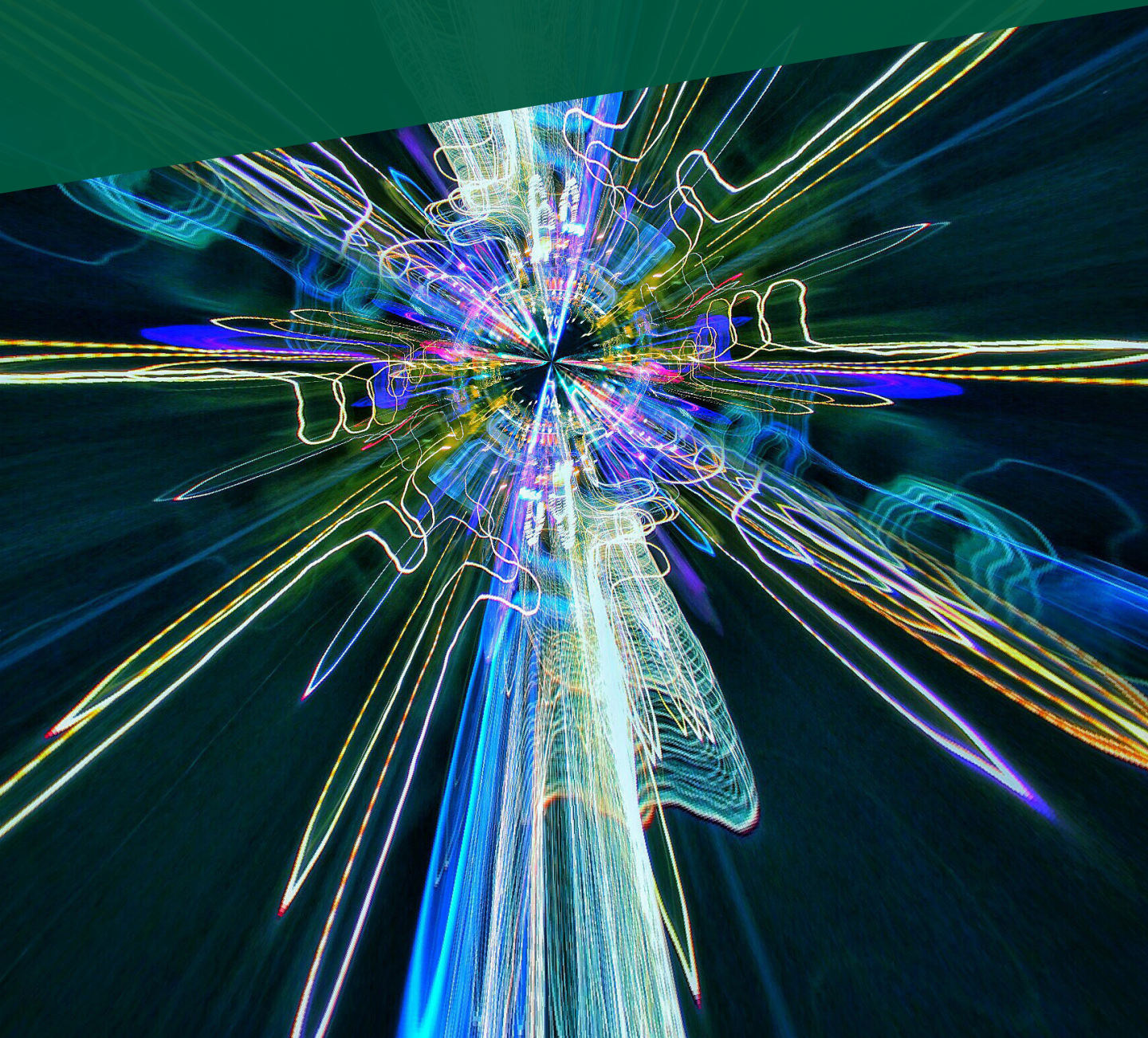




BCG Health Care Experts
in San Francisco from
January 13-16, 2020





Ozgur Adigozel

**Managing Director
and Partner**
Chicago

Areas of Expertise

- Leads BCG’s work with US Payers, Providers & Services
- Growth strategy
- Go-to-market
- Consumer engagement
- Business model innovation
- Business unit strategy
- Large-scale performance transformation
- Payer operations and organization design



