

DANNI WANG

4342 N Henderson Rd | Arlington, VA 22203 | 617-505-9439 | dnwang1011@gmail.com

EXPERIENCE

MCKINSEY & COMPANY

Washington, D.C.
2013-Present

Solution Leader, prior Engagement Manager, Associate, Summer Associate
Entrepreneurship & Solution Management

- Built one of McKinsey's flagship healthcare analytics solutions from idea to execution; raised \$4M of Firm investment and convinced practice leadership to migrate all relevant medical analytics capabilities to new platform
- Led a cross-functional team of 15+ healthcare analytics experts, clinicians, actuaries, product engineers and front-end designers to rapidly prototype, test and launch the capability for client service
- Leveraged said solution to serve over a dozen private and public payers, risk-taking providers, private and social investors on a wide range of topics, including medical cost management and transformation, care gap closure for population with complex needs, network and VBC strategy, care management asset valuation

Population Health Management & Healthcare Affordability

- Identified 5-10% medical cost savings opportunities for multiple national, regional payers as part of the multi-year transformation program, covering 3x more addressable spend using only 20% of the resource of traditional diagnostics
- Informed a State Medicaid agency's CMO re-procurement strategy by assessing value opportunities by region, by CMO, and by each member aid eligibility category, with special focus on behavioral health and LTSS population
- Designed and built ACO provider scorecard for a regional payer that systematically tears down performance variation from peer benchmark and YoY trend, with synthesized provider addressable value opportunities
- Built case for investment in behavioral and physical healthcare integration at a regional commercial payer by analytically linking potentially ineffective physical healthcare utilization to under-diagnosed under-treated behavioral health conditions
- Identified value opportunities specific to complex needs dual eligible population that are addressable by care management interventions for a national payer

Growth Strategy

- Advised multiple PE firms on investment themes in U.S. healthcare value space and the evaluation of 10+ care management, virtual care, care at home assets, with special focus on oncology, kidney and orthopedics service line
- Guided regional provider system on assessing the opportunity in taking on more risk through value based contracting
- Defined potential partnership models and joint strategic opportunities focused on market growth and efficiency improvement for two hospital systems that could result in \$300M in net synergy
- Developed JV strategy for a medical school and its affiliated teaching hospital to form a jointly managed health system

Marketing & Pricing

- Designed breast cancer treatment bundle pricing strategy to enable retail/pharmacy client to pioneer in cancer bundling space
- Helped a retail/pharmacy client price its digital wellness program marketplace offerings by sizing its potential impact on preventing avoidable complication among members with specific chronic conditions

Non-healthcare experience across functions

- Assessed organizational structure options for two offices in USAID to maximize their collective impact
- Helped McKinsey redefine its future people strategy, focusing on talent sourcing, career path and global experience
- Assessed volume and financial impact of Postal Services' B2B pricing strategy, prevented damaging \$0.5B+ annual revenue
- Led 2 client teams (8+ people) to identify world class cost and weight targets for 2 commodities of a future car model; identified \$2M design improvement opportunity
- Reduced \$4-6M in air, hotel and car expense for apparel client through strategic sourcing and demand management; coached 20+ clients (from analyst to Directors) to negotiate with 200+ prioritized hotels
- Identified 15% savings in travel cost in 2 weeks for CFO of CPG company, who previously thought there was zero opportunity

CAPITAL ONE FINANCIAL SERVICES

Sr. Associate, Customer Management; Strategy Analyst, Corporate Strategy

McLean, VA
2007-2011

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration; Major in Strategic Management

Philadelphia, PA
2011-2013

YALE UNIVERSITY

Bachelor of Arts in Economics & Mathematics, cum laude

New Haven, CT
2002-2006

Language: Fluent in English and Native in Chinese

Interest: Figure skating, produced Wharton International Cultural Show and Ice Show for own wedding