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| DANNI WANG | | |
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| With over a decade of healthcare management consulting experience, I have led impactful projects in medical cost management and value-based care at 30+ healthcare organizations, including payers, integrated systems, and investors. My expertise in enhancing clients' analytics capabilities has consistently driven improvements in efficiency and outcomes. I lead diverse teams of analysts, engineers, and data scientists, managing stakeholders across multiple geographies and time zones with a caring, inclusive approach.  **EDUCATION** | | |
| **THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA**  ***Master of Business Administration*** | **Philadelphia, PA**  **2013** | |
| **YALE UNIVERSITY**  ***Bachelor of Arts in Economics & Mathematics,*** *cum laude* | **New Haven, CT**  **2006** | |
| **EXPERIENCE** | | |
| **MCKINSEY & COMPANY Washington, D.C.**  ***Solution Leader, prior Engagement Manager*  2013-Present** Built Flagship Healthcare Claims Analytics Solution: Built McKinsey’s premier healthcare analytics solutions from idea to execution, which identifies 3x more addressable cost of care hotspots with 20% resource of traditional medical cost diagnostics.Deployed Solution for Payer Medical Cost Transformation: deployed analytics solution across 20+ public and private payers, consistently identifying 5-8% in medical cost savings. Led initiatives focused on unit price contracting, site of care optimization, complication prevention, and utilization management to improve care affordability and close care gaps.Scaled Solution Internationally: Expanded the solution into a comprehensive full-stack analytics platform, integrating it within the analytics environments of multiple international payers in the UK, Thailand, and Indonesia. **Selected projects:** Behavioral and Physical Health Integration for Regional Payer: Demonstrated the quantitative linkage between physical health utilization and behavioral health conditions to justify investment in patient centered care integration.National Payer Strategy for Complex Needs Population: Identified 3-6% SNP value opportunities addressable through care management; designed multi-channel engagement plan involving home health agencies, community partners, care managers, and primary care physicians to enhance discharge and chronic condition management, and member risk assessments.Medicaid LTSS Rebalancing: Used ML-based clustering analytics to segment Medicaid LTSS beneficiaries, optimizing care models towards more affordable and effective home/community-based solutions, improving accessibility and outcomes.Cost Transformation in Integrated Delivery System: Identified 4-5% opportunities to enhance cost performance, focused on engaging owned provider network in delivering integrated care to patients, minimizing unfavorable impacts on provider.Integrated Delivery System Confirmatory Diligence: Identified 5-8% medical cost opportunities for provider-led health plan; through claims-based analysis of near-term utilization management and payment integrity opportunities, and assessment of the plan's capability to implement patient-centered population health management initiatives.Digital Wellness Program Redesign for National Payer: Prioritized dozens of wellness products based on size of potentially addressable population health needs in weight management, smoking cessation and moderate chronic condition management.State Medicaid Payment Innovation Program Design and Implementation: Designed payer/provider cost-sharing structure to align the incentives of ACO providers, community partners, and LTSS providers with the State Medicaid mission. Additionally, designed and implemented production-grade provider performance reporting mechanisms, encompassing total cost of care, utilization, complications, and quality outcomes.Performance Evaluation and Managed Care Contracting Strategy for State Medicaid Agency: Analyzed multi-year claims data to pinpoint unjustified spending and utilization variances across managed care organizations. Identified 5-7% opportunities in bridging gaps in preventive and behavioral health for specific cohorts through healthcare integration and enhanced access to high-value care settings.Breast Cancer Payment Strategy: Designed a national payer’s breast cancer bundled payment approach, incorporating patient stratification, risk adjustment, and provider attribution to realize 10-15% savings through care delivery optimizations. | | |
| **CAPITAL ONE FINANCIAL SERVICES**  ***Sr. Associate, Customer Management; Strategy Analyst, Corporate Strategy*** | | **McLean, VA**  **2007-2011** |
| Designed and implemented 10+ omni-channel direct-to-consumer marketing campaigns, successfully reactivating dormant accounts and engaging customers throughout their personal banking lifecycle. Demonstrated expertise in consumer persona profiling, ML based consumer clustering, and A/B test design. | | |