Ashkan Afkhami

**Managing Director and
Partner | Digital Ventures**
New York

Areas of Expertise

- Leads Health Care practice for DV Globally
- NAMR Chair for DV Investment Committee
- Digital Health Care Solutions and Services
- Strategic Partnerships across Health Care and Consumer
- Validated Products including SaMD & Digital Therapeutics
- Commercial and G2M Strategies
- Operating Models and Organizational Design



Silvio Belletti

**Managing Director
and Partner**
Milan

Areas of Expertise

- Biopharma
- Drug Distribution
- Respiratory
- Cancer and Blood
- Innovation in Medtech
- Medtech Market and Trends



Chris Bennani

**Managing Director
and Partner**
Boston

Areas of Expertise

- Medtech/Biopharma
- Leads the Life Sciences Research and In-Vitro Diagnostics (IVD) topics globally
- Diagnostics
- Governance and Organization
- Biopharma R&D
- HCPA Scientist Network
- IVD/Life Science Tools



Chris Bergstrom

**Partner and Director,
Head of Digital Therapy |
Digital Ventures**
New York

Areas of Expertise

- BCG’s expert in digital health
- Medtech/Biopharma
- mHealth
- Medical Technologies
- Medical Devices
- Center for Client Learning and Enablement
- Factory of the Future & Digital Manufacturing
- Start-ups



Nate Beyor, PhD

**Managing Director and
Partner | Digital Ventures**
Manhattan Beach

Areas of Expertise

- Medtech/Biopharma
- Health Care Tech Advantage-Digital
- Diagnostics
- Medical Technologies
- IVD/Life Science Tools
- Factory of the Future and Digital Manufacturing

Want to meet a BCG Health Care expert? Please [contact us](#)



Charles-Andre Brouwers

Managing Director and Senior Partner
New York

Areas of Expertise

- Medtech/Biopharma
- Generics/Biosimilars
- Informatics
- Factory of the Future and Digital Manufacturing
- Other CFS Topics
- Analytics Expert Teams



Satty Chandrashekhar

Managing Director and Partner
New York

Areas of Expertise

- Medtech/Biopharma/Payers, Providers & Services
- Data & Analytics
- External Data Sources Hub
- Data and Analytics in Health Care
- Tech Architecture
- Software Development



Michael Choy, PhD

Managing Director and Partner
New Jersey

Areas of Expertise

- Biopharma
- Diseases
- Research and Development (SI)
- Infectious Diseases (SI)
- Governance and Organization
- Impact Measurement



Victor Corzo

Managing Director and Partner
Stockholm

Areas of Expertise

- Medtech
- Medical Consumables
- PIPE Ring Fence
- Private Equity in Medtech
- Drug Distribution
- Medical Equipment



Marjolein Cuellar

Managing Director and Partner
Bay Area-San Francisco

Areas of Expertise

- Payers, Providers & Services
- TB Proprietary Data and Tools
- Infrastructure and transversal topics
- Organization and Governance
- Medical Consumables
- Sales Optimization



Torben Danger

Managing Director and Partner
New York

Areas of Expertise

- Global Sector Leader, Medical Devices and Technology
- Corporate and business unit (e.g., growth, geographic expansion, portfolio strategy)
- Post-merger integration
- Go-to-market approach and commercial excellence
- Cost management
- Transformation and turnaround

Want to meet a BCG Health Care expert? Please [contact us](#)



Christophe Durand

**Managing Director
and Senior Partner**
New York

Areas of Expertise

- Medtech
- Post-merger integration
- Due diligence
- Growth strategies
- R&D and innovation
- Sales and marketing strategy



Laura Furmanski

**Managing Director
and Partner**
Bay Area—Silicon Valley

Areas of Expertise

- Medtech/Biopharma
- Informatics
- Health Care Tech Advantage-Digital
- Content Management Program
- Diagnostics
- Medical Technologies



Erik Gilbertson

**Managing Director
and Partner**
New York

Areas of Expertise

- Medtech
- People and Organization in Medtech
- Generics/Biosimilars
- Informatics
- Other CFS Topics
- Content Management Program



Paulo Goncalves

**Managing Director
and Partner**
Barcelona

Areas of Expertise

- Biopharma/Payers, Providers & Services
- Marketing
- Go-to-market/market entry
- Sales force effectiveness
- Digital strategy
- Agile ways of working
- Digital trends



