

# DANNI WANG

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Healthcare product leader with over a decade of experience advising healthcare payers, providers, and investors on strategic and operational challenges. Proven expertise in designing and implementing data-driven solutions to enhance value-based care and improve care quality and affordability. Adept at leading cross-functional teams, using data to inform strategic decisions, and scaling products across global payers. Committed to fostering collaboration and advancing innovation in patient-centered care.

## EDUCATION

**THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA**

*Master of Business Administration, Woodrow W. Speir Fellow*

**YALE UNIVERSITY**

*Bachelor of Arts in Economics & Mathematics, cum laude*

**Philadelphia, PA**

**2013**

**New Haven, CT**

**2006**

## EXPERIENCE

**MCKINSEY & COMPANY**

*Solution Leader, prior Engagement Manager*

**Washington, D.C.**

**2013-Present**

- **End-to-End Product Development:** Spearheaded the design, development, and launch of a flagship healthcare analytics solution from concept to deployment, collaborating with engineers, designers, and clinical experts. Delivered >2.5x ROI within 18 months for U.S. payers and scaled the product to international markets, including the UK, Thailand, and Indonesia, addressing diverse payer systems and healthcare challenges.
- **Healthcare Client Advisory:** Advised 30+ payers, providers, and investors on topics including enterprise healthcare value transformation, care management program design, and value-based care models
- **Healthcare Analytics Domain General Management:** Led one of McKinsey's largest healthcare domains, managing a team of 30+ colleagues with diverse skill profiles. Defined product strategy and roadmaps for a comprehensive analytics portfolio, secured \$6M in funding for new products and features, and maintained a robust client pipeline while mentoring and developing talent.

### Selected client projects:

- **Behavioral and Physical Health Integration:** Quantified the linkage between physical and behavioral health utilization, resulting in payer investments in integrated, patient-centered care models.
- **Wellness Program Redesign:** Prioritized wellness products for a national payer's wellness program to address population health needs, focusing on weight management, smoking cessation, and chronic condition management.
- **Medicare Advantage MLR Optimization:** Developed an end-to-end Medical Loss Ratio (MLR) tear-down solution using CMS VRDC data. Delivered diagnostics for regional payers, uncovering actionable insights to reduce costs by 5-8% and inform strategic decisions, including market entry/exit and payer-provider partnership.
- **Complex Needs Strategy:** Uncovered 3-6% value opportunities through SNP care management and designed multi-channel engagement plans involving community partners and clinical teams.
- **Managed Care Performance Evaluation:** Analyzed spending and utilization variances across managed care organizations, and identified 5-7% savings opportunities by addressing gaps in preventive and behavioral health.
- **Integrated Delivery System Optimization:** Identified 4-5% cost-saving opportunities by engaging provider networks in integrated care delivery, optimizing enterprise value while minimizing negative provider impacts.
- **State Medicaid Payment and Reporting Innovation:** Designed payer/provider cost-sharing models to align incentives with Medicaid goals and implemented provider performance reporting on cost, utilization, and quality.
- **Breast Cancer Bundled Payment Strategy:** Achieved 6-10% cost savings for a national payer by designing payment models with patient stratification and provider attribution.

**CAPITAL ONE FINANCIAL SERVICES**

*Sr. Associate, Customer Management*

**McLean, VA**

**2007-2011**

Designed and implemented 10+ omni-channel marketing campaigns using advanced analytics, reactivating dormant accounts and driving engagement. Used machine learning-based clustering and A/B testing to create customer segmentation strategies, improving activation rates and optimizing lifecycle management.