



MEDICAL INDUSTRY LEADERSHIP INSTITUTE (MILI)

May 2020

The MILI Newsletter is taking a vacation this summer and will resume in August!

KEY UPDATES

Dear MILI Community,

The past few months have been unprecedented. I am so proud of our students, faculty, and the MILI community who continue to rise to the challenge, adapting during these difficult times to support each other and contribute their resources and expertise to help the greater good.

As the 2019-2020 academic year comes to a close and I reflect on all we accomplished, we have so much to celebrate!

- MILI hosted our 2nd annual Convene conference bringing together the perspectives of healthcare providers, industry and academic experts to explore the clinical, financial, and operational ROI of using artificial intelligence to build a sustainable bridge to the future.
- We hosted our first policy forum Combating Minnesota's Opioid Epidemic that convened public and private stakeholders to discuss how to collaboratively build upon current federal, state, and local efforts to combat the opioid epidemic.
- MILI facilitated the University's first Interdisciplinary Health Data Competition which was enthusiastically received across campus and industries demonstrating the importance of interdisciplinary work in healthcare. 66 graduate students participated from 10 colleges/schools across the Twin Cities campus.
- This year was the 9th year MILI took a group of MBA students and Affiliates to Washington DC. In 2.5 days we visited nine organizations.
- We hosted several exciting lectures and symposiums. While many of these events were moved to online webinars, we remained committed to offering engaging discussions on important topics.
- We continued training talent with over 300 students enrolled in MILI courses, more than 70 mentor/mentee matches, and over 525 MILI Affiliates.

- *Congratulations to the 51 MBA students who earned their MILI Specialization this year!*

While there are many unknowns about what the fall may look like on campus, we are excited by what the 2020-2021 academic year will bring. We look forward to beginning the new Business of Healthcare undergraduate minor and expanding our work with undergraduate students including the new MILlu student organization. We will continue to offer diverse learning opportunities and support the professional development of our students and community.

This is the last MILI newsletter until August and I hope by that time we will be able to see each other again to celebrate the work this incredible community is doing. Please stay in touch with us and reach out if MILI can help you in any way.

I wish you all a safe and healthy summer.

Pinar Karaca-Mandic, PhD
Associate Professor, Finance
MILI Academic Director

Congratulations to the 2020 MILI Specialization Graduates!

Congratulations to the 51 MILI MBA specialization graduates! We can't wait to hear about your exciting futures and to connect with you as an official MILI affiliate and Carlson alumnus!



The Class of 2020 Graduates who earned a MILI Specialization

Stephan Adair
Jesse Amar
Gregory Azbel
McKenna Bernard
Shivaji Bojja
Jacob Brickner
Alexander Cavallaro
Dorothy Cheng
Filih Cinnor
Hailey Corrigan
Aileen Crumley

Brian Cummings
Charles Ellson
Megan Fellows
Kelsey Fondrick
Dustin Fry
Tanner Fuchs
Holly Gullickson
Eamon Hegarty
Matthew Herlofsky
Nicholas Jaramillo

Amy Bradshaw Kaiser
Chase Keimig
Rose Kelly
Samuel King
Sean Lawlor
Joel Leatherman
Chris Louk
Bobbie Jo Lundberg
Anne Maher
Dylan McMahon

Adam Meyer
Nolan Meyer
Robert Mitchell
Jesse Nelson
Ify Ntoka
Sara Olson
Varun Pandit
Christopher Pfeifer
Mackensie Quade
Amy Reisdorf

Janelle Rupkalvis
Ryan Soller
Peter Somerville
Blake Starnard
Kai Thompson
Sergio Trevino Castillo
Sarah Weatherman
John Wythers
Sindi Xhunga
Xu Zou

MILI 2020 Affiliates Awards

We missed coming together to celebrate at the annual Spring Social this year! Instead, please help us congratulate, at a distance, the following 2020 MILI Affiliate Award recipients for their incredible contributions to the MILI Affiliates and Students this past year! These honors are awarded through a nomination process with winners selected by the MILI Affiliate Board.

MILI Mentors of the Year

MILI Mentors of the Year have been nominated by their mentees to honor their time, guidance and generosity over the course of their year together. These mentors' invaluable advice gave mentees the encouragement help them further their careers and reach their professional goals. The efforts of the winners and all 70 of this year's MILI mentors helped make this program a huge success!