Dan Grossman, PhD

**Managing Director
and Senior Partner**
Chicago

Areas of Expertise

- Medtech/Biopharma
- Medical Devices
- Advantage in Adversity
- R&D and Innovation
- Portfolio Strategy
- Central Nervous System and Mental Health



Jason Jager

**Managing Director
and Partner**
Los Angeles

Areas of Expertise

- Medtech
- Selling Support
- Generics/Biosimilars
- Supply Chain Management in TMT
- Additional Local Topics
- End To End SC Optimization and Planning

Want to meet a BCG Health Care expert? Please [contact us](#)



Jon Kaplan

**Managing Director
and Senior Partner**
Chicago

Areas of Expertise

- Payers, Providers & Services
- Value-based health care
- Corporate strategy
- Clinical program design
- Channel and branding strategies
- Turnaround strategy
- Post-merger integration
- Corporate governance
- Health care reform
- Customer discovery



Paul-Alexis Kebabtchieff

**Managing Director
and Partner**
New York

Areas of Expertise

- Biopharma
- Pharmaceutical benefit management
- Diagnostics
- Future Foresight
- Sales Optimization
- Commercial/Cross-Marketing,
Sales, & Pricing



Meg Kedrowski

**Managing Director
and Partner**
Los Angeles

Areas of Expertise

- Biopharma/Medtech
- Macroeconomic Insights
- Market Access in Medtech
- Other CFS Topics
- Medical Consumables
- Commercial/Cross-Marketing,
Sales, & Pricing



Ania Labno, PhD

Partner
Chicago

Areas of Expertise

- Payers, Providers & Services/Medtech
- Change Management Academy (OPS)
- Selling Support
- OPS Academy
- Analytics University
- Governance and Organization



Bob Lavoie

**Managing Director
and Partner**
New York

Areas of Expertise

- Medtech services
- Value-based health care
- Growth strategy
- Innovation
- Commercial model
- Organizational design
- Health care private equity
- M&A, including target screening,
transaction support, and PMI



Cristian Liu

Principal
Seattle

Areas of Expertise

- Payers, Providers & Services
- Provider System
- Payer System Topics
- Individual Payer Topics
- Content Management Program

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Mark Lubkeman

**Managing Director
and Senior Partner**
London

Areas of Expertise

- Biopharma/Medtech
- Mergers and acquisitions
- Product launch
- Companywide transformation
- Cost and productivity improvement
- Post-merger integration
- Growth strategy
- Sales and marketing effectiveness



Sam Marwaha

**Managing Director
and Senior Partner**
New York

Areas of Expertise

- Biopharma
- Data and Analytics
- Health Care Tech Advantage-Digital
- Sales Optimization
- Biopharma Commercial



Valery Panier, PhD

**Managing Director
and Senior Partner**
New York

Areas of Expertise

- Health Care Regional Practice
Area Lead for North America
- Biopharma research and development
- Regulatory affairs
- Clinical development
- Lean and manufacturing
- Smart Simplicity
- R&D strategy
- Outsourcing and contract research
organization services



Lorenzo Positano

**Managing Director
and Senior Partner**
Rome

Areas of Expertise

- Biopharma
- Digital transformation
- Post-merger management
and integration in pharma
- Compliance programs
- Governance model design
- Pharma operations strategy
- Network optimization
- COGS optimization



Romney Resney

**Managing Director
and Senior Partner**
Bay Area—San Francisco

Areas of Expertise

- Medtech/Biopharma/Payers,
Providers & Services
- Leads BCG West Coast team
- Leads commercial and growth
topics across Health Care
- Launch topic lead globally
- Corporate development and strategy
- Organization transformation and
capability building
- TAs include oncology, inflammation,
neurology among others



Michael Ringel, PhD

**Managing Director
and Senior Partner**
Boston

Areas of Expertise

- Biopharma R&D
- R&D strategy
- Operations
- Innovation
- Lean engineering
- Transformation

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Andrew Rodriguez

Managing Director
and Senior Partner
Munich

Areas of Expertise

- Biopharma
- Corporate strategy
- Acquisition planning
- Post-merger integration
- International expansion strategy
- Strategic review and redesign
- Vaccines and global health



