedical Engineering, 2015

An opportunity to build a new technology-enabled care delivery business that provides underserved populations with improved access to high quality, affordable, whole-person healthcare.

7wireVentures, Chicago, IL
Summer Associate, Summer 2020
Sourced and assessed early stage digital health companies for seed and series A investments out of a \$100M fund. Completed industry and business diligence within the behavioral health and care delivery space. Developed thought leadership for strategic limited partners and for external healthcare publications, with a focus on the effect of COVID-19 on digital health.

Oxeon Ventures & Eleanor Health, New York, NY
Strategy & Operations Lead, 2019
Developed clinical services model for comprehensive treatment of patients with substance use disorder. Led operational readiness for launch of first de novo clinic, including workflow design, staffing, and technology requirements. Developed partnership models with payers and complementary providers to accelerate growth.

Deloitte Consulting, New York, NY
Consultant, 2017-2019
Analyst, 2015-2017
Advised healthcare payers, providers, medical technology companies, and pharmaceutical companies on digital and innovation strategies. Led the development of a new technology venture within a leading Medicare Advantage payer that secured \$10M in external venture capital investment.



Chiaka N. Aribeara

chiakaar@wharton.upenn.edu
Harvard University, Cambridge, MA
A.B., Molecular and Cellular Biology, 2012
Stanford University School of Medicine, Stanford, CA
M.D. Candidate, 2021

An opportunity to combine my clinical and management training to improve health care delivery through innovation.

Stanford Hospitals and Clinics, Stanford, CA
Clinical Clerkship in Department of Pediatrics and Department of Radiology
Worked with physicians in the Department of Pediatrics and Department of Radiology to provide patient care during the COVID pandemic. Treated patients in the Pediatric ICU and developed patient care plans. Made appropriate diagnoses by interpreting full-body magnetic resonance imaging studies and developed treatment plans for cancer patients based on clinical judgment and evidence-based protocols.

Stanford University School of Medicine, Stanford, CA
Clinical Rotations 2017-2019
Coordinated with doctors and medical team to develop care plans for patients and provided direct patient care. Completed inpatient and outpatient rotations at Stanford Hospital and Clinics and affiliated Bay Area hospitals. Rotations included: Internal Medicine, General Surgery, Neurosurgery, OBGYN, Family Medicine, Psychiatry, Emergency Medicine, Cardiology, Neurology, Interventional Radiology. Conducted research with the Chair of the Department of Cardiothoracic Surgery and published research in peer-reviewed medical and scientific journals.

Cardinal Free Clinics, Palo Alto, CA
Cardiology Clinical Manager at Arbor Clinic 2015-2016
Managed the Cardiology Specialty Clinic at Arbor Free Clinic. Coordinated care for uninsured patients in Stanford Hospital Cardiology Department and scheduled cardiology appointments at Arbor Free Clinic. Oversaw general clinic operations, including scheduling physicians and clinic providers, monitoring patient appointment flow, and optimizing logistics to maximize efficiency.



Graham M. Attipoe

graham.attipoe.wg21@wharton.upenn.edu
Duke University, Durham, NC
B.S., Biology, 2017
Vanderbilt University School of Medicine,
Nashville, TN
M.D. Candidate, 2022

An opportunity to strategize the improvement of health care delivery through advancing innovation, developing medical technologies, and partnering with the companies that will define the future.

Windham Venture Partners, New York, NY

MBA Associate, Summer 2020

Sourced and conducted due diligence to evaluate series seed to B stage startups in the medical technology and digital health sectors. Presented industry, business, and financial diligence analysis to investment committee with focus on clinical applications

Boston Consulting Group, Seattle, WA

Summer Consultant, Summer 2020

Operated as a Social Impact Ambassador for BCG as a function of my summer MBA internship. Developed a roadmap for the repurposing of FDA-approved drugs in rare and orphan diseases.

Tennessee Titans, Nashville, TN

Administrative Assistant, 2017-2018

Managed schedule and appearances of the Tennessee Titans Football entertainment team and mascot. Coordinated halftime shows and fan engagement initiatives. Represented organization in a public relations role at charity, educational, and private events



Brett R. Baker

brett.baker.wg21@wharton.upenn.edu
Washington University in St. Louis, St. Louis, MO
B.S., Valedictorian, Biomedical Engineering, 2011

Solve difficult problems for leading healthcare companies—developing myself and others along the way.

Sanofi Pasteur, Swiftwater, PA

*Management Associate Program Intern,
Summer 2020*

Managed COVID-19 response taskforce for North America marketed products. Responsibilities spanned collection and analysis of customer insights, managing development of above-brand marketing strategies, and returning salesforce (remotely) to the field.

Boston Consulting Group, Boston, MA

Consultant 2017-2019

Associate 2015-2017

Consulted companies in strategic and operational topics across a variety of industries and functional areas. Selected experience includes: Data strategy formation for a medical device manufacturer, Integration Management Office for merger between two clinical trial services/technology companies, Human Resources integration for R&D business unit in top-10 pharma merger, market scan / due diligence for a major contract research organization (CRO), platform strategy development for technology company's AI asset, diagnostic technology assessment to identify investment opportunities for a non-profit organization.

MGH & BWH Center for Clinical Data Science, Boston, MA

Product Manager (BCG Externship) 2017-2018

Managed and deployed 2 radiology artificial intelligence software products across business case proposal, requirements gathering, software development, and implementation. Led team of 6 software developers to direct development.



Ibrahim Bengali

ibrahim.bengali.wg21@wharton.upenn.edu
Northwestern University, Evanston, IL
B.S., Industrial Engineering, 2014

An opportunity to leverage the latest consumer technology to improve people's lives, especially their mental and physical health.

Facebook, Menlo Park, CA

Product Strategy Intern, Summer 2020

Proposed 3 large product solutions to build over next 3-5 years in the growing online services space, after assessing products across Facebook's Family of Apps and identifying critical gaps at the Facebook Inc level

Oliver Wyman, Chicago, IL

Associate, Health & Life Sciences, 2014-2019

Led collaborative development of \$200-500M strategy projects and their initial implementation with payers and providers in the transition to value-based care, new front doors, county-level products and new technology solutions.

Ta'leef Collective, Chicago, IL

Staff Member, 2013-2019

Managed volunteers at 200+ annual events, with audiences up to 600; Grew team from 3 to 40+, resulting in 5,000+ volunteer hours, \$125,000 payroll savings and justifying Board to authorize full-time Chicago campus with annual ~\$1M budget. Provided coaching and preliminary counseling, triaging to licensed mental health professionals or spiritual guides



Benjamin S. Berman

benjamin.berman.wg21@wharton.upenn.edu
Tufts University, Medford, MA
B.A., Political Science, 2015

An opportunity to build and scale an innovative healthcare company from the ground up, focused on the direct to consumer pharmaceutical space.

Amazon, Seattle, WA

Senior Product Manager, Summer 2020

Developed business case, user stories, requirements, and business rules for change in Amazon operations projected to lead to \$420M in yearly savings by 2023. Led working group including software developers, machine learning experts, and operational program managers to stand up solution.

Deloitte Consulting, New York, NY

Consultant, 2016–2019

Designed and executed strategy for large-scale pharma patient services transformation; Orchestrated work-stream operations for 2 specialty drugs representing \$4B annual sales, from design to launch of patient support programs (co-pay, adherence, Hub services). Independently led standup of patient support services for pharma patient mobile application, including brand new contact center (telephony system, agent training, KPI adherence, etc.).

Mainely Burgers, Portland, ME

Co-Founder, 2011 - 2014

Founded gourmet food truck company servicing greater Portland area (3 trucks, 16 employees); 150% revenue growth from year 1 to year 2. Successfully lobbied City Council for food truck law. Featured on Food Network's Eat St.; Winner, Eater's "Maine's Best Burger;" Winner, 2013 Portland "Entreverge" Award.



Karlos D. Bledsoe

karlos.bledsoe.wg21@wharton.upenn.edu
Princeton University, Princeton, NJ
A.B., Ecology and Evolutionary Biology, 2015
Penn Law, Philadelphia, PA
J.D. Candidate, 2021

An opportunity to partner with an emerging team investing in early-stage healthcare innovation including exposure metabolic and/or rare diseases.

PRINCO, Princeton, NJ

Summer Associate Intern, Summer 2020

Diligence of venture and buyout managers including team evaluation, performance analyses, and investment decisions. Participated in reference calls, assessed co-investment opportunities, modeled returns waterfalls, and voted in capital commitment decisions.

Trinity, Boston, MA

Consultant, 2015-2018

Addressed strategic commercial questions for biopharmaceutical companies across company stages and therapeutic areas. Conducted indication prioritization work, forecasting, and go-to-market strategy. Combined financial, regulatory, epidemiological, and KOL inputs to generate models which informed both internal client decisions and external M&A activity. Led project work streams and managed junior team members.



J. Logan Brock

john.brock.wg21@wharton.upenn.edu
University of Colorado, Boulder, CO
B.A., Summa Cum Laude, Neuroscience, 2016
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2020

An opportunity to combine clinical, scientific, and business knowledge to improve health care through policy and novel therapeutics.

RTW Investments, LP, New York, NY

Research Intern, Summer/Fall 2020

Conducted investment diligence of small- and mid-cap biotechnology companies for a health care investment fund. Evaluated potential disease indications and therapeutic regimens to support portfolio companies' pipeline strategies. Assessed an in-licensing opportunity in the cardiovascular market for a portfolio company.

McKinsey & Company, Chicago, IL

Summer Associate, Summer 2020

Developed a safe return-to-work strategy for an employer of ~10,000 with an emphasis on COVID-19 testing. Performed cost and volume modeling of COVID-19 tests to evaluate potential employee safety paradigms. Communicated overall safe return strategy to senior leadership and entire North American workforce.

Longitude Capital, Menlo Park, CA

Research Fellow, Fall 2019

Analyzed the shift to value-based health care payments models and developed investment theses highlighting four promising new models, culminating in Longitude leading a \$64M investment in a company operating in the space.



Ross H. Brown

ross.brown.wg21@wharton.upenn.edu
Dartmouth College, Hanover, NH
A.B., Magna Cum Laude, Government, 2014

An opportunity to improve people's health and well-being through innovative, cost-effective strategies.

Accolade, Philadelphia, PA

Senior Manager – Strategy & Corporate Development, Fall 2020

Corporate Strategy Intern, Summer 2020

Supported corporate development team's analysis and execution of multi-year business strategy, including potential partnerships and acquisitions. Developed strategic recommendations for new product offering and presented to senior leadership.

Deloitte Consulting, Washington, DC

Senior Consultant, 2018-2019

Consultant, 2016-2018

Business Analyst, 2014-2016

Led and supported teams that developed improvement strategies for senior leaders at five federal health agencies, including the Military Health System (MHS), the Department of Veterans Affairs (VA), and the Department of Health and Human Services, among others. Sample projects included: designing pilot to address appointment wait time crisis at the VA and advising Commanding Officers of military hospitals how to improve quality of and access to care in MHS' largest market. Beyond client work, assessed viability of several potential internal product offerings and one potential acquisition, and made investment recommendations to firm leadership. Also managed team to develop internal communications for 2,000+ practitioners.



Catherine A. Bryt

catherine.bryt.wg21@wharton.upenn.edu
Dartmouth College, Hanover, NH
B.A., Cum Laude, Economics & Neuroscience, 2015

An opportunity to lead healthcare payment innovation to increase system efficiency while giving patients the power and incentive to choose affordable care.

Sibi Health, Philadelphia, PA

Founder and CEO, 2020-Present

Launched Sibi Health, a membership-based platform for patients to book and purchase healthcare services directly from providers. Recruited and managed team of 12. Built and scaled proprietary network of providers and hosted financial transactions. Developed channel partnerships for efficient distribution and revenue.

Brighton Health Plan Solutions, New York, NY

Chief of Staff to the CEO and CFO, 2018-2019

Partnered with C-Suite and external advisors to plan for spinoff and sale of business lines. Led SWAT team of department heads to close deals with key business partners, establish strategy and draft contracts. Managed forecasting, budgeting, sales compensation and Board communications.

MM.LaFleur, New York, NY

Senior Associate, Strategy, Analytics and FP&A 2017-2018

Associate, Strategy, Analytics and FP&A 2016-2017

Analyst, Customer Experience 2015-2016

Joined as 15th employee, helping grow revenue 1,000% to 200+ employees through Series A & B led by Meritech, Bessemer & Thrive Capital. Responsible for company's revenue targeting and alignment of management around targets. Delivered actionable insights and developed company-wide reporting and data standardization by managing a cross-functional team of department heads and engineering.



James C.S. Buxton, M.D.

James.buxton.wg21@wharton.upenn.edu
University College London, London, UK
B.Sc. Medical Science with Surgical Sciences, 1st Class, Dean's List, 2011
M.D., Medicine, 2014

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

Morgan Stanley, London, UK

Summer Associate, Summer 2020

Sourced, analyzed and presented biotech targets for strategic acquirers and sponsors in line with long-term therapeutic and modality areas of interest. Performed a range of valuation analyses of a large French pharma client. Produced a critical analysis of the EU healthcare IT landscape in light of COVID-19 tail and headwinds.