Anne Schulte

Ann's mentee said, "Ann is an incredible woman who has taught me a lot about healthcare, finance, and networking. She knows so many people in the Twin Cities and has been able to give me the back stories on many companies and leaders in the Twin Cities and Healthcare Industry. She has been incredibly generous with her time. Before the COVID situation, we met up every other week for 2-3 hours in coffee shops across the Twin Cities.

We covered so many topics and I was able to learn a great deal from her. We talked about healthcare industry trends, she helped me understand some of the more complex topics in corporate finance, she passed along great networking opportunities to me throughout the year, and she was open about her experiences as a woman in finance and how she has navigated some tough situations. She was also willing to weigh in on the projects that I was working on throughout the year, suggesting revenue models and people to connect with. It is inspiring to meet and get to know someone like Ann, an incredible business leader and a generous mentor. We have even continued to meet every other week virtually after COVID unfolded."



Stacy Eichenlaub

Stacy's mentee said, "Stacy has gone above and beyond as my mentor this past year. She knew that I was interested in entering the Medical Device industry, so she set up two days for me to shadow at her company's office. Not only did I have the ability to shadow, but Stacy set up several informational interviews for me, from supply chain, to different types of engineers, to her marketing manager. This really allowed me to see the ins and outs of life at a medical device company, something I had not had exposure to previously.

Outside of shadowing, Stacy has provided me with great career advice and ideas of future roles that I could potentially move into after I complete my MBA. She loaned me a book (Designing Your Life) that she read for her book club so that I could further explore and think through future career options. Stacy has always been very responsive to me and even helped provide advice for a career opportunity I was interested in applying for. Overall, Stacy has been an amazing mentor and I have really enjoyed getting to know her this past year."

MILI Inspiration Award

This award recognizes individuals who have gone above and beyond in dedicating their time and efforts to further the MILI community. They embody everything MILI Affiliates aim to be as leaders and have selflessly worked to support and provide guidance to not only students and Affiliates, but MILI as a whole.

Stephen Dunning

Stephan has dedicated countless hours to the Affiliates over the years helping drive Affiliate participation, plan events, and engaging with



students. Not only was Stephan the first Affiliate Board President but he was instrumental in getting MILIsa started and served as the group's first President. MILI, the students, and the Affiliates would not be where we are today without Stephan's dedication. Since stepping off the board this past year Stephan has continued to support events, programs and even a student led case competition.

"Stephan has provided MILI with guidance and support for as long as I can remember, not only as a student but as an alumni. His dedication to the MILI community is inspiring. I can't thank him enough for his efforts and more importantly, his friendship."

- Jessica Haupt, *MILI Managing Director*

MILI Overachiever Award

This award recognizes individuals who have surpassed expectations in supporting their classmates, colleagues and MILI community.



Tanner Fuchs

Tanner has not only been involved with MILIsa since his first day at Carlson but has always been willing to step in and help wherever he can - often without being asked. He has provided critical assistance in ensuring that events were a success, volunteering his time and rallying his classmates to get involved as well. What stood out the most to the Affiliate Board is the effort Tanner put in to help students affected by COVID-19. Taking the time to meet with them, do interview prep and reassure them that even if things are not exactly what they had expected this summer, they can still have a great experience.

"Tanner contacted me out of genuine concern for his classmates who had lost their internships due to Covid-19. He wanted to focus his energy on ways to help those students get the professional experience and knowledge to help them succeed. Tanner truly believes in "us" over "I" and we can all use more people like Tanner in our world today."

- Dane Stimart, *'16MBA, Global Upstream Product Marketing Manager, Medtronic*

2020 Platou Leadership Competition

For the past 11 years, MILI has been honored to host the Carl Platou Leadership Competition. The competition honors the legacy of Carl Platou a visionary healthcare executive who was inducted into the 2009 Minnesota Business Hall of Fame. The competition was established to recognize the leadership skills and innovative thinking of an elite group of students who plan to complement their MBA education with a medical industry specialization. Evoking Mr. Platou's inspirational vision and leadership in the medical industry, the competition recognizes three MBA students who have displayed strong leadership capabilities and innovative thinking throughout their time with the Carlson School's MBA program. This year the competition had three outstanding judges, MILI Executive in Residence Julia Halberg, MILI Valuation Lab Instructor and previous Platou winner, Matt Stoll and Carl Platou's daughter Nancy Steinke. The judges had a difficult time choosing winners as all of the applicants were very impressive!