Barry Rosenberg, MD

Managing Director
and Senior Partner
Chicago

Areas of Expertise

- Medtech implantable devices and consumable products, including cardiac, orthopedic, and medical-surgical items
- Medtech capital, such as for imaging, radiation therapy, in vitro diagnostics, and infusion pumps
- Commercial excellence—sales, marketing, key accounts, and pricing
- Due diligence and post-merger integration
- Growth strategy
- Provider strategy
- Physician change management



David Sadoff

Managing Director
and Senior Partner
Denver

Areas of Expertise

- Payers, Providers & Services
- Merger integration planning
- Service lines
- Operational effectiveness
- Performance improvement
- Value-based health care
- Organization design



Sahil Sanghvi

Managing Director
and Partner
Minneapolis

Areas of Expertise

- Medtech/Biopharma
- Additional Local Topics
- Hospital IT
- Content Management Program
- Genitourinary System
- Medical Technologies



Alok Sathaye

Managing Director
and Partner
New Jersey

Areas of Expertise

- Medtech
- Growth strategy and portfolio management
- Key account management
- Sales strategy and execution
- R&D and innovation
- Due diligence
- Digital



Sanjay Saxena, MD

Managing Director
and Senior Partner
Bay Area—San Francisco

Areas of Expertise

- Global Sector Leader, Payers, Providers & Services
- Co-leader of BCG's Center for US Health Care Reform and Evolution
- Strategy
- Large-scale transformation
- New care models
- Value-based health care
- M&A in health care

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Daniel Schroer

Managing Director
and Partner
Berlin

Areas of Expertise

- Medtech
- Medical technology
- New commercial models
- Go-to-market strategy
- Digital technology in health care
- Procurement
- Organizational enablers
- Support systems



Jonathan Scott, MD

Managing Director
and Partner
New York

Areas of Expertise

- Payers, Providers & Services
- Content Management Program
- Health Care Providers
- End-to-End Customer Journeys
- Knowledge Support Services



Behdad Shahsavari

Managing Director and
Partner | Digital Ventures
Manhattan Beach

Areas of Expertise

- Head of DV North America and DV Consumer Global
- Content Management Program
- Digital Transformation in Consumer Products
- Digital in Consumer
- Consumer
- Knowledge Support Services



Brett Spencer, MD

Managing Director
and Partner
Chicago

Areas of Expertise

- Leads BCG's provider topic in North America
- Health care delivery systems
- System strategy
- Performance improvement in health care
- Value-based health care
- Mergers and acquisitions
- Post-merger integration
- Hospital corporate strategy
- Clinical quality



Gunnar Trommer

Managing Director and
Partner | Digital Ventures
Manhattan Beach

Areas of Expertise

- Medtech/Biopharma/Payers, Providers & Services
- Health Care Tech Advantage-Digital
- Medical Technologies
- Medical Devices
- Wireless
- Informatics
- Digital health



Stefan Tuschen, MD

Managing Director
and Partner
Cologne

Areas of Expertise

- Head of the Health Care Practice in Russia and CIS
- Transformation programs
- Digital solutions in health care
- Strategy reviews and development
- Go-to-market strategies
- Localization and infrastructure investment strategies
- Operational and commercial excellence programs
- Post-merger integration

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Stephen Waddell

Managing Director
and Partner
Chicago

Areas of Expertise

- Biopharma
- Sales force design and effectiveness
- Go-to-market transformation (GTMT)
- Launch excellence
- Brand strategy and management
- Portfolio strategy
- Market access, reimbursement, and pricing
- Digital strategies for commercial growth
- Post-merger integration (PMI) and organization



Judith Wallenstein

Managing Director
and Senior Partner
Munich

Areas of Expertise

- Biopharma
- Launch excellence
- Brand strategy
- Transformation
- Marketing capabilities
- Return on marketing investment
- Return on capital investment



Olivier Wierzba

Managing Director
and Senior Partner
Paris

Areas of Expertise

- Leads BCG's global work in corporate strategy and mergers and acquisitions within the biopharma sector
- Corporate development
- Marketing efficiency and effectiveness
- Mergers and acquisitions
- Strategic planning
- Large-scale transformation



Bernd Ziegler

Managing Director
and Senior Partner
Munich

Areas of Expertise

- Biopharma
- Innovation
- Multichannel marketing and sales
- Growth strategy
- Sales force effectiveness
- Key account management
- Go-to-market advantage

Want to meet a BCG Health Care expert? Please [contact us](#)