New Rhein Healthcare Investors, Philadelphia, PA

Consultant, 2020

Consultant on a due diligence for a series B investment in a medical device company. Provided a critical assessment of competitor products, FDA submission cadence and comparative trial design. Presented findings leading to a \$5M investment.

Imperial NHS Trust

Surgical Trainee, 2017-2019

Progressed through rotations in Cardiothoracic and Plastic Surgery completing over 300 operations. Ranked in the top 2% of candidates during national selection for training positions. Completed and presented research on peri-operative reduction of opioid use and prediction of post-operative complications.



Frank F. Cai

frank.cai.wg21@wharton.upenn.edu
Duke University, Durham, NC
B.S., Magna Cum Laude, Evolutionary Biology, 2015

An opportunity to improve the patient experience using technological innovation, strategic thinking, and operational excellence.

Boston Consulting Group, Summit, NJ
Summer Consultant, Summer 2020

Advised a large healthcare provider on commercialization strategy within two product groups: one COVID-19 "Return to Work" product and a concierge medicine service. Worked in conjunction with client marketing team to develop a revamped sales strategy to attract new customers in a virtual setting while supporting "Go-Live" operations for COVID-19 "Return to Work" initiative for large employers in NYC

Accenture, New York, NY
Strategy and Consulting Manager, 2015-2019

Worked with large payer and provider clients to optimize clinical operations and performance. Frequently conducted quantitative field studies and analysis of productivity data to decrease patient length of stay and generate cost savings. Select experience also included implementation of a new care management operating model for an 11-hospital health system and created a patient portal serving 80k+ patients for a large provider in the Midwest.

FrontDoor, New York, NY
Product and Operations Lead, 2018

Developed product roadmap and user stories for initial fall detector prototype customized for nursing and long-term care facilities.



Cody W. Carpenter

cody.carpenter.wg21@wharton.upenn.edu
University of California San Diego, La Jolla, CA
Ph.D., Nanoengineering, 2019
M.S., Nanoengineering, 2014
B.S., Nanoengineering, 2013

An opportunity to combine scientific expertise and business acumen to advance personalized medicine.

Eli Lilly, Indianapolis, IN
MBA Intern, Accelerated R&D Leadership Program, Summer 2020

Led cross-functional team of 9 in a virtual environment to define company's long-term strategy for a therapeutic area. Secured \$150K in funding and onboarded new team lead to implement strategic vision. Presented findings and recommendation to a panel of senior leaders including the Chief Scientific Officer and Chief Medical Officer.

University of California San Diego, La Jolla, CA
Ph.D. candidate in the Lipomi Research Group

Pioneered new field of research combining techniques in nanofabrication and behavioral psychology (co-authored 14 publications over entire academic career). Led interdepartmental team of four graduate students to develop a stroke rehabilitation device using augmented reality and haptic feedback.

Arytha Biosciences, LLC., Sorrento Valley, CA
Scientist (Employee #1)

Built out Arytha Biosciences' first operational lab, established supplier & vendor networks and negotiated \$500K in purchases. Led scale-up development of biologic formulation and demonstrated technology to investors, helping secure \$6M Series A funding round (\$30M valuation).



Sandy Cheung

sandy.cheung.wg21@wharton.upenn.edu
Northwestern University, Evanston, IL
B.A., Biological Sciences and Economics, 2015

An opportunity to support and provide strategic recommendations for health services and biopharma companies seeking to improve patient outcomes through innovative technology and novel therapies.

Credit Suisse, New York, NY
Investment Banking Summer Associate, Summer 2020

Advised health services, biopharma and medical devices companies on various financial transactions including an IPO, capital raise, and sell-side M&A process by utilizing various valuation methodologies and strategic assessments.

Accenture, Chicago, IL
Consultant, 2018-2019
Analyst, 2016-2018

Advised leading healthcare systems on operations strategy and technology transformations. Analyzed investment opportunities in digital technologies and advanced analytics that will drive growth and operational improvements for various health services companies. Identified areas for improvement on hospital EMR systems that will better workflow and care coordination. Led workstreams for hospital post-merger integration.



Michele Dragoescu

Michele.Dragoescu.wg21@wharton.upenn.edu
Stanford University, Stanford, CA
B.S., Materials Science & Engineering, 2012

An opportunity to generate and execute commercial strategies that bring novel therapeutics to patients in need.

Pfizer Inc. New York, NY
Pharmaceutical Marketing Summer Associate, Summer 2020

Developed global strategy for market expansion for rare disease product on track for blockbuster status. Presented to commercial leadership on regionally customizable strategic recommendations for expansion to new physician groups. Identified content creation opportunities based on patient journey and brand strategy and managed relationship with creative agency to develop new promotional assets.

Bolt Threads, Portland, OR
Corporate Responsibility Manager, 2018-2019
Marketing Manager, 2016-2018
Marketing Associate, 2015-2016

Served as launch manager for company's first three product launches, resulting in over 50,000 website views and products selling out in hours. Managed cross-functional strategy and execution of multi-channel digital marketing campaigns and press coverage, including a CEO presentation and product launch at SXSW. Helped to secure alliance with Patagonia, Inc. by serving as technical liaison to business development partners and presenting research on genetic engineering.

Bolt Threads, Emeryville, CA
Molecular Biology Research Associate 2012-2015

Automated high-throughput research and development experiments with recombinant silk genes and proteins. Founded yeast strain screening pipeline and increased speed and throughput by automating experimental steps and data analysis



Jillian D. Zhang

jillian.dunne.wg21@wharton.upenn.edu
Dartmouth College, Hanover, NH
A.B., Neuroscience, 2013

An opportunity to accelerate the development and commercialization of life sciences innovations to improve patient outcomes through a commercial strategy or business development role.

Pfizer Inc., New York, NY
Pharmaceutical Marketing Summer Associate, Summer 2020

Supported the Commercial team with the launch of a rare disease product in Emerging Markets. Led the development and implementation of internal tools to help marketers across 14 countries improve disease awareness and diagnosis rates. Collaborated with cross-functional teams to deliver strategic and tactical plans for 6 priority markets.

Artisan Healthcare Consulting, Waltham, MA
Team Leader 2018-2019
Senior Consultant 2016-2018
Consultant, 2015-2016
Associate, 2013-2015

Biopharma consultant leading commercial strategy projects, including portfolio prioritization, opportunity analysis, forecasting and launch planning. Provided project oversight and coaching across multiple concurrent projects and served as client contact for 20+ clients. Managed projects generating \$1M+ and sourced new business leads, resulting in \$400,000 annually. Project highlights: (1) Led team in determining differentiation drivers for oncology products and facilitated 15 cross-functional differentiation workshops; (2) Designed clinical development plan for new oncology treatment to drive commercial value, leveraging primary research, revenue forecast and NPV; (3) Analyzed longitudinal claims data for 6M+ patients to drive go-to-market strategy for new asthma product.



Chuka T. Esiobu

Cesiobu.wg21@wharton.upenn.edu
Harvard University, Cambridge, MA
A.B., Cum Laude, Neurobiology, 2020

An opportunity to invest in and support the expansion of innovative healthcare technology companies.

Define Ventures, San Francisco, CA
MBA Intern, Summer 2020

Supported sourcing and diligence efforts for VC deals across the digital health landscape. Created investment memo for a successful deal and was granted investment committee voting rights. Developed investment theses and spearheaded company incubation efforts.

Bessemer Venture Partners, Boston, MA
Associate Intern, 2019-2020

Supported deal processes for early and growth-stage companies and developed theses to guide future healthcare investments. Co-authored a published roadmap titled, "Drugs in a Virtual World: The Rise of Digital Health Solutions in Clinical Trials".

Evolent Health, Arlington, VA
Associate Director, 2018-2019
Senior Analyst, 2018-2018

Managed cross-functional teams, comprised of data scientists and physicians, to lead strategic development and implementation of new value-based care initiatives. Program focus areas included bundled payments, elective surgeries, specialty referral optimization, and clinical decision support. Led clinical diligence efforts for ~20 Accountable Care Organizations (ACOs) and co-developed business case for three closed M&A deals.

The Boston Consulting Group, District of Columbia
Associate, 2016-2018

Partnered with clients across healthcare, technology, and public sectors. Restructured advocacy approach for a large biopharmaceutical company during drug launch.



Tiffany K. Fan

tiffany.fan.wg21@wharton.upenn.edu
Yale University, New Haven, CT
B.A., Economics, 2014
John. F. Kennedy School of Government at
Harvard University, Cambridge, MA
M.P.P. Candidate, 2021

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

UCLA Health, Los Angeles, CA
Administrative Intern, Operations
Summer 2020

Developed forward-looking business model for ambulatory surgery service line. Collaborated with cross-functional team to implement prioritization algorithm in transfer center workflow and electronic medical record system. Created intensive care unit staffing factbase to inform flex requirements as result of COVID-19 pandemic.

Boston Consulting Group, Washington DC
Consultant, 2016-2017, 2018
Seconded, 2017-2018
Associate, 2014-2016

Partnered with clients across healthcare, social impact, and other industries on strategy and operations projects. Led cross-functional team across 4 academic medical centers to develop behavioral therapy program. Analyzed and launched new benefit offering focused on small business and non-profit customers of national pharmacy benefits manager. Worked with global pharmaceutical companies to improve supply chain management for 6 key medications. Executed Bloomberg Philanthropies' Mayors Challenge as secondee.



Haley H. Fitzpatrick

haley.fitzpatrick.wg21@wharton.upenn.edu
Stanford University, Stanford, CA
B.S., Biology, 2015

An opportunity to help bring breakthrough therapies to patient populations with unmet need by being a commercial leader at a pharmaceutical or biotechnology company.

Genentech, South San Francisco, CA
Commercial Summer Associate,
Summer 2020

Led strategy, planning and execution for virtual Advisory Board to generate insights that will inform key tactics for line extension launch for respiratory product. Spearheaded design and planning for virtual launch meeting and field training, collaborating with commercial leaders, training, production vendor, and co-promote partners amidst uncertainties of new company field structure.

Health Advances, San Francisco, CA
Consultant, 2018-2019
Senior Analyst, 2016-20
Analyst, 2015-2016

Team leader at life sciences strategy consulting firm overseeing project execution, acting as primary client contact and managing up to 10 analysts across concurrent projects. Completed over 30 projects in diverse therapeutic areas and specialized in client engagements focused on commercialization and go-to-market strategy, in-licensing asset identification, portfolio planning, lifecycle management, launch planning, due diligence and competitive assessment. Project highlights: 1) Managed 6-member team to conduct quantitative market research and develop 7-year revenue forecast to quantify impact of competitor drug launch in hemophilia 2) Led 4-member team to create excel-based asset evaluation tool with 400+ clinical-stage assets prioritized for in-licensing or acquisition to guide neurology portfolio expansion



J. Alex Flick

james.flick.wg21@wharton.upenn.edu
Boston College, Chestnut Hill, MA
B.S., Summa Cum Laude, Management, 2013

An opportunity to build and invest in innovative healthcare companies.

Lee Equity Partners, New York, NY
Private Equity MBA Intern, Summer 2020

Evaluated investments in various healthcare services verticals and supported closing of Solaris Health, a urology physician practice management platform. Completed initial due diligence on 3 add-on acquisitions for Solaris Health and partnered with executive team to implement post-closing, strategic initiatives. Presented thesis for home health / hospice sector, leading to bids on 2 businesses. Received an offer to return full-time as a Vice President.

Consonance Capital Partners, New York, NY
Private Equity Senior Associate, 2017-2019
Private Equity Associate, 2015-2017

Member of 10-person team managing a \$500M healthcare private equity fund. Engaged in end-to-end deal process for 5 closed transactions, deploying over \$200M of equity in a variety of healthcare service verticals. Performed all facets of investment evaluation: thesis generation, sourcing, due diligence and valuation. Supported senior management team of 3 portfolio companies in strategic and capital structure decisions.

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

Executed 2 M&A, 2 debt and 5 equity transactions in a variety of healthcare verticals representing over \$1.3B in transaction value. Focused on healthcare services transactions, including specialty pharmacy (Injured Workers Pharmacy) and post-acute care (Envoy Health Care).



Michael J. Gawlik

Michael.Gawlik.wg21@wharton.upenn.edu
University of Southern California,
Los Angeles, CA
B.S., Cum Laude, Accounting, 2011

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

Grant Avenue Capital, New York, NY

MBA Intern, Summer 2020
Led business and commercial diligence for the acquisition of a provider of home health and hospice services, ultimately leading to the signing of a new platform investment for the first-time fund.

WindRose Health Investors, New York, NY

Associate, 2016-2019
Evaluated and executed private equity investments across a wide range of healthcare sub-sectors as part of a team of 12 investment professionals managing ~\$1.2B of capital. Completed two platform acquisitions: 1) a provider of physician-led clinical documentation improvement services to hospital customers and 2) a provider of analytics-driven marketing services to the pharmaceutical space. Managed and executed add-on M&A for several portfolio companies across the healthcare landscape include fertility, payor services/capitated risk models, substance abuse, and consumer payment sub-sectors.