Danielle Sackstein
1st Place Recipient



Molly Dowden
2nd Place Recipient



Abigail Solom
3rd Place Recipient

**Social Determinants of Health Webinar Recording is
Now Available**

On April 27, MILI hosted a panel of industry experts from Allina Health, Blue Cross Blue Shield of MN, PrimeWest Health, and UnitedHealth Group to discuss the social and business value of measuring and addressing social determinants of health in the healthcare system.

[Watch presentations here!](#)

MILI STUDENT NEWS

Congratulations to the new MILI Board Members



Chaitanya Chittineni



Marin Powell



Nathan Brown

MBAs Fight COVID-19

A group of MBA students from across the country have teamed up to create MBAs Fight COVID-19, a non-profit group who believes that business has a role to play in times of crisis - and MBA students do too. If you are an MBA student looking to contribute to the fight against COVID-19 in a meaningful way, visit the MBAs Fight COVID-19 website to learn about the types of skills and projects in need.



[Learn more!](#)

UMN Interdisciplinary Health Data Competition

On April 24th the winners of the University of Minnesota's inaugural Health Data Competition were announced. This interdisciplinary competition asked students to complete an exploratory analysis of the Minnesota Department of Health's new prescription drug public use files from the MN All Payer Claims Database and provide innovative insights, analysis, and recommendations based on their findings. A total of 66 students participated in the competition from 10 colleges/schools making up 16 teams. The first round of judging by University faculty and industry experts selected the top 5 teams to move on to the finals. A final panel of industry expert judges from Guidehouse Consulting, Mayo Clinic, Minnesota Department of Health, OptumInsight, and UnitedHealth Group reviewed the finalists' presentations and selected the competition winners. All teams did extraordinary work and we are very proud of our students' accomplishments! Visit the [Health Data Competition website](#) to view the presentations from the winning teams.

FIRST PLACE

The Economic Burden of Extended-Release Pharmaceuticals in Minnesota



Laura Barrie Smith
School of Public Health



Alex Everhard
School of Public Health



Yuanyuan Qiu
College of Science and
Engineering



Jiani Zhou
School of Public Health



Yi Zhu
Carlson School of
Management

SECOND PLACE

Addressing Medicaid OTC Prescription Spend



Chaitanya Chittineni
Medical School &
Carlson School of
Management



Janne Dehnbostel
School of Public Health



Edward Walczak
Medical School &
Carlson School of
Management



Jake Wythers
Carlson School of
Management

THIRD PLACE

Uncovering the Cost of Diabetes



Fadlullah Ba'th
Medical School



Jennifer Brown
Medical School
& Law School



Jake Gray
Law School



Kristine Nachbor
Medical School



Caroline Sell
School of Public Health
& Law School

Space still available in MILI 6421 - Healthcare Law: Strategic and Business Implications!

This class surveys fundamental healthcare laws that apply to a wide variety of healthcare businesses and will examine their impact on business strategy and operations. The goal is to enable current and prospective managers to understand compliance requirements and how healthcare law impacts business strategy and decisions. The class will be offered during Fall semester.

New Business of Healthcare Minor Information Session

On May 6th, MILI hosted an information session on the new Business of Healthcare undergraduate minor. Prof. Karaca-Mandic was joined by MILlu president Brooke Wiegert and MILlsa president Nate Gomoll to talk about MILI, the minor, and opportunities with MILlu and MILlsa. You can view the **recorded webinar** to learn more.

MILI FACULTY RESEARCH & NEWS

Prof. Karaca-Mandic awarded C. Arthur Williams Jr. Professorship in Healthcare Risk Management

MILI Academic Director Prof. Pinar Karaca-Mandic was awarded the C. Arthur

Williams Jr. Professorship in Healthcare Risk Management at Carlson School. This award recognizes Prof. Karaca-Mandic for her important contributions in her field.

