

# BCG Health Care Experts

*Onsite during the 2023 J.P.  
Morgan Healthcare Conference*

January 9-12, 2023  
San Francisco



# BCG Health Care experts in San Francisco from January 9-12, 2023

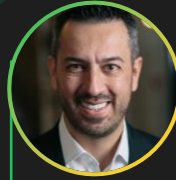


## Erik Adams

Managing Director and Partner  
San Diego

### Areas of Expertise

- Medical devices & technology
- Go-to-market strategy
- Long-term growth strategy
- Pricing
- M&A
- Post-merger integration
- Change management



## Ozgun Adigozel

Managing Director and Senior  
Partner  
Chicago

### Areas of Expertise

- Growth strategy
- Marketing and sales optimization
- Government businesses
- New healthcare delivery models
- Personalization in healthcare
- Consumer engagement
- Metaverse and web3
- Operating model and organization design



## Ashkan Afkhami

Managing Director and Partner |  
Global Leader Health Care BCG X  
New York

### Areas of Expertise

- Innovation models and digital transformation
- Strategic acquisitions and partnerships
- Digital and analytics build capabilities
- Corporate finance and strategy
- Global health care industry
- Commercial excellence
- Digital health



## Christoph Albert

Managing Director and Partner  
Düsseldorf

### Areas of Expertise

- Health care private equity
- Health care industry
- Medical devices and technology



## Sandra Andersen

Partner  
New York

### Areas of Expertise

- M&A and diligence with a focus on life sciences
- Health care industry



## Andrew Barbaccia

Partner  
New Jersey

### Areas of Expertise

- Digital transformation
- Digital talent / people transformation
- MedTech innovation and R&D
- Tech advantage-digital
- Medical technologies
- Medical devices

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## Alex Baxter

DV Managing Director and Partner  
New York

### Areas of Expertise

- Health care industry
- Principal investors and private equity
- Customer demand
- Digital strategy
- Digital transformation
- Go-to-market strategy
- Digital marketing
- Digital sales
- E-commerce

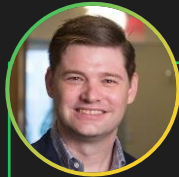


## Chris Bennani

Managing Director and Partner  
Boston

### Areas of Expertise

- Leads life sciences tools and IVD topic
- Pharma services (including CRO, CDMO)
- Biopharma R&D



## Mike Brochu

Managing Director and Senior  
Partner  
Philadelphia

### Areas of Expertise

- Biopharma
- Growth strategy
- Business model innovation
- Consumer insights
- Operations



## Hob Brooks

Managing Director and Partner  
Philadelphia

### Areas of Expertise

- M&A, transactions, and PMI
- Business transformation
- Biopharma
- Carveouts & divesture
- Medical devices and technology



## Priya Chandran

Managing Director and Senior  
Partner  
New Jersey

### Areas of Expertise

- Data and analytics
- Marketing and sales
- Innovation strategy and delivery
- Corporate finance and strategy
- US public sector and government
- Public sector
- Health care payers, providers, systems & services
- Health care industry



## Lu Chen

Managing Director and Partner  
New York

### Areas of Expertise

- Biopharma
- Corporate strategy
- Growth strategy
- New modalities
- M&A
- Large scale transformation
- Healthcare private equity

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## Michael Choy

Managing Director and Partner  
New Jersey

### Areas of Expertise

- Biopharma R&D
- New modalities, Including. Cell & gene therapy
- Infectious diseases, Including Covid-19
- Public health
- M&A and post-merger integration



## Victor Corzo

Managing Director and Partner  
Stockholm

### Areas of Expertise

- Mergers & acquisitions
- Medical devices and technology
- Digital health care and strategy
- Growth strategy & business model innovation
- Corporate & portfolio strategy
- Health care private equity (biopharma, MedTech, payers & providers)

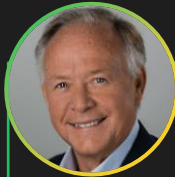


## Ivan D'Avanzo

Managing Director and Partner  
Miami

### Areas of Expertise

- Commercial biopharma strategy
- Digital transformations in biopharma
- Digital, data and analytics applications in biopharma
- Biopharma sales, marketing, and market access excellence
- Medical affairs
- Change management



## Joe Davis

Former Regional Chair, North America; Managing Director & Senior Partner; Chair, BCG's Center for Inclusion and Equity  
Miami

### Areas of Expertise

- Leadership
- Organization management
- Organization change
- Large-scale transformation
- Business turnaround
- Diversity, equity and inclusion