Jefferies, New York, NY

Analyst, 2014-2016
Conducted financial analyses and due diligence on mergers and acquisitions advisory assignments for clients across the healthcare services and life sciences industries. Executed over \$4B of transaction value across 4 M&A, 1 debt financing and 2 equity financing transactions.



Victoria B. Gentry

victoria.gentry.wg21@wharton.upenn.edu
Vanderbilt University, Nashville, TN
B.A., with Honors, Magna Cum Laude,
Medicine, Health, and Society, 2015

An opportunity to improve access to and quality of healthcare for all, through improvements and innovations in care delivery and healthcare outcomes.

Mount Sinai Health Partners, New York, NY

Commercialization Team Intern, Summer 2020
Researched COVID-19 data and guidelines and advised 10+ clients on how to safely return to the workplace. Developed content for "COVID-19 Consult" offering to improve patient access to current information.

Veteran and First Responder Healthcare, New York, NY

Strategy Associate, Summer 2020
Analyzed data and advised on growth strategy to expand mental telehealth and substance abuse treatment services for Veterans and First Responders.

Deloitte Consulting, Arlington, VA

Consultant, 2017-2019
Analyst, 2015-2017
Designed and developed VA Office of Women's Health Services training curriculum for Active Duty Servicewomen. Conducted pilot program and evaluated curriculum at 6 military installations to determine course efficacy, which ultimately led to VA and DoD approval for implementation of the course at military installations across the country by 2021. Provided pro bono consulting services to the Veteran Employment Task Force, managing 40-50 representatives from the White House, federal agencies, and industry to develop and implement Veteran employment solutions.



Joshua R. Gertsman

joshua.gertsman.wg21@wharton.upenn.edu
Carleton University, Ottawa, ON
B.Comm., High Distinction, Finance and Accounting, 2015

An opportunity to translate scientific discoveries into new medicines that can improve human health

Aditum Bio, Oakland, CA

MBA Investment Associate, Summer 2020
Member of investment team of newly-raised biotech venture fund focused on in-licensing and developing individual therapeutics across a broad range of disease areas and modalities. Identified opportunities and performed scientific, operational and financial due diligence of potential targets. Led development of bottoms-up (patient build) operating and valuation model used to facilitate asset evaluation, transaction structuring and assessment of financial returns.

Dyal Co, New York, NY

M&A Associate, 2018-2019
M&A Analyst, 2017-2018
Focused on transformative M&A, activism defense and pipeline bolt-ons for large BioPharma clients. Executed 4 M&A transactions representing over \$100B in transaction value including Bristol-Myers Squibb's acquisition of Celgene, Novartis' acquisition of AveXis and Novartis' consumer JV with GSK.

BMO Capital Markets, Toronto, ON

Investment Banking Analyst, 2016-2017
Member of the Mergers & Acquisitions team. Performed financial analyses and due diligence on mergers and acquisitions for companies across a diversified range of industries. Completed transactions representing over \$40B in transaction value.



Poorwa Godbole

poorwa.godbole.wg21@wharton.upenn.edu
Stanford University, Stanford, CA
B.A., Economics, 2016

An opportunity to lead within a mission-driven organization developing and scaling innovative healthcare delivery solutions to improve access to and quality of care.

McKinsey & Company, San Francisco, CA
Summer Associate, Summer 2020

Advised regional health system on physician alignment strategy to strengthen relationships with doctors in the community and improve quality and continuity of care for local patients. Operationalized McKinsey's internal COVID-19 response strategy and safety policies.

Gates Ventures, Seattle, WA
Health and Life Sciences Program Analyst, 2018-2019

Developed online tools, white papers and presentations for Mr. Gates on topics in healthcare and Alzheimer's Disease. Oversaw content creation, graphic design and web development of interactive online platform for healthcare education. Supported execution of grants, gifts and other instruments in line with the office's Alzheimer's philanthropy strategy.

McKinsey & Company, San Francisco, CA
Business Analyst, 2016-2018

Focused on healthcare systems and services practice. Project highlights: (1) Designed and implemented scorecard for measuring access and patient satisfaction at primary care outpatient clinics at large West Coast health system (2) Improved patient access, experience, safety and quality of outpatient clinics at major metropolitan community health system (3) Redefined payor negotiation strategy and operating model for large non-profit health system.



Radhika Gupta

radhika.gupta.wg21@wharton.upenn.edu
Columbia University, New York, NY
B.A., Economics, 2016

An opportunity to design, develop and implement programs that promote health in our communities.

Oshi Health, New York, NY
Strategy and Operations Intern, Summer 2020

Conducted hiring for providers and developed payer strategy to support launch of virtual specialty clinic for a seed stage startup.

Humana, Louisville, KY
Corporate Strategy Intern, Summer 2020

Developed value proposition and outlined economics for prospective deal between health system and care delivery organization. Designed unified consumer platform and performed high-level M&A assessment. Defined scaling opportunities for primary care clinics.

Pfizer, New York, NY
Manager, 2018-2019

Managed global cross-functional teams to optimize Phase III trials for vaccine candidates. Assessed financials for \$5B+ vaccine and rare disease portfolios to obtain R&D funding. Collaborated with asset teams to address potential supply shortages. Created financial tools to assess and prioritize \$10M+ capital investments in supply chain.

PwC Strategy&, New York, NY
Associate, 2016-2018

Developed strategic plan to consolidate regional IT platforms onto unified platform, impacting 11M members. Designed care management program to reduce high cost care for high risk patients and developed associated business case. Led workshops and collaborated with hospital and payer teams to design patient experience for new joint ventures.



Alexander F. Halikias, FSA

alex.halikias.wg21@wharton.upenn.edu
Binghamton University, Binghamton, NY
B.S., Summa Cum Laude, Economics, B.A., Summa Cum Laude, Mathematics, 2015

An opportunity to innovate in health care and drive improved outcomes at lower costs.

Bind Health, Minneapolis, MN
MBA Intern, Corporate Development and Product Management, Summer 2020

Developed member-level quantitative model to evaluate Individual Coverage HRA Legislation and evaluated strategic paths. Assisted in Go-to-Market efforts for new product launch, including sales & operations process integration. Crafted data privacy design principles and mapped to consumer segmentation.

Cigna, Bloomfield, CT
Actuarial Advisor, Government Businesses, 2018-2019
Actuarial Senior Specialist, Health Care Reform, 2018
Actuarial Specialist, Health Care Reform, 2017-2018
Actuarial Senior Analyst, Pricing, 2015-2017

Evaluated end to end risk optimization process, including AI models, ROI, efficiency, and opportunities. Created models for 2020 ACA market expansion analysis to rank and evaluate viability of new geographies. Assessed legislative changes in health insurance to determine feasibility of new products and delivered strategic recommendations to senior leadership. Developed an agent-based microsimulation to predict consumer health care buying decisions and used it to quantify pricing impacts of proposed legislation – i.e. 10% rate increase attributed to removal of individual mandate. Led cross-functional teams to shape supplemental/voluntary/individual product strategy. Owned pricing for Mental Health/Substance Abuse, Autism, and EAP.



Sneha Hariharan

sneha.hariharan.wg21@wharton.upenn.edu
Anna University, Chennai, India
Bachelor of Technology, Gold Medalist, Pharmaceutical Technology, 2011
Penn State University, State College, PA
M.S., Molecular, Cellular and Integrative Biosciences, 2016

An opportunity to integrate my scientific background with business experience to improve public access to pharmaceutical products without compromising innovation.

SANOPI PASTEUR, Swiftwater, PA
Summer Intern, Management Associate Program, Summer 2020

Defined 2021 annual strategic imperatives to grow administration of pediatric vaccine portfolio in the wake of the pandemic. Designed core messaging content for portfolio and liaised with regulatory counterparts to ensure compliance.

PALL CORPORATION, Westborough, MA
Field Application Scientist, 2018-2019

Led operational support for over 20 bio-pharmaceutical clients; delivered process improvement solutions for laboratory and manufacturing scale filtration needs. While there, also spearheaded direct-to-consumer marketing efforts by planning and presenting technical/regulatory webinars on application of microbiology product line in food safety and expanded siloed low-revenue product into a 4-product line by maximizing existing manufacturing capabilities to better reflect customer needs identified by conjoint analysis.

RUBIUS THERAPEUTICS, Cambridge, MA
Sr. Research Associate, 2017-2018
Research Associate, 2016-2017

Developed quality improvement strategies for flagship products and partnered with cross-functional team of 15 members. In addition, pioneered 100X scaleup of flagship therapeutic technology by liaising between R&D and manufacturing and performed financial forecasting on in-house novel gene delivery project.



Kyle D. Herman

kyle.herman.wg21@wharton.upenn.edu
University of Virginia, Charlottesville, VA
B.S., Commerce, B.A. Foreign Affairs, 2014

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

Optum, Remote
OLE Grad Intern, Summer 2020

Co-led new product development initiative around hospital-at-home, pivoting to other in-home care initiatives. Received offer to return as an associate principal.

NaviMed Capital, Washington, D.C.
Associate, 2017 - 2019

Evaluated and executed private equity investments across healthcare, payor and pharmaceutical services and technology as part of a team of 6 investment professionals managing ~\$115M of capital. Completed three platform investments, and one add-one acquisition leading deal processes on lean teams. Managed several portfolio companies, attending board meetings, monitoring performance, and driving strategic and operational initiatives.

The Advisory Board Company, Washington, D.C.

Associate, 2016 - 2017
Assessed, modeled, and diligenced 20+ growth stage healthcare acquisition opportunities, with focus on tech-enabled solutions. Collaborated with 15+ senior executives creating a new digital health marketing tool

Guggenheim Securities, New York, NY
Analyst, 2014 - 2016

Conducted financial analyses and due diligence on mergers and acquisitions advisory assignments for clients across the technology, media, and telecom sectors. Executed two M&A transactions during tenure.



Joshua I. Ho

joshua.ho.wg21@wharton.upenn.edu
University of California—Berkeley, Berkeley, CA
B.A., Integrative Biology & Social Welfare, 2015
Perelman School of Medicine at the University of Pennsylvania, Philadelphia PA
M.D. Candidate, 2021

An opportunity to leverage clinical experience to build and scale technology-enabled healthcare that improves access and outcomes.

W Health Ventures, Boston, MA
Investment/New Ventures Intern, Summer 2020

Led thesis development and landscape of remote patient monitoring market, resulting in conceptualization and pitch of new venture. Supported deal process for virtual care delivery resulting in 1 successful deal.

Centre for Infectious Disease Research in Zambia, Lusaka, Zambia

Corrections Health Fellow, Summer 2017
Managed survey pilot for cost analysis of HIV care model in prison system. Evaluated substance use and mental health provider landscape to create partnerships and care protocols for releasees transitioning out of prison. Re-designed exit interview using visual tools to improve services.

YouthTruth Survey, San Francisco, CA

Product/Research Fellow, 2015-2016
Managed product development and market launch of two surveys to expand suite of school feedback offerings, with national reach of over 200,000 participants. Directed survey research and validation, pilot, data analysis, product iteration, and technical integration and roadmap.



Vivien L. Ho

vivien.ho.wg21@wharton.upenn.edu
Northwestern University, Evanston, IL
B.S., Industrial Engineering and
Management, 2016

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

Pear VC, Palo Alto, PA

Summer VC Associate, Summer 2020
Spent summer working closely with Founding Managing Partner across sourcing, first meetings, diligences and supporting portfolio companies as a board observer. Supported diligence process in successful pre-seed/seed investments across digital health and future of work. Partnered with accelerator companies to build 0 to 1 strategy and business plan in Pear Summer across women's health, supply chain logistics, AI/ML enterprise software tools and future of work.

Airbnb, San Francisco, CA

Strategy & Analytics Associate, 2018-2019
Supported the CFO and Homes Business Lead on monthly business reviews, board reviews, and company-wide initiatives. Worked on various cross-functional strategy projects for Homes and Transportation leadership such as building new mobility product strategy, developing more efficient paid marketing plan and identifying opportunities in new strategic geographies.

Boston Consulting Group, Chicago, IL

Consultant 2020-2020
Associate, 2016-2019
Advised clients across Healthcare, Consumer & Tech across M&A and corporate development, growth and commercial strategy and white space innovation. Project highlights: (1) Operational excellence program for pharma manufacturing company (2) Cell therapy commercial model for global pharma (3) Online-to-offline digital marketing and app loyalty strategy for global internet services company (4) Provider growth and care delivery strategy for Medicare payer.



Philip D. Holsted

philip.holsted.wg21@wharton.upenn.edu
Northwestern University, Evanston, IL
B.A., Magna Cum Laude, Economics and
Psychology, 2015

An opportunity to improve global health equity and access through strategy and operations.

