

ADAM C. POWELL, PH.D.

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EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Doctor of Philosophy in Health Care Management & Economics 2006-2011
Master of Arts in Health Care Management & Economics 2006-2008

- Awards: National Research Service Award (two years stipend and tuition, worth roughly \$110,000); Mack Center for Technological Innovation Grant (\$12,750); Russell Ackoff Risk Management and Decision Making Fellowship (\$1,000)
- 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

EXPERIENCE

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Research Assistant for Prof. Lawton R. Burns, Health Care Management & Economics Dept. 2008-2011

- Authored three chapters on the healthcare industry for graduate-level healthcare textbooks that will be used at Wharton and other leading MBA programs. Served as lead author on an assessment of the future prospects of the major subsectors (consumer/payer/provider) of the health IT industry. Co-authored chapters on the factors driving the success and failure of medical device firms and on the implications of the conversion of hospitals between for-profit and non-profit status.
- Developed the methodology used by a consulting company on a PhRMA-commissioned report on the economic benefits of the pharmaceutical sector. The report was presented to Congress and helped the industry fare well in the 2010 health reform.

Research Assistant for Profs. Chris P. Lee and Sergei Savin, Operations & Information Mgmt. Dept. 2007-2011

- Identified over \$14 million in losses due to improper billing by a hospital system. Provided a strategy for reducing losses.

PENN BIOTECH GROUP, CONSULTING DEPARTMENT Philadelphia, PA
Group Vice President / Principal of the Consulting Department 2010 - 2011

- Secured six engagements with five clients, staffed the engagements with consultants, and supervised the engagement managers.
- Forged relationships with two new financial sponsors, resulting in two workshop events and \$2,000 in additional funding.

Project Manager for a Consulting Engagement with a Top Five Pharmaceutical Company

- Led a multi-disciplinary team of seven consultants. Handled all communication between the team and the client.
- Reduced future marketing authorization application times. Determined the relationship between application attributes and time to approval. Created a model using artificial intelligence and econometrics that is now used by the client to predict approval time.

LINPOWELL CORPORATION Philadelphia, PA / Shanghai, China
Co-founder and Program Manager of a Web 2.0 Startup 2007-2008

- Designed a social website that helped people find events. Translated a business plan into technical specifications.
- Led a cross-cultural, cross-functional team consisting of my business partner and three employees from Taikor Media, a Shanghai-based outsourcing firm. Guided the team through the process of developing and testing the website. Self-financed development and launched the site within budget.

HUMANA, INC. Louisville, KY
Benefits Intern for the Human Resources Department, supervised by Debbie Triplett Summer 2007

- Stopped Humana from offering its employees 100%-leveraged home loans, reducing the impact of the financial crisis.
- Analyzed vendor offerings for both one-time and recurring purchases, saving Humana tens of thousands of dollars.

ADDITIONAL INFORMATION

Additional Languages: Intermediate fluency in Mandarin and Spanish
College Work Experiences: Microsoft, MIT Artificial Intelligence Laboratory, and UBS Wealth Management
Technical Skills: Microsoft Office, statistics software (R, SAS, Stata), and programming (C++, Java, Processing)
Other Accomplishments: Exhibited contemporary artist, co-founder of a charity aggregator that has raised over \$60,000