Prof. Karaca-Mandic Published in International Journal of Health Economics and Management



MILI Academic Director Prof. Karaca-Mandic, recently published her article “Patient and Provider-Level Factors Associated with Changes in Utilization of Treatments in Response to Evidence on Ineffectiveness or Harm” in International Journal of Health Economics and Management. In collaboration with several faculty and researchers across the country, the researchers examined the patient and provider characteristics associated with the decline in use of 2 medications (fenofibrate and dronedarone).

[Read full article here](#)

Prof. Bi Published in Journal of the American Statistical Association

Assistant Professor of Information and Decision Sciences Xuan Bi recently published his article “Brain Regions Identified as Being Associated with Verbal Reasoning Through the Use of Imaging Regression via Internal Variation” in the Journal of the American Statistical Association in collaboration with two researchers from Yale University. Their research provides an effective and needed method for identifying brain subregions potentially underlying intellectual disabilities.



[Read full article here](#)

Prof. Funk published in Journal of Medical Internet Research



Assistant Professor Russell Funk recently published “Understanding and Addressing Variation in Healthcare-Associated Infections After Durable Ventricular Assist Device Therapy: Protocol for a Mixed Methods Study” in the Journal of Medical Internet Research. The objective of the study was to develop recommendations for preventing the most significant HAIs after durable VAD implantation.

[Read full article here](#)

MILI AFFILIATE NEWS

Thank you to the 2019-20 MILI Affiliate Board for their services this past year



*outgoing board member

Are you interested in joining the MILI Affiliate Board?

We are looking for 1-2 MILI Affiliates to help us with programming and initiatives this next year. Learn more and submit your application by clicking on the link below.

Applications due May 29!

MILI Affiliate Highlight - Josh Sopeth



Josh Sopeth (MILI Affiliate, Carlson '16 MBA) is the Health Segment Director at Accenture Ventures, the corporate venture capital arm of the global consulting company Accenture.

Accenture Ventures' mission is to create the bridge into the startup ecosystem to accelerate innovation and drive growth for Accenture's clients through disciplined startup partnerships and strategic minority investments. By partnering with and investing in the next wave of disruptors through an open innovation approach, Accenture Ventures delivers solutions that solve today's problems and capitalize on tomorrow's opportunities.

As Accenture Ventures' Health Segment Director, Josh leads partnerships with and investments in digital health startups that solve challenges faced by providers and health systems, payers and health plans, and public health entities. In addition to partnering with leading digital health startups, Josh also maintains a network of relationships with the top venture capital firms, corporate venture capital organizations, and startup accelerators and incubators. Josh started working in Accenture's Strategy & Consulting practice in 2016 after his graduation from Carlson and moved into the Accenture Ventures role in early 2019.

UPCOMING EVENTS

May

Saving American Health Insurance in a Pandemic

As leaders and managers hurry to implement remote working environments success relies on its least technological part: managing our people. In this webinar, Chad Ellsworth will discuss strategies for implementing Gallup's 12 Elements of Great Managing in our new reality of remote work based on Gallup's largest and longest running research study. America is facing a double-whammy: a public health emergency and an economic depression that is eliminating health insurance



Joel Ario

for millions of unemployed. How can America preserve health insurance? Policy makers are weighing three options: preserve the current employer-based insurance, strengthen President Obama's program of offering subsidies to purchase private insurance, or creating a government-run health insurance system.



Sen. Michelle Benson

Joel Ario, former Obama health official and a consultant at the Manatt firm, will assess each of these options. He will be joined by Minnesota Senate Deputy Majority Leader Michelle Benson (R). Professor Larry Jacobs will moderate.

When: Wednesday, May 27, 2020, 12:00 - 1:00pm

[Register here](#)



Larry Jacobs

June

Jan Malcolm and Responding to COVID-19 in Minnesota



Jan Malcolm

Minnesota Department of Health Commissioner Jan Malcolm has been a leader of Minnesota's response to the novel Coronavirus and will join us to discuss the Walz Administration's policy.

Scott Keefer, Vice President of Public Affairs at Blue Cross Blue Shield of Minnesota will provide the introduction. Professor Larry Jacobs will moderate the conversation.

When: Thursday, June 11, 2020, 11:00 am - 12:00 pm

[Register here](#)



Larry Jacobs

Check the MILI [website](#) for additional details and events!

STAY CONNECTED

Share Your News with MILI

Do you have good news you'd like to share with the MILI community? [Let us know](#) and we will include it in our next monthly newsletter!



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