Genentech, San Francisco, CA

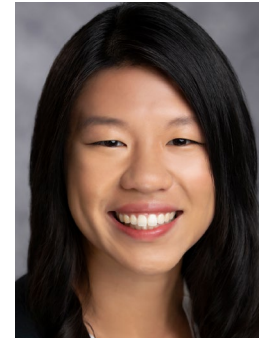
Commercial Summer Associate, Summer 2020
Simplified patient initiation by designing a pilot program for at-home blood tests, including selection of pilot locations, collection of patient input, and evaluation of vendors. Improved physician experience when prescribing Venclexta by creating order set instructions and an accompanying training for field rollout.

McKinsey & Company, Chicago, IL

Senior Business Analyst, 2018-2019
Business Analyst, 2015-2017
Projects include: (1) Prioritized future vaccines for client organization to pursue based on potential lives saved and market attractiveness. (2) Developed new corporate strategy for leading residential real estate company. (3) Drove \$25M in savings for a consumer goods company by identifying interrelated opportunities across assortment, research and development, and design for manufacturability.

Bill and Melinda Gates Foundation, Seattle, WA

Associate Strategy Officer (Secondee), 2017-2018
Led a 7-person working group to design, cost, and prioritize funding support scenarios worth up to \$800M for polio vaccines in 87 countries. Coordinated activities across 5 global public health organizations to develop a transition strategy to maintain polio eradication and bolster country health systems after poliovirus is eliminated.



Kelly Hsu

kelly.hsu.wg21@wharton.upenn.edu
Yale University, New Haven, CT
B.A., Magna Cum Laude, Biology and
Economics, 2015

An opportunity to improve healthcare access and outcomes by building and supporting innovative, value-based healthcare organizations.

Oxeon Venture Studio, New York, NY

MBA Intern, Summer 2020
Pitched, researched and wrote a tear sheet for a novel company, leading to conversations with potential investors.

Eleanor Health, Boston, MA

Product Intern, Summer 2020
Defined scope and deliverables for a dashboard that reflects a member's recovery status and progress. Developed partnerships with social determinants referral networks, which led to 3 signed contracts.

Bill and Melinda Gates Foundation, Seattle, WA

Associate Strategy Officer, 2018-2019
Prioritized grants by impact and drafted launch plans for prioritized products: outlined strategies for manufacturer selection, defined regulatory approach and identified financing channels. Stood up 3 investment committees to execute plans.

McKinsey & Company, New York, NY

Engagement Manager, 2018
Senior Business Analyst, 2017
Business Analyst, 2015-2017
Served healthcare, technology and social sector clients on a range of strategic and operational topics. A highlighted selection includes defining market entry strategy into digital health for a Fortune 500 retailer, building donor funding strategies for a global public health nonprofit, identifying process improvement initiatives for a healthcare agency's redesign and supporting payors on growth and product strategy.



Victoria M. Huang

victoria.huang.wg21@wharton.upenn.edu
University of Chicago, Chicago, IL
B.A., Biology, 2015

An opportunity to build and grow a mission-driven healthcare or technology company.

PicnicHealth, San Francisco, CA

Commercial Intern, Chief of Staff to the CEO, Summer/Fall 2020

Worked directly with C-suite on key strategic initiatives. Led cross-functional team to standardize delivery of real-world evidence to life science partners. Spearheaded re-launch of patient referrals product.

Sanofi, Cambridge, MA

Digital Catalyst Senior Manager 2018–2019, Manager 2018

Sourced, vetted, and partnered with innovative digital health startups in the clinical trials space to reduce time and cost of drug development. Built and implemented new process to match upcoming trials with digital technologies. Executed 20+ global digital trainings, personally training 300 colleagues across 15+ countries.

L.E.K. Consulting, Boston, MA

Associate Consultant 2017–2018, Associate 2015–2017

Partnered with clients across life sciences and other industries on ~18 strategic and operational consulting engagements. Example projects include: (1) Due diligence on national home health provider market to inform private equity investment (2) Strategic and brand plan for \$200M microbiome therapeutics company (3) Revenue model and valuation to inform therapeutic area prioritization for \$1B early oncology biotech.



Anna C. Irving

anna.irving.wg21@wharton.upenn.edu
Rutgers University, New Brunswick, NJ
B.A., Summa Cum Laude, Ethics, Economics and Politics, 2014

An opportunity to shape access into a seamless, consumer-centric and cost-conscious patient experience.

Morgan Stanley, New York, NY

Investment Banking Summer Associate, Summer 2020

Engaged in summer programming and simulated projects to advise a multi-billion dollar luxury goods client on valuation, potential M&A, and LBO scenarios

Clinton Health Access Initiative, Mbabane, Eswatini

Global Finance Associate, 2019

Strategized go-forward vision and developed cost models and implementation plan to achieve malaria elimination in Namibia as part of a country-specific and global strategy.

PricewaterhouseCoopers, Los Angeles, CA

Manager, Health Industries Advisory, 2014–2019

Advised national health services companies on growth and operational strategies, including Medicare and Medicaid market entry, payment integrity, chronic disease management, and enterprise transformations.



Ulysses C. Isidro

ulysses.isidro.wg21@wharton.upenn.edu
Yale College, New Haven, CT
B.S., Distinction, Molecular, Cellular, and Developmental Biology (Intensive), 2015
Yale School of Public Health, New Haven, CT
M.P.H., Health Care Management and Global Health, 2016
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2021

An opportunity to integrate clinical knowledge, business experience, and health policy research to improve the overall value of health care and enhance patients' lives.

Arterys, San Francisco, CA

Product Strategy Intern, Summer 2020

Developed go-to-market strategy, conducted customer segmentation analysis, and initiated strategic partnerships for a Series C radiology artificial intelligence startup.

Penn Medicine Department of Radiology, Philadelphia, PA

Research Assistant, 2019–Present

Conduct and publish industry analysis on radiology artificial intelligence. Modeled ideal screening chest CT interval in patients with sarcoma, resulting in peer-reviewed publication, international and national presentations, and research award.

University of Pennsylvania Center for Health Incentives and Behavioral Economics, Philadelphia, PA

Research Assistant, 2017–Present

Evaluate health policy effects of bundled payments on health care costs and quality, culminating in multiple peer-reviewed publications, national presentations, and research awards.

Access Personal Care Home & Tri-Ace Care Home Health Services, Houston, TX

Consultant, 2014–Present

Advise top management of two small family-owned businesses caring for elderly patients on operations, finances, and growth opportunities.



Kenneth M. Kasper

Kenneth.Kasper.wg21@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A., Summa Cum Laude, Philosophy, 2015

Empower life sciences companies to reduce human suffering through innovation in science and business.

Merck & Co., North Wales, PA
U.S. Oncology Marketing MBA Intern, Summer 2020

Developed U.S. competitive launch strategy for critical growth driver for leading oncology product (Keytruda). Developed analytical approach and project plan. Managed multiple external vendors. Provided input into primary market research design and execution. Drove cross-functional strategic workshop, including 25+ stakeholders across 9+ teams. Presented strategic recommendations to U.S. oncology senior leadership.

L.E.K. Consulting, San Francisco, CA
Consultant, 2019
Senior Associate Consultant, 2018-2019
Associate Consultant, 2017-2018
Associate, 2015-2017

Strategy consultant dedicated to Life Sciences practice with experience across 30+ engagements in M&A advisory and growth strategy, advising leading healthcare and life sciences companies. Key responsibilities included leading project teams, conducting and analyzing primary and secondary research, financial modeling, and forming and communicating strategic insights and recommendations to clients.



Jonathan Kern

jonathan.kern.wg21@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.S.E., Economics and Mechanical Engineering & Applied Mechanics, 2013

An opportunity to design, develop and implement novel solutions that improve healthcare.

Amazon, Remote
Sr. Product Manager, Summer 2020

Developed a machine learning partition model to block sellers infringing on Amazon policies, saving Amazon over \$50M.

Syapse, San Francisco, CA
Product Manager, 2018-2019
Strategy Manager, 2017-2018

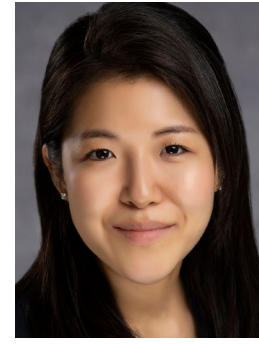
Led 3 cross-functional teams of engineers, designers, physicians and medical informaticists to develop products from conception to launch. Managed the design, development, testing and launch of an analytics tool powered by more than 700,000 patient records for users to track non-small cell lung cancer molecular testing trends. Built pricing and cost models for new partnerships.

Accenture, New York, NY
Life Sciences Strategy Consultant, 2015-2017
Strategy Senior Analyst, 2014-2015
Strategy Analyst, 2014

Advised healthcare investment funds and life sciences companies on investments, growth strategies and operational improvements. Conducted due diligence and valuation analysis on over \$1.2B in deal value. Ran market studies which included interviewing hospital executives, physicians, payers and scientists to inform investment recommendations.

Vigo Technologies, Shenzhen, China
Co-Founder & COO, 2013-2014

Co-invented, developed and sold wearable Bluetooth headsets that track blink patterns and alert users before falling asleep.



Esther S. Kim

esther.kim.wg21@wharton.upenn.edu
Princeton University, Princeton, NJ
A.B., Ecology and Evolutionary Biology, 2013
Massachusetts Institute of Technology, Cambridge, MA
M.S., Technology and Policy, 2017

An opportunity to improve healthcare through strategic decision-making and operational excellence.

Boston Consulting Group, Washington, DC
Summer Consultant, Summer 2020

Engaged with pharmaceutical client on process design and operational readiness of a spinoff entity's R&D division.

Aetna, New York, NY
Manager, Value-Based Solutions 2017-2019

Evaluated and executed value-based care partnerships with provider groups to deliver innovative care and payment models for company's growing Medicare Advantage membership. Collaborated with internal stakeholders and led cross-functional teams to support partnership launch.

GE Ventures, Menlo Park, CA and Boston, MA
Healthcare Investment Associate 2016-2017

Sourced and conducted due diligence for startup investment opportunities across healthcare information technology, services and life science tools subsectors. Partnered with portfolio companies on operational and strategic initiatives.

MIT Laboratory for Financial Engineering, Cambridge, MA
Graduate Research Assistant 2015-2017

Conducted research, interviewed industry stakeholders and published case studies on healthcare finance topics, including venture philanthropy, academic-industry partnerships and early stage biotech business models.



Michael Kim

michael.kim.wg21@wharton.upenn.edu
Washington University in St. Louis, St. Louis, MO
B.S.B.A., Summa Cum Laude, Finance and
Mathematics, 2015

An opportunity to improve healthcare through an advising or operating role.

Genentech, South San Francisco, CA
MBA Commercial Summer Associate, Summer 2020

Led access-related initiatives for a \$2B+ rare disease drug to communicate value proposition to payers and formulary committees. Developed budget impact model, healthcare economic video, and field training materials by managing a payer publication and co-creating with internal product review committee and healthcare economic research team.

Bain & Company, Dallas, TX
Consultant, 2018-2019

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

Advised clients from multiple industries on key strategic and operational issues. Performed research to determine market conditions, partnered with senior management, and recommended business management strategies to drive full potential of their businesses. Conducted commercial due diligences to inform private equity investment decisions through a rotation in Bain's private equity group.

Axcella Health, Cambridge, MA

Corporate Finance & Strategy, 2017-2018

Developed company valuation model by working cross-functionally with the commercial group to value assets and assess revenue potential of clinical-stage candidates and newly identified disease opportunities. Drove strategy workshop for key executives, redefining Axcella's mission, vision, and 3-year strategy roadmap.



Alexander D. Kondziolka

alexander.kondziolka.wg21@wharton.upenn.edu
Georgetown University, Washington, DC
B.S.B.A., Cum Laude, Finance and Accounting,
2014

An opportunity to build growth stage healthcare services and life sciences businesses through a private equity investing role.

Ampersand Capital, Wellesley, MA
MBA Intern, Summer 2020

Led market diligence for investment opportunity in diagnostic kit manufacturer, including evaluating novel biomarkers in gastroenterology. Explored impact of COVID-19 on Ampersand's investment sectors and presented investment theses on subsectors of clinical trial logistics to investment staff.

TA Associates, Menlo Park, CA
Associate, 2016-2019

Evaluated and executed investment opportunities in healthcare businesses for \$8.5 billion growth private equity fund. Led transaction sourcing efforts in the life sciences tools, payor services, managed care, PBMs, labs, and provider groups subsectors. Analyzed and conducted diligence for closed investments in a supplier for the cell and gene therapy supply chain and in a national provider of autism therapy services.

Credit Suisse, New York, NY

Investment Banking Analyst, 2014-2016

Executed M&A and financing transactions for the healthcare coverage group. Completed several financing transactions in the biopharmaceutical and healthcare services spaces as well as the sales of a sterile compounding pharmacy and of an oncology-focused device business.



Robert Lou

robert.lou.wg21@wharton.upenn.edu
Columbia University, New York, NY
B.A., Magna Cum Laude, Computer Science and
Mathematics, 2015
Perelman School of Medicine at the University of
Pennsylvania, Philadelphia, PA
M.D. Candidate, 2021

An opportunity to create and commercialize products that leverage technology to improve health.