## Quentin Decouvelaere

Managing Director and Partner  
Paris

### Areas of Expertise

- Health care payers, providers, systems & services
- Medical devices and technology
- Biopharma
- Health care industry
- Digital HR
- Organization design
- Corporate finance and strategy



## Thomas Delano

Managing Director and Partner  
Paris

### Areas of Expertise

- Investor strategy
- R&D
- Digital & data transformation
- Build-operate-transfer

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## Christophe Durand

Managing Director and Senior Partner  
New York

### Areas of Expertise

- M&A (strategy, due diligence)
- Post-merger integration
- Growth strategies
- R&D and innovation
- Sales and marketing strategy



## Marie Humblot-Ferrero

Managing Director and Partner  
Paris

### Areas of Expertise

- Biopharma and vaccine
- Health care industry
- Corporate strategy
- Operations, network design, manufacturing systems, CMC
- Large scale transformations
- People strategy and leadership
- Organization strategy, operating model design
- Post-merger management and integration
- Sustainability



## Roman Geis

Managing Director and Senior Partner  
New York

### Areas of Expertise

- Health care industry
- Biopharma
- Large corporate transformation
- Commercial strategy
- Organizational transformation



## Erik Gilbertson

Managing Director and Partner  
New York

### Areas of Expertise

- Medical devices, life science tools, and DX
- Digital GTM & commercial strategy
- Due diligence
- Organization design
- PMI & cost transformation

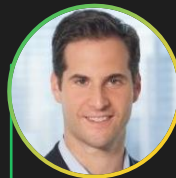


## Austin Gispanski

DV Managing Director and Partner  
DV Manhattan Beach

### Areas of Expertise

- Expert on telehealth solutions
- Digital strategy & innovation
- Consumerization of healthcare
- Digital solution, product, & business build
- Digital transformation
- Patient activation



## Daniel Gorlin

Managing Director and Senior Partner  
Chicago

### Areas of Expertise

- Health care payers, providers, systems & services
- Corporate finance and strategy
- Marketing and sales
- Pricing and revenue management
- Public sector
- Health care industry
- Oncology solutions

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## Tristan Heinrich

Managing Director and Partner  
Bay Area - San Francisco

### Areas of Expertise

- Healthcare payers, providers, systems, and services
- Large scale transformations
- Transactions and integrations
- Org design and operating model
- Talent and skills
- Future of work
- Climate and sustainability



## Charles Hendren

Managing Director and Partner  
Stockholm

### Areas of Expertise

- Biopharma
- Medical devices and technology
- Technology industry
- Business strategy
- Business model innovation
- Due diligence
- Vendor due diligence



## Daniel Huber

Managing Director and Partner  
Munich

### Areas of Expertise

- Principal investors & private equity
- Commercial diligence
- Business & growth strategy
- Health care industry



## Dieter Iveson

Partner  
Los Angeles

### Areas of Expertise

- Medical devices & technology
- Digital strategy & capability build
- Portfolio & pipeline assessment
- Growth strategy
- Large scale transformation

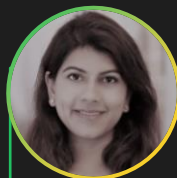


## Jason Jager

Managing Director and Senior  
Partner  
San Diego

### Areas of Expertise

- MedTech, life tools / technologies
- Commercial go-to-market, marketing, pricing
- Supply chain & operations
- R&D effectiveness, innovation
- Mergers & acquisition, carve-out, integrations
- Business model transformation



## Supriya Jain

Managing Director & Partner  
Bay Area - San Francisco

### Areas of Expertise

- Areas of Expertise
- Physician practice management
- Behavioral health
- Post-acute Care
- Value based health care
- HCIT and digital health

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## Ganga Kannan

Managing Director and Partner  
New York

### Areas of Expertise

- Global leader, digital and tech in healthcare
- Digital transformations in biopharma
- Healthcare tech modernization
- Data and analytics



## Josh Kellar

Managing Director and Partner  
Chicago

### Areas of Expertise

- Health care payers, providers, systems & services
- Health care industry
- Biopharma
- Medical devices and technology
- Oncology solutions



## Bob Lavoie

Managing Director and Senior Partner  
New York

### Areas of Expertise

- MedTech
- 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

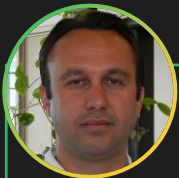


## Stefan Leve

Managing Director and Partner  
Boston

### Areas of Expertise

- Core member in BCG's digital & tech in healthcare practice
- Owner of BCG's pharma innovation & tech benchmark (PhIt)
- Digital & tech across pharma, medtech, providers
- Digital strategy & transformation
- Data & analytics strategy + transformation across the value chain
- Technology strategy & transformation (incl. Op model, architecture, cloud)
- Tech in mergers, acquisitions, divestitures
- Customer journey reimagination
- Build operate transfer
- Agile at scale



