

# ADAM C. POWELL

906 Cherry St. Apt. 2FL, Philadelphia, PA 19107

847-703-0314

apowell@wharton.upenn.edu

## EDUCATION

- THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA** Philadelphia, PA  
*Ph.D. Candidate in Health Care Management & Economics* 2006-2011  
*Master of Arts in Health Care Management & Economics (awarded for work completed during the Ph.D.)* 2006-2008
- Teaching assistant for courses in Behavioral Economics, Negotiation, and Strategic Implementation
- MASSACHUSETTS INSTITUTE OF TECHNOLOGY** Cambridge, MA  
*Bachelor of Science in Management Science, Information Technology Concentration (MIT Sloan)* 2002-2006  
*Bachelor of Science in Writing, Expository Concentration, Minor in Economics* 2002-2006
- Served as Instructional and Fundraising Officer for the Mobile Autonomous Systems Laboratory; CIO of the MIT Sloan Venture Capital and Private Equity Club

## EXPERIENCE

- THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA** Philadelphia, PA  
**Research Assistant for Prof. Lawton R. Burns, Health Care Management & Economics Department** 2008-Present
- Authored (lead author) a book chapter which assesses the future prospects of the major subsectors (consumer/payer/provider) of the health IT industry. The book will be commercially available in 2010 and will be required reading for all Wharton Healthcare MBAs.
  - Co-authored a published book chapter on the implications of hospitals conversions between ownership statuses, demonstrating that for-profit hospitals may serve public welfare as well as non-profit hospitals
  - Critiqued the quantitative methodology used by Archstone Consulting on a PhRMA-commissioned report that they wrote on the economic impact of the pharmaceutical industry, ensuring that Congress and the public received accurate information
  - Analyzed and summarized the academic literature on the factors driving the success and failure of medical device firms to assist Professor Burns in preparing for the legal defense of a firm in the industry. Rewrote findings into a book chapter.
- Research Assistant for Profs. Chris P. Lee and Sergei Savin, Operations & Information Management Department** 2007-Present
- Discovered the amount of money a hospital system was losing due to the omission of information from its claims by creating a mixed multinomial logit model. Identified over \$14 million in potential losses due to improper billing.
- LINPOWELL CORPORATION** Cambridge, MA / Philadelphia, PA / Shanghai, China  
**Co-founder and Implementation Team Leader of a Web 2.0 Startup** 2007-2008
- Translated David Lin's vision into technical specifications for a social networking website intended to help people find local activities
  - Contracted with Taikor Media, a Shanghai-based outsourcing firm, to construct the site and held responsibility for the relationship
  - Led a cross-cultural, cross-functional team consisting of myself and three employees from Taikor Media. Guided the team through the process of constructing, testing, and revising the website.
- PENN BIOTECH GROUP** Philadelphia, PA  
**Group Vice President / Principal of the Consulting Department** 2010-2011
- Secured clients, recruited consultants, and staffed consultants on engagements
  - Created relationships with two new financial sponsors
- Project Manager for a Consulting Engagement with a Top Five Pharmaceutical Company** Spring 2010
- Lead a multi-disciplinary team consisting of post-doctoral researchers and graduate students with backgrounds in biology, computer science, and law. Handled all communication between and the team and the client during the course of the three month engagement.
  - Developed a methodology combining artificial intelligence and econometrics that the team used to study an issue concerning the regulatory approval process for pharmaceuticals. Provided the client with recommendations on how marketing authorization applications can be modified to reduce their time to approval by the European Medicines Agency.
- HUMANA, INC.** Louisville, KY  
**Benefits Intern for the Human Resources Department, supervised by Debbie Triplett** Summer 2007
- Recommended changes to the wellness web portal, instruments for measuring employee presenteeism, and new types of retiree benefits
  - Recommended that Humana not offer its employees heavily-leveraged home loans (a benefit that was under consideration), likely preventing some employees from becoming victims of the financial crisis
  - Analyzed vendor options for both one-time purchases (i.e. company gym equipment) and recurring purchases (i.e. compliance training courses), saving Humana thousands of dollars in the process
- MICROSOFT CORPORATION** Redmond, WA  
**Program Manager Intern for Microsoft Office FrontPage** Summer 2005
- Designed a template for an asset tracking web portal which is now shipping with Windows Server 2008
- UBS WEALTH MANAGEMENT USA** New York, NY  
**Wealth Management Intern, supervised by John Cioffi** Summer 2004
- Investigated the relationship between the size of the U.S. underground economy and U.S. GDP by conducting a literature review, interviewing industry experts, and devising proxy measures for unreported economic activity