Google, Mountain View, CA
Product Manager Intern, Summer 2020

Developed product strategy for Google Cloud Security. Conducted market analysis to identify opportunities and performed qualitative user research.

University of Pennsylvania, Department of Radiology, Philadelphia, PA

Medical Student Researcher, 2017-2020

Led team of engineers, clinicians, and statisticians to develop deep learning models to detect follow-up recommendations in the text of radiology reports. Identified FDA-approved drug candidates to be repurposed for COVID-19 treatment.

MathWorks, Natick, MA

Software Engineer, 2015-2016

Developed functions for the Statistics and Machine Learning Toolbox for MATLAB. Contributed to all parts of the development cycle, including design, implementation, testing, and deployment. Parallelized frequently used back-end C++ functions, which resulted in faster runtimes by 50% for the majority of users.



Alison S. Magruder

alison.magruder.wg21@wharton.upenn.edu
Williams College, Williamstown, MA
B.A., Magna Cum Laude, Economics and
Psychology, 2015

An opportunity to utilize quantitative and qualitative skills to improve the quality and operational efficiency of care delivery in hospital systems.

NewYork-Presbyterian, New York, NY
Graduate Intern, Summer 2020

Worked onsite with the Operations team at Weill Cornell on a variety of projects including supporting the opening of the Alexandra Cohen Hospital for Women and Newborns, optimizing visitor screening processes considering COVID-19, coordinating logistics and distribution of donations to essential workers and managing department interns.

Montefiore Health System, Bronx, NY
Strategic Planning Analyst, 2017-2019

Constructed comprehensive market assessments of system footprint used to guide leadership discussions on strategic initiative of system alignment. Built a dynamic quality dashboard instrumental to inform senior leadership discussions. Compiled and analyzed market, organizational and financial data to enhance service line strategies and projects for key operational and executive members.

Morgan Stanley, New York, NY
Leveraged Finance Analyst, 2015-2017

Supported 3 industry groups (Transportation, Energy, Global Power & Utilities) as sole analyst on transactions totaling \$125B, facilitating efficient communication within teams and with clients. Synthesized data to develop quantitative and qualitative views of debt capital markets and company financial profiles for senior colleagues and developed presentation materials for clients.



Gabrielle B. Manoff

gabrielle.manoff.wg21@wharton.upenn.edu
Brown University, Providence, RI
B.S., Honors, Neuroscience, 2016

An opportunity to bring transformative therapies to patients by leading commercial strategy or operations at an innovative biotechnology company.

Vertex Pharmaceuticals, Boston, MA
MBA Intern, Global Marketing Pipeline, Summer 2020

Owned competitive intelligence research project, developing key insights and recommendations for Duchenne Muscular Dystrophy (DMD) market development. Directed DMD US patient journey market research with external consultancy, consolidating output from 40+ patient caregiver and physician interviews to inform 2021+ commercial brand strategy and tactics. Chaired weekly cross-functional Global Commercial Team meetings for pipeline CRISPR DMD asset to establish brand plan.

PwC Pharmaceutical & Life Sciences R&D Advisory, New York, NY

Senior Associate Consultant, 2018-2019
Associate Consultant, 2016-2018

Advised biopharmaceutical companies on R&D strategy, implemented tools and processes to improve effectiveness of R&D operations, and enabled organizational transformations. Project Highlights: (1) Collaborated with international C-suite executives to successfully implement global restructuring of 200+ employee R&D organization and manage transition of R&D operations; (2) Assessed current-state organizational capabilities and proposed opportunities for organizational improvement for growing biotechnology company; (3) Recommended strategy and design for a global delivery model leveraging offshore resources for global CRO.



Govind S. Mattay

govind.mattay.wg21@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A.S., Summa Cum Laude, Bioengineering, 2016
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2021

An opportunity to build and implement novel technologies to improve patient care.

Genentech, South San Francisco, CA
Business Development Summer Associate, Summer 2020

Developed and implemented a strategy to engage with Venture Capital firms to gain insights into early-stage biotechnology innovations. Supported teams of scientists, clinicians, lawyers, and finance professionals to execute licensing and acquisition deals for biotechnology assets.

Clinarify, Philadelphia, PA
Co-founder and CEO, 2020

Created a multidisciplinary expert network of practicing clinicians. Clinarify connects health care companies with clinicians who provide experience-based advice for product design and clinical workflow implementation. Helped lead team of six to recruit over 200 clinicians and secure the HealthX Ventures award.

University of Pennsylvania, Department of Radiology, Philadelphia, PA

Medical Student Researcher, 2019-2020

Designed and conducted studies to examine the impact of novel imaging informatics interventions, including artificial intelligence-based image analysis and direct radiologist-patient communication, on quality, cost, and access to care. Wrote study protocols, analyzed large data sets, and authored multiple publications.

TowerView Health, Philadelphia, PA
Intern, 2015 and 2017

Conducted market research to guide redesign of smart pillbox that improved medication adherence.



Catherine L. Mavroudis, M.D.

catherine.lancaster.wg21@wharton.upenn.edu
Emory University School of Medicine, Atlanta, GA
M.D., Magna Cum Laude, 2016
Boston College, Chestnut Hill, MA
B.S., Summa Cum Laude, Biochemistry, 2012

An opportunity to increase the value of surgical care delivery through advancements in evidence-based care distribution within hospitals and health systems.

Center for Surgery and Health Economics, Department of Surgery, University of Pennsylvania, Philadelphia, PA

Research Fellow, 2019-present

Perform research in health system structure, cost, and outcomes for surgical patients. Conducted an ongoing multi-center longitudinal study of workforce issues for surgeons during the Covid-19 pandemic. Completed retrospective studies on modern general surgery practice and implications for training. Taught an innovative combined quality improvement and wellness curriculum for junior general surgery residents.

Department of Surgery, University of Pennsylvania, Philadelphia, PA

Resident Physician (General Surgery), 2016-present

Led surgical teams, formulated patient care plans, and gained technical skills and autonomy in the operating room under the supervision of attending surgeons. As a first- and second-year resident, provided direct patient care on the floor and in the intensive care unit, and worked with interdisciplinary teams, evaluating patients without surgical problems throughout the hospital. Elected by peers as a representative to the Department of Surgery Residents' Executive Council to address programs and initiatives with leadership (Fall 2016-Spring 2019).



Kira A. Mengistu, MD

kira.mengistu.wg21@wharton.upenn.edu
Harvard University, Cambridge, MA
B.A., Human Evolutionary Biology, Global Health and Health Policy, 2011
University of North Carolina School of Medicine, Chapel Hill, NC, M.D., 2016

An opportunity to leverage my clinical background and entrepreneurship drive to improve the patient experience of care.

Viva Global Fertility Solutions, Philadelphia, PA

Co-founder and CEO, Summer 2020

Co-founded Viva Global Fertility Solutions in Summer 2020. Conducted 250+ interviews with women in target market. Structured and established a clear idea and value proposition, targeting and customer sourcing strategy. Identified, qualified and met with several top London fertility clinics as potential partners and reached partnership agreements.

Hospital of the University of Pennsylvania, Philadelphia, PA

Internal Medicine Attending Physician, 2019-2020

Delivered emergent and life saving treatment to patients in an inpatient and intensive care unit setting during COVID-19 era. Supervised and taught clinical practice standards to physician assistants and resident physicians. Led daily patient care coordination meetings with cross-functional team of nurses, social workers and case managers.



Natalie R. Miller

natalie.miller.wg21@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.S.E., Summa Cum Laude, Systems Science & Engineering, 2015

An opportunity to work for a mission-driven organization in a strategic role that improves patient health while driving payor-provider collaboration.

Humana, Louisville, KY

Care Delivery MBA Intern, Summer 2020

Worked with Chief Growth Officer to expand system of Medicare value-based primary care centers. Set differentiation strategy for integrated, senior-focused care model across 50+ new centers within \$600M JV with leading PE firm. Executed innovative partnership with real estate trust to launch in-home care for improved chronic disease and SDOH management.

Boston Medical Center Health System, Boston, MA

Senior Strategy Manager, 2017-2019

Responsible for delivery of Accountable Care transformation to COO across strategy and operations for \$3B Health System. Designed and executed account management of provider partnerships (serving 200K+ patients) to drive care integration and quality. Managed medical coding initiatives to improve risk adjustment accuracy for complex patients. Supported integration of corporate functions within BMC Hospital and BMC HealthNet Plan to achieve \$20M operating savings. Led daily readmission reduction workflows to monitor patients post-hospitalization.

McKinsey & Company, New York, NY

Senior Business Analyst, 2015-2017

Advised clients on strategic and operational issues across industries, focused on healthcare as part of the Healthcare Leadership Track.



Megha Motgi

megha.motgi.wg21@wharton.upenn.edu
Georgetown University, Washington, D.C.
B.S.F.S, Cum Laude, Science, Technology, and
International Affairs, 2014

An opportunity to work on launching and promoting innovative drugs and technologies designed to improve the patient's quality of life and care experience.

Marketing Summer Associate (Pfizer, New York, NY)

Summer 2020

Oversaw novel partnership between vaccines business and a state Department of Health with the objective of increasing pediatric vaccinations in the midst of Covid-19 and before school re-openings.

Director, Strategic Accounts (Optum, Minneapolis, MN)

January – June 2019

Oversaw service delivery and renewals of 140+ Physician Advisor Solutions clients in the southeast region by leveraging analytics, contracting, nursing, and physician teams.

Associate Director, Revenue Cycle Solutions (The Advisory Board Company, Washington, D.C.)

March – October 2018

Served on 4-person leadership committee focused on improving department culture and performance. Managed the operations of third-party technology vendor by directing implementation of platform technical requests and assisting in developing product roadmaps.

Senior Consultant, Revenue Cycle Solutions (The Advisory Board Company, Washington, D.C.)

July 2016 – March 2018

Served as strategic thought partner to executives of 10 of the department's most valuable client portfolios (\$9.4M in TCV). Presented client case study at all-revenue cycle client summit on \$4.6M achieved ROI in FY 2017 from clinical documentation improvement initiatives.



Dan Nahum

dan.nahum.wg21@wharton.upenn.edu
Yale University, New Haven, CT
B.A., with Distinction, Economics, 2016

An opportunity to drive change through investing in and partnering with market-leading companies.

Tesuji Partners, New York, NY

Summer Associate, Summer 2020

Conducted fundamental equity research, valuation, and due diligence to evaluate existing and potential investments.

MEDX Ventures, Boston, MA & Tel Aviv, Israel

Director of Business Development, 2017-2019
Analyst, 2017

Structured and managed co-investment program with Fortune 500 company and successfully negotiated agreements with startups representing strategic opportunities and potential revenue of \$1M. Increased year-over-year deal flow by 140%. Conducted due-diligence on 12+ start-ups for \$1M investment each. Wrote PR for newspapers with 200,000 global daily readership and launched newsletter reaching 1,000+ industry professionals.

EmpleApp, Tegucigalpa, Honduras

*Co-founder and Chief Operations Officer,
2016-2017*

Established company headquarters in Honduras. Hired, trained and led operations team of 9 employees. Directed business development to acquire large corporate clients. Managed front-end product and San Francisco-based R&D team.

Israel Defense Forces, Israel

Executive Officer, 2010-2011
Infantry Squad Commander, 2009-2010
Infantry Soldier, 2008-2008

Led staff of 150 soldiers coming from 20 different military corps. Organized civilian-military events and supervised on-site teams of 1000+ soldiers. Created and executed structural reform that cut expenses by 50% while increasing staff and client satisfaction.



Ryan M. O'Keefe

ryan.okeefe@wg21@wharton.upenn.edu
The College of the Holy Cross, Worcester, MA
B.A., Magna Cum Laude, Biology, 2014
Perelman School of Medicine at the University
of Pennsylvania, Philadelphia, PA
M.D. Candidate, 2021

An opportunity to utilize my business and clinical experiences to efficiently finance, study and develop new innovative therapies for patients.

M3 USA Corporation, Fort Washington, PA

Corporate Development Intern, Fall 2020

Created healthcare market maps with a focus on companies innovating in the clinical trial research and patient recruitment spaces. Identified stand-out companies and pitched recommendations to management.

Biogen Inc, Cambridge, MA

*Global Product Strategy and
Commercialization Intern, Summer 2020*

Researched, prioritized, and pitched key lifecycle management ideas for the MS drug, FAMPYRA. Provided strategic guidance for the integration of digital tools for future clinical trials and real-world data projects.

RTW Investments / Rocket Pharmaceuticals, New York, NY

Analyst Intern, Summer 2016

Analyzed the pipelines of biotech companies to determine if their clinical trials would hit their endpoints. Conducted cost analyses to guide pricing strategy of novel gene therapies for rare blood disorders.

MGH Cancer Center, Charlestown, MA

Research Technician, 2014-2016

Optimized a microfluidic device that isolates circulating tumor cells from whole blood. Performed assays, collected and analyzed data, and helped prepare manuscripts for publication.



Brandon M. Pang

brandon.pang.wg21@wharton.upenn.edu
UCLA, Los Angeles, CA
B.S., Cum Laude, Civil Engineering, 2015

An opportunity to develop digital health products and solutions that transform the patient experience, improve outcomes, and remove barriers to patient care.

