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NEWS & UPDATES

Welcome Back!

Happy Fall!

Although it is always difficult to say goodbye to summer, MILI is excited fall has arrived! The Carlson School is busy with students returning to classes and campus has once again come to life.

We have been busy all summer working on new and exciting opportunities for our MILI community. We’ve continued our monthly Lab Chats, started MILI Mondays and are looking forward to an exciting slate of activities this year. Please keep up to date on everything going on through our newsletter, website, and social media.

As always, I appreciate the support and engagement of MILI’s amazing network of colleagues, co-workers and friends. I hope you all have a wonderful fall and hope to see you soon.

Jessica Haupt, Managing Director, MILI

MILI Monthly Profile

Mo Hicks, Medical Class of 2025

Mo Hicks is a 2nd-year medical student at UMN who is passionate about developing innovative approaches to systematically address clinical factors related to health equity in the medical industry. After obtaining his Bachelor of Arts in Psychology from Carleton College in 2018, he spent the next three years working in different healthcare systems, studying their clinical workflows, and gaining experience in psychiatry. Outside of his classes, Mo spends most of his time leading different student groups, teaching about trauma-informed care, and partnering with local healthcare systems to conduct research on value-based payments in the healthcare setting. Mo is hoping to deepen his understanding of the medical industry and further his research by attending Carlson next year to obtain his MD/MBA degree. After graduating, he aspires to start a community psychiatry private practice and consult with healthcare systems on implementing value-based care. Outside of school and work, Mo enjoys playing games, rock climbing, lifting weights, playing the piano, and spending time with friends.

What is the most interesting thing you have read or seen this week?
The Economic Research Institute has a really interesting article on Variable Pay Plans and all of the dimensions that need to be considered in implementing them. It has really opened my eyes to all of the factors that must be considered in designing a successful payment
model based on performance and has inspired some new directions in research for me.

*If you could dedicate your life to solving one problem, what would it be?*
I am dedicating the rest of my life to improving the infrastructure of medicine to promote more equitable, cost-effective, value-based care.

*How are you currently engaging with MILI and why do you find it valuable?*
As the new graduate assistant, I have attended all of the recent MILI events and have found so much value in learning from the MILI alumni and affiliates. I am looking forward to more valuable learning experiences from MILI’s extensive network of professionals, MILI events, and hopefully from the MILI classes as I plan to start my MBA degree next year.

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**Valuation Lab Dockside Chats**

Dockside Chats are interesting conversations with industry experts and innovators. Recorded discussions will be followed by an optional half hour off the record networking.

Discussions are hosted:

- Thomas Gunderson, MBA, Valuation Lab Council, MILI Executive in Residence and Former Senior Research Analyst, Piper Sandler
- Stephen Parente, PhD, Professor, Minnesota Insurance Industry Chair of Health Finance, Associate Dean, Carlson Global Institute, Director, Medical Industry MBA

*Price Transparency from Medical Insurers is Live - Now What?*
Let's check in with the national architects of price transparency policy

**September 26, 2022**
5:00 - 5:30 PM CDT - Discussion
5:30 - 6:00 PM CDT - Off the Record
Session will be virtual

![Cynthia A. Fisher, MBA](image1)
Founder & Chairman
PatientRightsAdvocate.org

![Theodore Merkel](image2)
Legislative Director
Senator Pat Toomey

![R. Lawrence Van Horn, PhD, MPH, MBA](image3)
Associate Professor of Management & Executive Director of Health Affairs
Vanderbilt University Owen Graduate School of Management

Register Here!

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**Primary Care 3.0**
Healthcare as a Consumer Product

**October 12, 2022**
Lawrence Diamond, MBA, brings more than 25 years of executive leadership driving growth and profitability at both public and private companies within health care services, population health, patient engagement, telehealth, analytics, government programs pharmacy management, medical device, post-acute care, and health care technology.

Be sure to check out the recordings of all past Chats [here](#).

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**STUDENTS & AFFILIATES**

**Join us for MILI Mondays!**

Kick the week off right once a month with the MILI Affiliates, MILI students, and the healthcare community at a very informal happy hour where we can catch up with old friends and hopefully meet a few new ones. Join us for MILI Mondays on the 3rd Monday of each month from 5:30-8pm at Malcolm Yards!

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**Course Updates**

This spring, MILI’s *Anatomy and Physiology* course (MILI 6992) will be taught by Professor Paul Iaizzo. Professor Iaizzo has been teaching at UMN for over 30 years with connections to the Medical School, College of Science and Engineering and Carlson. Be sure to register for the class this November!

If you’re looking for a unique experiential learning experience to talk about when interviewing, be sure to enroll in the MILI Valuation Lab (MILI 6995). In this semester-long course you’ll have the opportunity to work on three different new medical innovations, an experience you won’t find anywhere else and one that will make you stand out when searching for your next professional opportunity.