## Otto Liska

Managing Director and Partner  
Los Angeles

### Areas of Expertise

- Medical devices & technology
- Commercial due diligence
- Market access
- Portfolio strategy
- Go-to market



## Martin Lofqvist

Managing Director and Partner  
Bay Area - San Francisco

### Areas of Expertise

- Health care payers, providers, systems & services
- Corporate finance and strategy
- Operations
- Mergers and acquisitions
- Digital transformation
- Medicare advantage
- Medicaid
- Home and community-based care
- Cost transformation

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## Mark Lubkeman

Managing Director and Senior Partner  
London

### Areas of Expertise

- Mergers and acquisitions
- Product launch
- Companywide transformation
- Cost and productivity improvement
- Post-merger integration
- Growth strategy
- Sales and marketing effectiveness
- Health care - including biotech, pharma, and medical devices
- CEO and board succession advisory



## Chris Meier

Managing Director and Partner  
London

### Areas of Expertise

- Digital, data and analytics in biopharma
- Large-scale data and analytics transformation, AI@Scale
- Oncology R&D
- AI and machine learning in discovery, preclinical and CMC
- Clinical trial design and optimization
- Next-generation biopharma commercial
- Data and analytics in medical affairs
- Analysis of real-world data



## Jean Mixer

Senior Advisor  
Boston

### Areas of Expertise

- Health care industry
- Digital innovation
- Digital transformation
- Social impact
- Biopharma
- Medical devices and technology
- Provider



## Clemens Moeller

Managing Director and Partner  
Boston

### Areas of Expertise

- Health care industry
- Biopharma
- Public sector
- Innovation strategy and delivery
- Business transformation
- End-to-end operational excellence
- Organization design
- Post-merger integration
- Data and analytics
- Change management



## Shashanka Muppaneni

Managing Director and Partner  
San Diego

### Areas of Expertise

- Life sciences tools / diagnostics
- Genomics / proteomics workflows
- Interventional medical technologies
- Biopharma commercial & GTM
- Corporate strategy & M&A
- Marketing & pricing excellence



## Johan Öberg

Managing Director & Senior Partner  
Stockholm

### Areas of Expertise

- Health care industry
- Medical devices and technology
- Biopharma
- Principal investors and private equity
- Portfolio acceleration
- Mergers and acquisitions
- International trade
- Corporate strategy

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## Val Panier

Managing Director and Senior Partner; Health Care Practice Leader for North America

### Areas of Expertise

- Biopharma R&D strategy & organization
- Clinical development
- Governance
- Regulatory affairs
- CRO services



## Lorenzo Positano

Managing Director and Partner Rome

### Areas of Expertise

- End to end performance improvement transformation
- Operating model redesign
- Operations strategy
- COGS optimization
- Post-merger integration
- Digital transformation



## Saif Rathore

Partner Chicago

### Areas of Expertise

- Biotech diligence (assets, technology, solutions), strategy, and operations
- Data and advanced analytics, including AI strategy and implementation in health care and life sciences
- Research and development in biopharma, biotech, and medical technology
- Digital health products, including virtual care, telehealth, and hospital at home
- Real world data and clinical research ecosystems
- Public health



## Michael Ringel

Managing Director & Senior Partner Boston

### Areas of Expertise

- Growth and innovation
- Biopharma R&D
- Biopharma commercial
- Transformation
- M&A and PMI
- AI/ML/advanced analytics
- Oncology



## Barry Rosenberg

Managing Director & Senior Partner Chicago

### Areas of Expertise

- Global leader of BCG's MedTech practice
- MedTech implantable devices including cardiac and orthopedic
- MedTech consumable devices including surgery, urology, medication management
- MedTech capital including imaging, in vitro diagnostics, and infusion
- Commercial excellence—sales, marketing, key accounts, service and pricing
- Transformation including org/op model and digital/software/AI-ML
- Due diligence and post-merger integration
- Growth strategy including R&D and innovation
- Physician with 3 years of residency experience in surgery



## Sergio Rossi

Managing Director and Partner New Jersey

### Areas of Expertise

- Biotech and biopharma growth strategy
- Global lead medical aesthetics
- Commercial model innovation
- Go to market
- Transformation and turnaround

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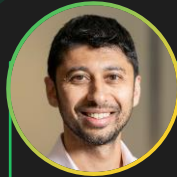