RubiconMD, New York City, NY

Corporate Strategy Intern, Summer 2020

Led an assessment of a new market, identified and planned a pilot for a \$2M opportunity to expand RubiconMD's core product beyond eConsults.

Developed a market segmentation that served as a key input to the business's broader growth strategy.

Deloitte Consulting, San Francisco, CA

Consultant, 2018-2019

Business Analyst, 2016-2018

Served a wide variety of healthcare and technology clients on projects including commercial due diligences, growth strategies, billing and payments operations improvements and pricing strategies. Identified \$30M in net revenue opportunities by collaborating with hospital leadership and subject matter experts to build a SQL pricing optimization tool. Launched an internal knowledge sharing platform for the Deloitte strategy community earning 6.5k unique visits within the first 6 months. Authored a recommendation for a board of directors to contest a \$5M lawsuit after conducting interviews, reviewing pricing policies and performing forensic data analysis to determine if pricing practices were aligned with industry practices.



Liz A. Pecan

Elizabeth.pecan.wg21@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A., Cum Laude, Anthropology, 2015

An opportunity to leverage real world data for the improvement of therapeutic options and care in oncology.

ConcertAI, Boston, MA

Intern, Summer/Fall 2020

Developed therapeutic guidelines for new partnership pilot; evaluated patient cohorts and outcomes analyses for strategic priorities in key tumor types. Created early career research accelerator for a company-wide initiative to reduce cancer care disparities for patients of color and marginalized groups.

Penn Center for Cancer Care Innovation, Philadelphia, PA

Interim Manager, 2017-2019

Oversaw development of the Center's brand, positioning, and potential programs to implement inaugural year as interim manager.

Partners in Health, Mirebalais, Haiti

Consultant and Data Analyst, 2017-2019

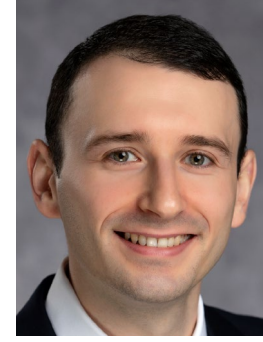
Developed and managed a new data program for one of Haiti's only cancer clinics. Leveraged insights about the patient population to drive decision making for resource allocation.

BluePrint Research Group, New York, NY

Senior Associate, 2017

Associate, 2015-2017

Led onsite team at a major biopharma client, providing support for commercialization and brand strategy of pipeline and inline oncology brands; work included discovery of up to a 15% projected increase in market share for a first-line immuno-oncology agent. Developed initial go-to-market strategy with \$2M budget for their first biosimilar to enter the market.



Boris Pevzner

boris.pevzner.wg21@wharton.upenn.edu
Stephen M. Ross School of Business at the University of Michigan, Ann Arbor, MI
B.B.A., Finance, Accounting, 2013

An opportunity to develop, implement and improve value-based care strategies and solutions to better align healthcare stakeholder incentives and reduce the total cost of care.

Cigna, Philadelphia, PA

Value Based Reimbursement Summer Associate, Summer 2020

Conducted company-wide strategic review of Cigna's opportunity to offer surgical bundled payments as a health service product to payers; presented findings to President of Strategy and Solutions

IMC Health, Miami, FL

Chief of Staff and Director of Strategic Initiatives, 2017-2019

Reported directly to CEO. Select initiatives: overhauled medical transportation division to improve on-time performance from 40% to 80%; outsourced IMC's internal diagnostics division to save business \$600,000 annually.

Comvest Partners, West Palm Beach, FL

Private Equity Associate, 2015-2017

Conducted industry, financial and business diligence to evaluate investments for \$900M buyout fund. Executed acquisition of IMC Health, a primary care physician group with 15 medical centers, and Lasko Products, the largest manufacturer of portable fans and heaters in the U.S.

RBC Capital Markets, New York, NY

Healthcare Investment Banking Analyst, 2013-2015

Executed M&A and capital markets transactions for healthcare services, medical technology and pharmaceutical clients.



Raphael A. Pransky

raphael.pransky.wg21@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A., Magna Cum Laude, Cognitive
Neuroscience, 2014

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

Redesign Health, New York, NY *New Ventures Intern, Summer 2020*

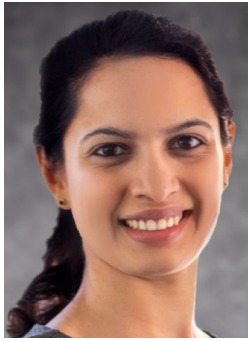
Conducted in-depth concept testing for remote patient monitoring venture ahead of investment committee. Identified opportunity to disrupt Medicare Advantage distribution market and developed new venture proposal. Created and analyzed proprietary dataset of 200+ healthcare startups to determine characteristics of successful founding teams.

American Securities, New York, NY *Strategy Associate, 2017-2019*

Led commercial due diligence efforts for 10+ investment opportunities, conducting extensive primary and secondary research to assess market dynamics, competitive landscape, and growth prospects. Provided investment team with conviction to successfully pursue one platform investment and two add-on acquisitions, representing over \$1B in transaction value. Partnered with portfolio company management teams to generate value creation plans, execute strategic projects (e.g., new market entry), and direct commercial initiatives (e.g., pricing optimization).

Oliver Wyman, New York, NY *Senior Consultant, 2016* *Consultant, 2015*

Advised healthcare and financial services clients on strategic and operational issues. Negotiated brand licensing extension for national elderly special interest group, performed medical management diagnostic for regional health insurer, and conducted risk assessment and mitigation for global bank.



Mallika Prasad

mallika.prasad.wg21@wharton.upenn.edu
Indian Institute of Technology, Kharagpur, India
B.Tech. and M.Tech. (Dual Degree),
Agricultural and Food Engineering, 2015

An opportunity to be a strategic and financial advisor to healthcare businesses.

J.P. Morgan, New York, NY *Investment Banking Summer Associate,* *Healthcare Group, Summer 2020*

Advised healthcare companies on M&A transactions and IPOs. Select experiences include buy-side M&A of medical device company, drafting of S1 and confidential SEC filing for IPO for healthcare services firm and target identification for life sciences client.

Bessemer Venture Partners, **Bengaluru, India**

Pre-MBA Summer Associate, Summer 2019
Developed India healthcare investment thesis. Assessed customer behavior and global comparables for \$15M investment in personal care start-up.

DaVita, Pan-Asia

Project Lead, APAC Operations and Growth,
2016-2019

Chief of Staff to APAC COO. Managed projects in growth and operations across Malaysia, China, Singapore and India. Select projects include acquisition of clinics in China, negotiating with insurers in Malaysia, and implementing medical supplies usage tracking to reduce wastage in India.

Parthenon-EY, Mumbai, India

Associate Consultant, 2015-2016

Completed a record 15 investment advisory projects in 17 months for private equity clients across Brazil, China, India and SE Asia. Select experiences include developing India growth strategy for pharma instrument supplier and commercial due diligence of \$1B higher education chain in Brazil.



Noah S. Putter

noah.putter.wg21@wharton.upenn.edu
University of Michigan, Ann Arbor, MI
B.B.A., With High Distinction, Finance, 2014

An opportunity to build, invest in and guide innovative, growth-stage healthcare companies.

Varian Medical, Remote *MBA Intern, Strategy and Corporate* *Development, Summer 2020*

Engaged in strategy development for leading radiation oncology medtech and software solutions provider, including assessing emerging, software-related market. Evaluated 2 software investment opportunities. Spearheaded initiative to overhaul and standardize internal investment tracking process.

CRG, New York, NY

Investment Associate 2016-2019

Evaluated \$20M-\$200M investment opportunities for \$4B AUM healthcare growth investing firm. Responsibilities included financial modeling, conducting company and industry due diligence, managing third-party advisors and presenting analysis to investment committee. Completed 4 investments, including largest Fund IV investment to date, and supported multiple portfolio companies. Led raising of long-term leverage at fund level through asset backed securities offerings.

Leerink Partners, New York, NY

Investment Banking Analyst 2014-2016

Advised healthcare clients on M&A, financing, and strategic alternatives by developing valuation analyses, performing due diligence and preparing offering memoranda. Deals included Amicus's acquisition of Scioderm and Adaptimmune's IPO.



Christopher S. Ragsdale

christopher.ragsdale.wg21@wharton.upenn.edu
Davidson College, Davidson, NC
B.S., Environmental Studies and Medical Humanities, 2010

An opportunity to drive strategy, change, and innovation at America's most promising health systems, with a focus on improving health outcomes for underserved populations.

Mount Sinai Health System, New York, NY
Boston Consulting Group (BCG) Social Impact Ambassador, Summer 2020
Social impact ambassador through BCG summer consultant internship program. Managed Mount Sinai's business development pipeline for COVID-19 testing and advisory services. Developed go-to-market strategy for a new concierge health center in West Village neighborhood.

PricewaterhouseCoopers (PwC), Washington DC

Senior Associate, 2016-2019
Led teams to fulfill Congressional requirements and develop 28 policy recommendations that sought to increase access to healthcare and human services for underserved populations. Conducted strategic planning and stakeholder management for federal Cabinet-level council tasked by the White House to improve human services for people with disabilities and older adults. Executed nationwide marketing and education campaign to reduce Medicare fraud.

UnitedHealth Group, Washington, DC

Research Consultant, 2014-2016
Analyzed Medicaid data and conducted patient and provider interviews to identify unnecessary nursing home admissions. Implemented federal pilot to reduce hospital readmissions, resulting in 13% fewer readmissions than control group. Authored policy paper on long-term care, which is now distributed as federal guidance for state governments.



Nirali V Sampat

nirali.sampat.wg21@wharton.upenn.edu
Columbia University, New York, NY
B.S., Biomedical Engineering, 2014

An opportunity to lead strategy or operations at a pharmaceutical or biotechnology company and bring innovative medicines to patients worldwide.

Bank of America, New York, NY
Summer Associate, Summer 2020
Conducted industry analysis and financial modeling. Prepared valuation-focused materials for healthcare companies.

Sage Therapeutics, Boston, MA

Business Insights & Analytics, 2018 - 2019
Led forecasting and analytics for the US commercial launch of ZULRESSOTM, the first FDA-approved treatment for post-partum depression. Built demand forecasts and patient out-of-pocket cost models to inform launch planning. Conducted market research and competitive analysis to inform ZULRESSOTM positioning.

Merck KgaA, Rockland, MA

Business Analysis & Forecasting, 2017 - 2018
Led forecasting and analytics for US Fertility & Endocrinology franchise. Improved forecast accuracy to 99% across 5 drug brands. Created multi-variable profitability tool for newly launched Fertility Technologies device to inform customer pricing strategy.

Strategic Research Insights, Princeton, NJ

Engagement Manager, 2016 - 2017
Associate, 2014 - 2015
Led 25+ market research and analytics engagements for top 10 pharmaceutical clients, advising new product launches, pipeline planning, sales force optimization and marketing strategy. Served as primary client contact and managed daily workflow for junior employees.



Chris Seitz

chris.seitz.wg@wharton.upenn.edu
Williams College, Williamstown, MA
B.A., Biology and German, 2015

An opportunity to invest in and build transformative healthcare companies.

Nantahala Capital, New Canaan, CT
Healthcare Equity Analyst, Summer 2020

Analyzed healthcare public equities for a \$1.5B long/short hedge fund. Focused on healthcare, primarily on biotech, medtech, and digital health. Performed due diligence, built financial models, and interfaced with management on existing investments and pitched new ideas to the investment team.

Dorm Room Fund, Philadelphia, PA
Managing Partner, 2019-2021

Premier student led VC with \$6M AUM backed by First Round Capital. As Managing Partner, manage 12 Investment Partners across undergraduate and graduate schools, source and evaluate deals, and manage portfolio of more than 300 companies.

Excel Venture Management, Boston, MA
Associate, 2017-2019

As only associate, sourced, evaluated, and managed a portfolio of more than 20 healthcare companies for \$250M healthcare venture capital fund. Invested over \$50M in 16 companies across biotech, medical devices, digital health, and diagnostics in private first-time and follow-on investments and IPOs. Interfaced directly with portfolio company CEOs, attended board meetings, and presented to Limited Partners.

Health Advances

Senior Analyst, Analyst, 2015-2017
Strategy consultant to biotech, medical device, and healthcare services clients. Conducted due diligence, formulated business strategies, and forecasted future sales.



Mosum Shah

mosum.shah.wg21@wharton.upenn.edu
University of Chicago, Chicago, IL
B.A., General Honors, Economics, 2016

An opportunity to assess innovative technology to better collect information from patients and support the delivery of care through various telemedicine offerings.

Teladoc Health, New York, NY

Product Strategy Intern, Summer 2020

Spearheaded product development of an AI-based tool focused on collecting deeper patient data to better inform the member experience and supply providers with further patient history and symptomatic information. Defined key use-cases incorporating clinical input, identified implementation options, and generated buy-in across relevant functions. Presented work to the CEO and expected product launch is Q1 '20.

