



MEDICAL INDUSTRY LEADERSHIP INSTITUTE (MILI)

August 2019

KEY UPDATES

Register Now for Convene!



You can still register for MILI's Convene 2019 Conference, which will focus on "The ROI of AI". Convene is scheduled for Friday, September 13th at the Carlson School of Management.

This unique forum combines the perspectives of healthcare providers, industry and academic experts who will explore the clinical, financial, and operational ROI of using artificial intelligence to build a sustainable bridge to the future.

[Register Now](#)

Join MILI on September 24th for our Fall Kickoff Event!

Celebrate with the MILI community as we kick-off the academic year with MILI Executives in Residence, Affiliates, students and more! Learn about upcoming courses, activities and ways to get involved.

Monday, September 24th
4:30-5:30 pm Program
5:30-6:30 pm Networking Reception w/ appetizers
Carlson School of Management, Room 2-260R

RSVP

Save the Date - October 24th

On October 24 MILI will be hosting a one-day Opioid Policy Forum. MILI is partnering with several groups on this exciting event including Leavitt Partners, University of Minnesota's Office of Academic and Clinical Affairs and School of Public Health as well as Mayo Clinic's Kern Center for the Science of Health Care Delivery.

We are excited to announce a great line-up of speakers - check our website soon for updates and details!

MILI FACULTY RESEARCH & NEWS

Carlson Faculty Present at Informs Conference



This July, Carlson faculty presented research at the [Informs Healthcare Conference](#), held at MIT Sloan School of Management. MILI Academic Director, Professor Pinar Karaca-Mandic (Finance) presented her work on "Medical Reversals, De-Adoption of Ineffective and Unsafe Treatments". Professor Karthik Natarajan (Supply Chain) presented "Value of Combining Patient and Provider Incentives in Humanitarian Healthcare Service Programs". Also presenting was Supply Chain and Operations doctoral student Amir Karimi who discussed his joint work with Professor Karthik Natarajan and Professor Kingshuk Sinha on "Supply Chain Interventions to Mitigate Health Commodity Stock-outs: An Empirical Study".

Strategy Research in the Healthcare Industry

As part of the Strategic Management Society's 39th Annual Conference, Prof. Russell Funk and recent Carlson School alumni Professor Dennie Kim are organizing a one day session on Friday October 18th focusing on healthcare. This one day event seeks to bring together scholars and practitioners around a shared interest in healthcare to pursue the "Triple Aim" of (1) building bridges among different strategy disciplines studying healthcare, (2) discuss new areas of healthcare where strategic management can advance knowledge and practice, and (3) to connect the global strategy community with the deep tradition of healthcare research and industry in Minnesota.

Learn More & Register

MILI STUDENT NEWS

We Need Your Help!

MILI is looking for volunteers for our Convene conference on September 13th. All volunteers get FREE registration and a UMN t-shirt!

A list of times and duties can be found on the registration form [here](#).

Exciting Student Opportunity!

MILI and the Bakken Medical Devices Center are looking to hire one or more students to work with a faculty mentor to investigate market opportunity and barriers in a particular medical technology area. This is a great opportunity to gain hands-on experience on market definition, customer discovery and market sizing in specific market segments. The position is open to the current MBA or other graduate students who do not hold full time positions at the University of Minnesota. This is a paid position with an expectation of 5-10 hours per week, during approximately a 10-week period starting early September, 2019. If you are interested, please send your CV and a statement of interest to jahaupt@umn.edu. Questions? Contact Pkmandic@umn.edu

Interest statements and resumes due Friday August 30th.

Learn about Blue Zones with Dr. Archelle Georgiou

The Carlson Health & Wellness Club is starting a speaker series! Come, eat, and learn about Blue Zones from one of Carlson's own - Dr. Archelle Georgiou. Blue Zones are areas of the world with the highest healthy life expectancy, low rates of chronic disease, and where there is a high probability to reach 100. Dr. Georgiou was on the National Geographic expedition to Ikaria, the world's 5th Blue Zone. She will share the insights she has gleaned and how their "secrets of longevity" can be implemented into our own lives.

When: Tuesday October 8th from 12:30-1:15pm

Where: Carlson 1-147

What: Presentation, Q&A, ****LUNCH PROVIDED****

Who: H&W Club: Burton - Hromatka - Sequin - Smith - Lunn - Thompson

Register

Registration open for Bay Area Valuation Lab (MIL16997)

Join MILI and affiliate mentors for the Bay Area Valuation Lab. In this four-credit course (spring registration), teams of students complete a rapid production market analysis of promising medical technologies and services to determine potential for success in a global market. The program is a mix of class sessions, site visits and group work. *Previous international experience is required.*

Dates: On-site January 7-17, 2020 with three pre-departure sessions in November/December 2019

Applications Due: October 29, 2019

[Details & Application](#)

MILI Valuation Lab in Stockholm



In June, the MILI Valuation Lab went to Sweden. It was a huge success! As part of MILI, Carlson Global Institute and Stockholm School of Entrepreneurship partnership, Carlson MBA students traveled to Stockholm and teamed up with students from various universities in Stockholm to value medical technologies from Sweden. The trip was an incredible opportunity for global business and entrepreneurship experience. Keep this in mind as you consider your international experience.

MILI AFFILIATE NEWS

MILI Mentorship Program

Our 4th year of our MILI Mentorship Program is about to begin. Last year we matched over 60 MBA students with alumni mentors. Stay tuned in the coming weeks to hear how you can participate in the program!

Affiliate Profile - Nils Johnson



Nils Johnson is a Carlson Full-Time MBA/MHA '17 graduate who works at Bright Health — an exciting Minnesota health insurance startup that is changing how people get healthcare. Bright Health was founded by industry veterans in 2015 and has raised \$440M in venture capital funding. Bright Health is a consumer-oriented health plan that began selling Individual & Family Plans and Medicare Advantage Plans in 2016. In 2020, Bright will expand to 22 markets due to the success of the Health Plan Care Partner Model that emphasizes the relationship between health plan and health system.

This model allows Bright to offer more coordinated care at a lower cost to the consumer.

Nils started working at Bright Health as an intern in 2015 during his time in the MBA program and began working full-time on the Bright Population Health Operations team after graduation. In his role, he supports the management of clinical programs such as utilization management, case management, and care navigation. These programs identify members who need additional support, help them navigate the healthcare system, and connect them to Bright's Care Partners. The team also guides Care Partners who want to develop population health programs of their own as they progress on their path to value-based care.

MILI PROGRAMMATIC NEWS

Welcome MILI's Newest Staff Member - Kim Choyke!

Kim joined MILI as the new program administrator last month. Kim comes to MILI with a background in school counseling and program development in secondary and postsecondary education. Most recently, she managed a college access program at Fridley Schools where she created new district programming to encourage students' college and career development. Kim is excited to be a part of the MILI team and is looking forward to this new opportunity!

Kim's office is Carlson 3-147, please feel free to stop by and say hello!

Welcome MILI Student Workers!

MILI Graduate Assistant: Christopher Louk.

Chris is a second-year MBA who completed his summer internship at Piper Jaffray.

MILI Social Media Graduate Assistant: Tanner Fuchs

Tanner is a second-year MBA who completed his summer internship at Medtronic.

MILI Valuation Lab TA: Rose Kelly. Rose is a second-year MBA who completed her summer internship at Boston Scientific