

Shane Francis

HEALTH ECONOMIST

CONTACT

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📍 Oceanside, California

EDUCATION

Bachelor's Degree,
Economics, Theatre
Whittier College
2016

Master's Candidate,
Health Economics
Johns Hopkins University
2016 – 2017

AWARDS

**2023 & 2024 OSI Award for Business
Impact & Advancing Insights**
Optum Strategic Insights
Minneapolis, MN / November 2023

Computational Justice Fellowship
Claremont Graduate University
Claremont, CA / April 2020

**Richard T. Clawson Service &
Leadership Award**
Whittier College
Whittier, CA / May 2016

Commencement Speaker
Whittier College
Whittier, CA / May 2016

CAREER SUMMARY

Health care economist with 8 years of experience leading cost-cutting initiatives in government. Successfully validated Medicaid budgets, redirected surplus funds to essential care, and spearheaded benefit optimization, saving millions. Skilled in aligning lawmakers and stakeholders for impactful fiscal efficiency.

WORK EXPERIENCE

Senior Data Scientist (Remote)

MARKET-SIZING & ANALYTICS, OPTUM / 2022-PRESENT

- Lead post-pandemic enrollment research for Optum Insights, collaborating with enterprise to size 300M+ member enrollment markets in the wake of the Federal Public Health Emergency.
- Published tools and resource materials to illustrate administrative solution demand for payer clients and state governments across over 50 admin solution categories.

Health Care Economist/Fiscal Analyst

STATE LEGISLATURE, STATE OF LOUISIANA / 2021-2022

- Led external validation efforts for Medicaid Expansion and COVID-19 state budget assessments for the Edwards Administration.
- Identified discrepancies in public health emergency projections, prompting HCR88 in 2022 to reallocate pharmacy rebate surpluses toward primary care.
- Influenced legislative decisions by exposing inconsistent agency assumptions, ensuring data-driven budgetary actions.

Health Care Economist

DEPT. OF ADMIN / REVENUE, STATE OF ALASKA / 2017 - 2020

- Joined an innovation team targeting cost reduction in high-acuity and specialty markets.
- Initiated cost-saving orthopedic travel surgery benefits for state employees and retirees.
- Secured \$1.5M in savings by addressing federal drug subsidy gaps and leading procurement efforts.
- Developed industry exposure “report cards” during COVID-19 to guide inter-agency collaboration under Governor Dunleavy’s directive.