Boston Consulting Group, Chicago, IL

Associate 2016-2018

Consultant 2018-2019

Performed diligence on targets for CEO of Fortune 100 company by evaluating and modeling revenue potential of target drugs in key therapeutic and disease areas through build of patient uptake, switching rates, and adherence; efforts led to a \$50B acquisition. Developed a risk-based strategy for a U.S. payer by determining physician incentives to support adoption of value-based care for high-cost Medicare Advantage patients and identified potential physician groups/patient populations as key partners.

Children's Hospital of Philadelphia, Philadelphia, PA

Business Development Associate, 2018

Defined an innovative patient-centric, consumerism strategy for CHOP that included reducing wait-times by right-sizing appointments, identifying and expanding operation room utilization in satellite surgical centers to reduce time to appointments, and optimizing use of NP/MD in key medical specialties to improve access.



Victoria Z. Shih

victoria.shih.wg21@wharton.upenn.edu
Harvard University, Cambridge, MA
A.B., Magna Cum Laude in Field, Applied Mathematics, 2014

An opportunity to modernize healthcare delivery by identifying, funding and growing strong technology-enabled healthcare businesses.

Francisco Partners, San Francisco, CA

MBA Summer Intern, Summer 2020

Member of the private equity investment team. Evaluated buyout investments for a technology-focused private equity firm investing out of multiple funds totaling ~\$10B. Conducted financial, market and micro business diligence on new investment opportunities across technology sectors.

Goldman Sachs, New York, NY

Investment Banking Analyst & Associate,

Not-for-Profit Healthcare, 2014-2019

Advised some of the nation's largest and most preeminent 501(c)(3) health systems on mergers & acquisitions and partnerships across the payor / provider landscape; structured and executed municipal & investment grade debt financing / refinancing transactions; developed tailored risk analytics models to size multiyear capital plans, determine appropriate capital structure and evaluate investment policy. Built 3-statement operating models, performed valuation and credit analyses, created investor marketing materials and modeled operational & balance sheet dynamics using statistical distributions. Worked closely with health system finance & treasury teams, C-suite management and external advisors such as consultants and counsel.



Benjamin H. Shuford

bshuford@wharton.upenn.edu
University of North Carolina, Chapel Hill, NC
B.S. Business Administration, 2013

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

LLR Partners, Philadelphia, PA

MBA Investment Intern, Healthcare Private Equity, Summer 2020

Developed firm-wide investment thesis and strategy for home healthcare services sector and evaluated opportunities within the segment.

Green Hill Recovery, Raleigh, NC

Founder and CEO, Behavioral Healthcare Startup, 2016-2019

Founded behavioral healthcare company to treat young adults suffering from substance abuse and other mental health issues, while providing access to educational and career opportunities that are seldom available at other programs. Grew staff to over 15 employees before selling business in Spring 2019.

Woodson Capital, New York, NY

Analyst, Long-Short Hedge Fund, 2015-2016

Performed analysis of public equity investment opportunities within the consumer, healthcare and technology sectors.

Morgan Stanley, New York, NY

Investment Banking Analyst, Consumer Retail Coverage Group, 2013-2015

Advised consumer and retail clients on M&A, financing, and strategic alternatives by developing valuation analyses, performing due diligence and preparing offering memoranda.



Neha Srivastava

Neha.Srivastava.wg21@wharton.upenn.edu
Yale University, New Haven, CT
B.A., Economics, 2014

An opportunity to work in a strategic role to support companies improving access and quality of care through advisory, investment, and business development.

Centerview Partners, New York, NY
Investment Banking Summer Associate Summer 2020

Advised pharma, biotech, and retail companies on various strategic transactions. Experience included due diligence, valuation, development of management presentations, and strategic and market assessments.

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

Managed domestic and international teams to conduct primary and secondary research, model quantitative forecasts, and provide strategic recommendations to 25+ biopharma, healthcare services, and private equity clients. Examples include senior managed care expansion strategy for Fortune 50 Healthcare Company (winning firm's 2017 Global Impact Award), profitability and cost-reduction strategy for national home health agency, revenue forecast assessments, product acquisition screens, and financing strategy for clinical-stage assets.

Citigroup Global Markets, New York, NY
Analyst, 2014-2015

Developed the firm's research efforts in the high yield credit space, developing tradable credit views and published forecasts and investment recommendations on 30+ companies. Advised hedge funds and asset managers on FX derivatives pricing.



Chip H. Stine

chip.stine.wg21@wharton.upenn.edu
University of Pennsylvania, Philadelphia, PA
B.A., Cum Laude, Philosophy, Politics and Economics, 2012

An opportunity to build and lead technology-enabled healthcare businesses that drive better patient outcomes.

Thrive Capital, New York, NY
Research & Incubations Intern, Summer 2020

Performed market research and presented detailed thesis on a healthcare subsector with four potential startup incubation opportunities to the investment committee of a large, multi-stage venture capital firm.

Oscar Health, New York, NY
Senior Manager, Network Partnerships, 2019
Manager, 2018-2019
Associate, 2017-2018

Managed team accountable for the financial and operational performance of fifteen national network vendors that provided services for behavioral health, pharmacy, durable medical equipment, labs, transplants and infusions. Led all expansion initiatives across vendor portfolio during high growth period where Oscar doubled its customer base and launched two new insurance products. Established and chaired cross-functional Behavioral Health Committee to develop company's plan for improving access to treatment and coordinating care for patients with mental health needs.

Aon, New York, NY
Consultant, Strategic Advisory, 2015-2016
Associate Consultant, 2012-2015

Advised F500 clients across different industries and supported practice leadership on healthcare vertical research and go-to-market planning. Led on-site project team at client through the implementation of a private retiree health exchange platform and the development of a five-year employee wellness program strategy.



Philip S. Susser

psusser@wharton.upenn.edu
Cornell University, Ithaca, NY B.S., Policy Analysis and Management, 2016
Perelman School of Medicine at the University of Pennsylvania, Philadelphia, PA M.D. Candidate, 2021

An opportunity to operate at interface of clinical medicine and industry to drive innovation and improve healthcare quality.

Marinus Pharmaceuticals Philadelphia, PA
Business Development MBA Intern, Summer 2020

Developed financial analysis to evaluate company's lead drug candidate, including decision tree analysis. Selected list of two-hundred licensing opportunities within multiple therapeutic areas aligning with company long term goals and developed overall framework for analyzing such opportunities.

Clinarify Philadelphia, PA
Co-Founder, 2020

Part of founding team of healthcare expert network that serves as a bridge between clinical consultants and industry, helping to provide clinical input to product development. Grew physician membership to 200+ physicians across 13 specialties. Winner of Health X Venture Fund award.

Neuroflow Philadelphia, PA
Clinical Analyst, 2017

Performed market research for a mental health tech company by interviewing KOL's, driving product development. Collaborated with start-up team members to implement useful go-to-market strategies and find novel revenue streams.



Samuel Tang

samuel.tang.wg21@wharton.upenn.edu
Princeton University, Princeton, NJ, A.B.,
Summa Cum Laude, Economics, 2013
University of Pennsylvania Law School,
Philadelphia, PA, J.D. Candidate, 2021

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

New Mountain Capital, New York, NY
MBA Intern, Summer 2020

As a member of the Private Equity group, conducted due diligence and executed an investment in a dietary supplements business and partnered with two portfolio companies in evaluating add-on acquisition opportunities

The Carlyle Group, New York, NY
Private Equity Associate, 2015-2018

As a member of the U.S. Buyout fund's Healthcare group, evaluated investment opportunities and managed portfolio companies, including launching an acquisition platform for pharmaceutical products, executing a take-private LBO of a contract manufacturer, carving out a diagnostics business, and restructuring a post-acute care provider.

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

As a member of the Healthcare Group, advised companies on M&A transactions, equity and debt financings, and strategic alternatives.



Jonathon Thierer

jonathon.thierer.wg21@wharton.upenn.edu
Manhattan School of Music, New York, NY
B.A., Vocal Performance, 2015

An opportunity to help build successful healthcare analytics companies as a leader in product development and strategy.

Cedar Gate Technologies, Greenwich, CT (Remote)

*Data and Analytics Intern
Summer 2019*

Developed pharmacy analytics module to be added to Cedar Gate Technologies' (CGT) existing risk-based analytics platform, ISAAC. Identified opportunities to improve pharmacy operations for payers and health systems worth an average \$9M per client per year. Applied artificial intelligence to study applications of pharmacy claims in improving management of risk-based contracts.

UnitedHealth Group (OptumRx), Chicago, IL

*MAC Pricing Manager 2017-2019
Technology Development Program Lead 2016-2017*

Optimized generic pharmaceutical spending of leading health plans and employers through development and implementation of data science applications. Managed annual drug spend of \$1.35B, positively impacting OptumRx's margin by more than \$100M.

Venture Opera, New York, NY

Founder and General Director 2014-2016
Founded Venture Opera to reduce opera industry's dependence on charitable contributions as a revenue source. Grew annual operating budget from \$15,000 to \$500,000 and managed a team of 60 professionals. Successfully targeted a younger demographic in an industry traditionally focused on the senior population.



Craig F. Thompson

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

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

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

*Brand Marketing Summer Associate,
Summer 2019*

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

KPMG, San Francisco, CA

*Senior Associate 2014-2016
Associate 2012-2014*

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



Samantha Tucker

samantha.tucker.wg21@wharton.upenn.edu
Washington University in St. Louis, St. Louis, MO
B.A., Honors, Political Science and Public Health, 2014

An opportunity to build and scale healthcare delivery organizations that lower cost and increase access for patients.

DaVita, Denver, CO

Redwoods Associate, Summer 2020

Conducted 15+ hours of physician interviews to design program to more effectively engage physicians in dialysis modality education for acute kidney disease patients. Identified three key barriers to education and developed a one-stop shop and modality resource toolkit to support physicians and nurses in acute settings. Developed detailed roadmap and physician adoption plan to test program at three pilot hospitals.

Deloitte Consulting, New York, NY

Consultant, 2018–2019

Business Analyst, 2016–2018

Worked with C-Suite executives across payor and provider organizations to grow new or existing business lines. Select experiences include: retail health growth strategy development, pharmacy benefit management launch strategy, health plan M&A deal strategy and execution, health plan member operations service model redesign, and global pharmaceutical compliance spend analysis. Held leadership roles within NY office for Analyst / Consultant community.

Pulse Advisory, New York, NY

Venture Fellow, 2014–2015

Conducted financial due diligence and reviewed business plans for cybersecurity startups. Efforts focused on seed stage through Series B startups raising rounds or partnering with institutional banks and insurers.



Sandy Varatharajah

Santhia.Varatharajah.wg21@wharton.upenn.edu
Georgetown University, Washington, DC
B.S., Biology; Science, Technology, and International Affairs, 2014

An opportunity to scale health equity across elderly, rural, minority, and low-income populations.

Amazon Web Services, Remote

MBA Intern, Summer 2020

Partnered with Data Science to create and deploy risk stratification model across 5,000+ customers, including hospitals, and built predictive risk model product roadmap.

Maverick Ventures, Remote

MBA Intern, Spring 2020

Evaluated tech-enabled, value-based care companies across multiple specialties for early-stage investments.

Cityblock Health, Brooklyn, NY

Innovation & Execution Senior Associate, 2018–2019

Integrated decision support into care management product to risk stratify patients and facilitate panel management. Scoped medication management initiatives improving quality and savings across managed Medicaid members.

Zocdoc, New York, NY

Office of the CEO: Product Commercialization Associate; Implementation Lead 2016–2018

Recruited to support CEO on special projects, and was the first commercialization team hire. Drove go-to-market strategies for three new products. Helped shift business model from subscription to transaction pricing, leading to significant supply side growth within six months of launch.

The Advisory Board Company, Washington, DC

Management Consultant, 2014–2016

Built commercialization strategy for major EHR's emerging acute care product to launch new business vertical. Evaluated risk adjustment programs at health systems to optimize care delivery for Medicare beneficiaries.



Karl Wang

karl.wang.wg21@wharton.upenn.edu
Tufts University, Boston, MA
B.A., Magna Cum Laude, Quantitative Economics, 2012

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

athenahealth, Boston, MA

Corporate Strategy Intern, Summer 2020

Designed a Tier Program for athenahealth's Marketplace Partners (i.e. app developers) to help drive greater Partner adoption among Clients and monetize athenahealth's Marketing services.

Reify Health, Boston, MA

Customer Success Team Manager 2018–2019

Business Development Associate—Customer Success Lead 2016–2018
Hired as the sixth employee, worked closely with CEO to bring Reify's flagship product, StudyTeam, to market, leading to >15% MoM user growth since launch. Built Reify's new user product implementation process, including sales, onboarding, and user engagement. Scaled Reify's business operations by building the Customer Success Team. Designed company's first life science client-facing report that provided insights into a clinical trial based on analysis of StudyTeam and client's clinical trial data.