## Sahil Sanghvi

Managing Director and Partner  
Minneapolis

### Areas of Expertise

- Medical technologies – implantable and consumable products
- Growth strategy
- Active portfolio management
- Large scale transformation including operating model changes
- Commercial excellence, including key account MGMT., Sales strategy/execution, and marketing
- Business model innovation
- Due diligence, M&A, post-merger integration



## Alok Sathaye

Managing Director and Partner  
New Jersey

### Areas of Expertise

- Global Lead of medtech innovation topic area
- Digital product and solution strategy and design
- Commercial model design & acceleration including key account management and customer success
- Due diligence (strategic and sponsors)



## Sanjay Saxena

Managing Director & Senior Partner  
Bay Area - San Francisco

### Areas of Expertise

- Global Health Care Leader - Payers, Providers, Health Care Systems & Services (PPSS)
- Co-Leader Center for US Health Care Reform & Evolution
- Corporate strategy
- M&A and post-merger integration (PMI)
- Large scale transformation and change management
- Cost transformation
- Digital and advanced analytics
- Value-based healthcare
- Care model and payment innovation



## Ulrik Schulze

Managing Director & Senior Partner  
Zurich

### Areas of Expertise

- Large-scale transformation
- Mergers and acquisitions
- Post-merger integration
- Go-to-market / marketing & sales
- Operations
- R&D / innovation
- Health care industry
- Organizational design
- Strategic planning
- Private equity



## Monica Schwarm

Managing Director and Partner  
Minneapolis

### Areas of Expertise

- Health care payers, providers, systems & services
- Medical devices and technologies
- Change management
- Organization design
- Organizational culture



## Sumit Sharma

Managing Director and Partner  
Singapore

### Areas of Expertise

- Health care payers, providers, systems & services
- Pharmaceuticals
- Digital health
- Medical devices & technology
- CFS
- Corporate development
- Go-to-market
- Strategic operations
- Digital transformation
- Organizational transformation

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## Krishna Srikumar

Managing Director and Partner  
Boston

### Areas of Expertise

- Leader at BCG's Tech & Digital in Health Care Practice
- Digital transformation for biopharma, medtech, providers
- Value-based HealthTech innovation
- Digital health & product commercialization
- AI at scale
- Tech in M&A, divestitures
- Core HealthTech system modernization



## Erik Surtevall

Managing Director and Partner  
Stockholm

### Areas of Expertise

- Principal investors and private equity
- Corporate finance and strategy
- Mergers and acquisitions
- M&A, transactions, and PMI
- Digital, technology, and data
- Health care industry
- Medical devices and technology
- Mergers and acquisitions
- Logistics



## David Tompkins

Principal  
San Diego

### Areas of Expertise

- Life science tools
- Diagnostics
- Pharma
- Corporate strategy
- M&A
- Go-to-market strategy
- Pricing

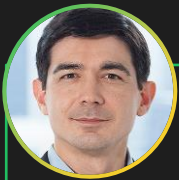


## Gunnar Trommer

Managing Director and Partner  
Digital Ventures – Manhattan Beach

### Areas of Expertise

- Health care tech advantage-digital
- Medical technologies
- Medical devices
- Wireless
- Informatics



## Stephen Waddell

Managing Director & Senior Partner  
Austin

### Areas of Expertise

- Biopharma
- Commercialization
- Digital and analytics
- Health tech
- Operating model design
- Go-to-market models



## Olivier Wierzba

Managing Director & Senior Partner  
Paris

### Areas of Expertise

- Leads BCG's global work in corporate strategy and mergers and acquisitions within the biopharma sector
- Health care
- Biopharma
- Corporate development
- Marketing efficiency and effectiveness
- Mergers and acquisitions
- Strategic planning
- Large-scale transformation
- Deeptech, AI & web3 disruption in the health care value chain

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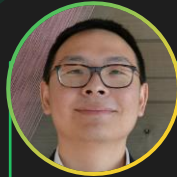


**Anne-Kathrin Witt**

Principal  
Zürich

#### Areas of Expertise

- Health care strategy
- Transactions and data & digital platforms
- Strategy, commercial and transactions in biopharma and life sciences



**John Wu**

Managing Director & Partner  
Boston

#### Areas of Expertise

- Biopharma / biotech innovation
- R&D strategy, organization, and operating model
- Novel modalities including CGT
- Clinical trial optimization and acceleration
- Partnership and external innovation
- Due diligence and M&A
- Post-merger integration



**Bernd Ziegler**

Managing Director & Senior Partner  
Munich

#### Areas of Expertise

- Biopharma
- Innovation
- Multichannel and digital marketing and sales
- Growth and portfolio strategy
- Corporate and portfolio strategy
- Operating model and transformation
- Research and development innovation