Join the Valuation Lab in California this January! In this course, teams of students complete one market analysis to determine potential for success in a global market while visiting with
Bay Area companies, venture firms and inventors. The program is a mix of class sessions, site visits and group work.

Upcoming Case Competitions

BioNJ Health Equity in Clinical Trails Business Case Competition

The goal of this competition is to promote the next generation of diverse clinical trial innovators and business models. By participating, teams can contribute innovative, out of the box ideas to improve health equity and transform clinical trials. Teams will compete for over $20,000 in prize money and network with industry executives from global life sciences companies that are working to develop and deliver better treatments for common and rare diseases.

MORE DETAILS

12th Annual BAHM Competition

This year’s competition will be hosted by the Yale School of Management on February 24, 2023 as part of the student-led Yale Healthcare Services Innovation Case Competition. Teams representing BAHM-member schools from across the globe will be invited to propose a care delivery solution to a challenge laid out by the competition’s sponsor. Teams are encouraged to attend in person but may also participate virtually.

MORE DETAILS

Corporate Startup Lab Competition

Corporate Startup Lab, a Carnegie Mellon University, Swartz Center Initiative, is proud to announce our first ever Case Competition, sponsored by Optum Startup Studio out of UnitedHealth Group. The theme of our competition is Equity in Healthcare. This complements Corporate Startup Lab’s mission of driving innovation in large companies. Any Master’s or Ph.D. student in a U.S. based college or university is welcome to apply by September 23rd. The top three teams will earn $20,000 in total prize money.
Are you interested in joining the MILI Affiliate Board?

Now that things are beginning to return to “normal” we are looking for several MILI Affiliates to help us grow our programming and initiatives this next year. Reach out to MILI.Affiliate@gmail.com to learn more and submit your application!

Affiliate Class Notes

Want to let your classmates know what you have been up to? Fill out this form to be featured in next month’s class notes!

- Laura-Lee Brown, ’15 MBA, promoted to Director of Strategy, Surgical Robotics, Medtronic
- Charlie Steveken, ’22 MBA, promoted to Senior LDRP Associate, Business Development & Strategy, Medtronic
- Mike Ingebrand, ’11 MBA, new position as Director of Global Services, WorldCare Clinical
- Yunzhao (YZ) Xiao, ’18 MBA, new position as Senior consultant at ZoomRx
- Brian Reese, promoted to senior Director, Reimbursement and Market Access, Stryker
- Danielle Sackstein, ’21 MBA, promoted Associate Director, Optum Everycare, Optum

VALUATION LAB

A leader in educating professionals to evaluate and estimate the investment potential of real-world healthcare innovations, accelerating their careers and preparing them for global leadership roles.

Become a Valuation Lab Client

Innovations that have the benefit of a full and thorough evaluation can often be pushed into the market more quickly. The rapid turnaround of the Valuation Lab teaches students to apply the “business” aspect to these inventions, speed up the innovation pipeline. By doing so, potentially disruptive advancements can get to market more quickly and have positive impacts on patient care. The types of projects seen are varied, which further illustrates the potential to change numerous markets and standards of practice. The Valuation Lab has evaluated over 400 projects and counting, spanning every area of medical technology innovation!

Become a client now! Submit your application here.

Now Accepting Applications!

The Emerging Medical Innovation Valuation Competition at the annual Design of Medical Devices Conference is for researchers and inventors to get immediate feedback about their projects from leaders in the fields of medical technology research, engineering & development. This competition is for inventors (including students, faculty, staff, and corporations) with ideas for new innovations needing investor support to reach the next stage of development.

The submission deadline is Jan. 27, 2023

Find out more HERE

PARTNER UPDATES
IEM Annual Conference

Date: September 27, 8:30-6:00 PM (times subject to change)
Location: McNamara Alumni Center
Description: The Conference features plenary talks by University leaders followed by four lunchtime breakout sessions led by IEM’s pillars (Strategic Research Initiatives, Professional Education and Outreach, Inspire, and Innovation) and a Student Career Development session. There will also be keynote talks by recognized industry leaders, time for networking and team-building, and a poster session highlighting research by IEM faculty and affiliated groups. The Conference will end with an afternoon student and postdoctoral poster session. LEARN MORE AND REGISTER HERE

Health Sector Leaders Consortium

Date: September 20, 4:00-7:00 PM
Location: McNamara Alumni Center (hybrid)
Description: The Business Advancement Center for Health (BACH) at the Carlson School is bringing together industry executives who are disrupting the status quo of business in healthcare to highlight current industry trends and opportunities for innovation and collaborative engagement across sectors. Join BACH to learn about the most pressing issues in healthcare and consider novel solutions to address value, access, and health equity while connecting with peers and industry leaders. LEARN MORE & REGISTER HERE

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 at MILI@umn.edu and we will include it in our next monthly newsletter!

Facebook  Twitter  LinkedIn

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