Putnam Associates, Boston, MA

Consultant, 2015–2016

Senior Associate Consultant, 2014–2015

Analyst – Associate Consultant, 2012–2014

Managed overall project development, formed strategic recommendations, presented findings to client teams and simultaneously managed 2-3 junior team members. Project work includes pricing and contracting, commercial opportunity assessment, due diligence and competitive threat analysis. Therapeutic areas span Oncology, Rare Diseases, Vaccines, Cardiology



Hannah Williams

hannah.Williams.wg21@wharton.upenn.edu
Cambridge University, UK
BA (Hons), Natural Sciences (Neuroscience) 2013
Queen Mary, University of London, UK
MSc, Neuroscience and Translational Medicine, 2015

An opportunity to bring novel treatments to patients through advancing cutting-edge science.

Denali Therapeutics

Corporate Development Summer Associate
Developed Denali's China entry strategy, based on assessment of the evolving biotech and regulatory environment, evaluation of different entry models, identification and prioritisation of potential partners, and consideration of different clinical strategies. Supported the corporate development team's live negotiations, including Denali's \$1B partnership with Biogen.

Genentech, Inc.

Business Development Summer Associate
Spearheaded project to expand Genentech's neuropathology capabilities, coordinating a cross-functional team from Neuroscience R&D, Pathology, Imaging and Partnering. Conducted a comprehensive global brain bank landscape review, external outreach and prioritisation of brain tissue access and collaboration opportunities. Developed a strategic roadmap for neuroimmunology partnering, including science and investment landscaping, partnership opportunity screening, and final presentations to Partnering and Neuroscience leadership teams.

Dementia Discovery Fund

Company Creation Associate
Contributed to building the specialist venture fund's network and investment strategy. Conducted competitive intelligence and scientific landscaping projects, triaged investment opportunities, contributed to investment due diligence, and organised Scientific Advisory Board meetings. Managed a 500,000 compound CNS-focussed small molecule library. Drove company creation projects in areas of emerging biological understanding.



Merry Xiao

mengqi.Xiao.wg21@wharton.upenn.edu
Northwestern University, Evanston, IL
B.A. Mathematical Methods in the Social Sciences (MMSS) and Economics, 2014
Kellogg Certificate for Undergraduates in Financial Economics

An opportunity to drive impactful clinical programs that empower patients in high risk populations.

OptimaCare, Eden Prairie, MN

Launch Leadership Program Intern, Summer 2020
Assessed effectiveness of ESRD program (managing ~1000 patients and \$94M total annual cost of care) against quality outcomes (admits per thousand, modality, access point) and ROI (utilization avoidance, staffing costs). Recommended future state ESRD program with scaled up ESRD track, and additional chronic kidney disease (CKD) tracks to proactively identify, engage, and offer disease mgmt. to CKD patients before they reach dialysis.

PwC Strategy&, San Francisco, CA

Senior Associate 2016–2019
Associate 2014–2016
Partnered with clients across healthcare subsectors to provide advice and support for inorganic growth strategies. Defined partnership-driven diversification strategy for regional health plan by building market map of healthcare services and organizations and prioritizing options through several workshops. Facilitated communications and negotiations of joint venture between PBM and retail pharmacy with combined \$120B annual revenue from RFP to deal close. Orchestrated post-merger transition of 900 employees from Medicaid organization to acquiring regional health plan by identifying and coordinating dependencies within activities to ensure consistent employee communications.



Vincent J. Yeh

vincent.yeh.wg21@wharton.upenn.edu
University of California, Berkeley; Berkeley, CA
B.S., Summa Cum Laude, Chemical Engineering, 2013
Stanford University; Stanford, CA
M.S., Chemical Engineering, 2015

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

Amazon Web Services (AWS), Seattle, WA

Senior Technical Product Manager, Summer 2020
Defined vision, design, and user experience for new feature making it easier for developers to analyze robotics data. Created product roadmap and drove alignment across business development, engineering, UX, product, and marketing. Conducted 20+ user research interviews to build customer use cases, identify pain points, and prioritize feature development. Collaborated with engineers on backend technical solution.

Stryker Corporation, Fremont, CA

Staff Design Engineer, 2019
Senior Design Engineer, 2017–2019
Design Engineer, 2015–2017
Led 2 cross-functional product teams of 16+ engineers to develop and commercially launch 2 minimally invasive brain aneurysm treatments totaling \$400M market potential. Identified new product opportunity to address unmet need through surveying 64 physicians across 13 countries. Set product vision, pitched business case and strategy to senior leadership, and secured \$5M in funding. Recruited core team members, set project scope, and created development roadmap; led 6-person R&D team to build minimum viable product in 3 months, a record within the division.



Kelly Zhang

kz2168.wg21.wharton.upenn.edu
Columbia University, New York, NY
B.S., Magna Cum Laude, Chemical
Engineering, 2014

An opportunity to grow healthcare businesses and improve outcomes through an investing role.

Pogo Technologies, New York, NY
Strategy & Partnerships, Summer 2019
Led partnership development for consumer-tech start-up by onboarding 125+ online brands to power consumer rewards. Assisted in landing page tests and conducted primary research to evaluate various product features and value propositions. Performed competitive landscape by scraping thousands of competitor reviews.

H.I.G. Capital, New York, NY
Associate, 2016–2019
Evaluated investment opportunities across healthcare, consumer, industrials and services businesses by conducting business, financial and industry diligence. Transaction experience includes take-private of NCI, a federal IT services provider, sale of Surgery Partners to Bain Capital and sale of international restaurant franchise. Supported Soleo Health, a specialty infusion pharmacy, by performing business analyses, attending board meetings, assisting refinancings and evaluating M&A opportunities.

Credit Suisse, New York, NY
Investment Banking Analyst, 2014–2016
Advised healthcare clients on M&A, financing, and strategic alternatives, executing 2 equity offerings, 4 debt financings, 2 buy-side and 1 sell-side transactions. Notable transactions include advising Anthem on its acquisition of Cigna and IPC Healthcare on its sale to Team Health.

2020 Internship Sponsors

The following organizations
Provided internships for
Health Care Management
Students in Summer, 2020.

7WIRE VENTURES
Chicago, IL

ACCOLADE
Philadelphia, PA

ADITUM BIO
NY, NY & San Francisco,
CA

AMAZON
Seattle, WA & Remote

AMPERSAND CAPITAL
Boston, MA

ARTERYS
San Francisco (remote)

ATHENAHEALTH
Boston, MA (remote)

BANK OF AMERICA
New York, NY

BCG
Seattle, WA, NJ,
Washington, D.C.

BIND
Virtual

BIOGEN
Cambridge, MA

CEDAR GATE
Chicago, IL & Greenwich
CT

CENTERVIEW PARTNERS
New York, NY

CIGNA
Philadelphia, PA

CONCERTO HEALTHAI
Remote

CONSOLIDATA (STARTUP)
Philadelphia, PA

CREDIT SUISSE
New York, NY

DAVITA
Denver, CO

DEFINE VENTURES
San Francisco, CA

ELEANOR HEALTH
Boston, MA

ELI LILLY

EVERSANA
New York, NY

FACEBOOK
Menlo Park, CA

FRANCISCO PARTNERS
San Francisco, CA

GENENTECH SF
San Francisco, CA

GENENTECH / DENALI
San Francisco, CA

GOOGLE
Mountain View, CA

HUMANA
Louisville (Remote)

JP MORGAN
New York, NY

LEE EQUITY PARTNERS
New York, NY

LLR
Philadelphia, PA

MARINUS PHARMA
Philadelphia, PA

MAVERICK VENTURES
San Francisco, CA

MCKINSEY
Chicago, IL and San
Francisco, CA

MERCK
Philadelphia, PA

MORGAN STANLEY
London

MT. SINAI HEALTH PARTNERS

**NANTAHALA CAPITAL
MGMT**
New Canaan, CT

NEWYORK-PRESBYTERIAN
New York

OPTUM OLE
Remote

OPTUMCARE
Minneapolis, MN

PEAR VC
Palo Alto, CA

PENN MEDICINE
Philadelphia, PA

PFIZER
New York, NY

PICNIC HEALTH
San Francisco, CA

POGO
New York, NY (remote)

PRINCO
Princeton, NJ

REDESIGN HEALTH
New York, NY (remote)

RUBICONMD
New York, NY

SANOFI
Boston, MA

SHIKANI MEDICAL
Philadelphia, PA

SIBI HEALTH (STARTUP)
Philadelphia, PA & New
York, NY

SOUND TELEMEDICINE
Remote

STANFORD MEDICINE
Palo Alto, CA

TELADOC
New York, NY

TESUJI PARTNERS
New York, NY

THRIVE CAPITAL
New York, NY

UCLA HEALTH
Los Angeles, CA

VARIAN MEDICAL
San Francisco, CA

VERTEX
Boston, MA

**VETERAN AND FIRST
RESPONDER**
New York, NY (remote)

W HEALTH VENTURES
Boston, MA (Remote)

2020 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

SUSAN ADLER
Manager
Sanofi Genzyme
Cambridge, MA

EUGENE AN
Marketing Director
Genentech
South San Francisco, CA

HEATHER ASPRAS
Long Term Strategy Lead, Lung Cancer
Marketing
Merck
Philadelphia, PA

DAVID BAIADA
CEO
BAYADA Home Health Care
Philadelphia, PA

JOHN BARKETT
Senior Director of Policy Affairs
Willis Towers Watson
Arlington, VA

NICHOLAS BARTZ
Vice President, Business Intelligence
Aledade
Washington, D.C.

SIMON BASSEYN
Biotech Analyst
Ghost Tree Capital
New York, NY

JAMIL M. BEG
Principal
SAM Ventures
Boston, MA

ALI BEHBAHANI
General Partner
NEA
Chevy Chase, Maryland

GRACE BELL
Director of Strategic Initiatives & Speciality
Operations
CareMore Health/Anthem, Inc
Los Angeles, CA

DARREN BLACK
Managing Director
Summit Partners
Boston, MA

DUSTIN CHANG
Analyst
Balyasny Asset Management
New York, NY

BRIAN CHOI
Chief Medical Information Officer; Professor
of Medicine & Radiology
George Washington University
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BRETT CHUNG
Head of Product
RDMD

HUGH COLE
Chief Business Officer and Head of
Corporate Development
Jounce Therapeutics
Cambridge, MA

SIDDARTH DAMANIA
Business Development & Strategy
Medtronic; Renal Care Solutions
Nashville, TN

TOM DAVIS
Independent Consultant
Atlanta Georgia

PITAMBER "PITOU" DEVGON
Chief Medical Officer, Co-Founder
Velano Vascular, Inc.
Philadelphia, PA

BRANDON EINSTEIN
Principal
Enhanced Healthcare Partners
New York, NY

DANIEL FAGA
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Mirati Therapeutics
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MELANIE FAN
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Wellesley, MA

MING FANG
Redmile Group
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BRENTON FARGNOLI
Partner
AlleyCorp
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JENNIE FUNK
Division Vice President
DaVita, Inc.
Seattle, WA

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Professor of Psychiatry
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Firefly Health
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UCLA Health
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VP, Medicaid Program
Quartet
New York, NY

BRIAN HOLZER
President, Kindred Innovations
Kindred Healthcare
Louisville, KY

YANG HU
Global Health Fellow
Bill and Melinda Gates Foundation
Seattle, WA

MUDIT K. JAIN
General Partner
Strategic Healthcare Investment Partners
Santa Clara, CA

SHUBHRA JAIN
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Cota Capital
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Senior Director, Corporate Development
Kyrus
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Moderna Inc
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1315 Capital
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Evercore
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Locust Walk
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SACHIYO MINEGISHI

VP, Lead for Gene Therapies to treat Sickle
Cell Disease
Bluebird Bio
Somerville, MA

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VP of Managed Care
Oak Street Health
Chicago, IL

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DaVita, Inc.
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DaVita; Virtu Behavioral Health & Dental
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The Wharton School

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MBA Program in Health Care Management



Faculty

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

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Care Management, The Wharton School;
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Management, The Wharton School

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and Public Policy, The Wharton School

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Management Science; and Health Care
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Care Management, The Wharton School

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Health Care Management;
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Scientifics; Lecturer, Health Care
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Health Equity Perelman School of
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Management, Business Economics and
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Professor, Economics, College of Arts and
Sciences

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Professor Emeritus

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

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Health Care Management,
Lecturer, Entrepreneurial Programs,
The Wharton School

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Leon Hess Professor in Internal Medicine,
Perelman School of Medicine at the
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The Wharton School

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The Children's Hospital of Philadelphia;
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Leonard Davis Institute;
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Associate Professor of Medicine,
Perelman School of Medicine at the
University of Pennsylvania School of
Medicine;
Associate Professor and Senior Fellow,
Operations and Information
Management, Health Care Management,
The Wharton School

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The Wharton School

SANKEY V. WILLIAMS, M.D.

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



JUNE KINNEY

Associate Director, MBA Program
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GUY DAVID, PH.D.

Chair, Health Care Management Department,
and Director, Health Care Management
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Gilbert and Shelley Harrison Associate
Professor, Health Care Management,
The Wharton School

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Office of Affirmative Action
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Sansom Place East
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Philadelphia, PA 19104-6106
215.898.6993 (Voice)
215.898.7803 (TDD)

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