Healthcare @ Anderson

A-Days Presentation | April 2024
WELCOME, CLASS OF 2026!

Think in the next.
Parker’s Tiered Approach to Career Management

Career skills are taught through multiple channels with varying degrees of specificity. The partnership between the clubs and Parker allows us to introduce and practice the appropriate skills needed for each industry and function.

Core Objectives

- **Overview and high-level instruction and some practice for the universe of career building skills**
- **IPT (Interview Prep Teams)**
  - Optional interview prep teams currently available in a few industries that primarily practice case questions, but also address behavioral and fit interview questions
- **Advising**
  - Highly interactive, personalized sessions requiring practical application of career skills that are applicable to all industries or tailored to specific roles/industries
- **Club Activities (HBA)**
  - Provide in-depth industry, technical or functional knowledge, or career skills with varying opportunities to practice
- **ACT (Anderson Career Teams)**
  - High-level essential career building skills with some practice at an industry or functional level
- **Parker Series**
  - Overview and high-level instruction and some practice for the universe of career building skills
Healthcare at Anderson Overview

Summer Internships for Classes of 2023-2024
Industry Breakdown within Healthcare (5.1% of two classes)

- BioPharma, 48.8%
- Medical Devices, 14.6%
- Provider & Services, 22.0%
- Healthcare Tech, 7.3%
- Other, 7.3%

Classes of 2023-2024 Internships Sub-Functions within Healthcare

<table>
<thead>
<tr>
<th>Sub-Functions within Healthcare</th>
<th>% of Accepts</th>
</tr>
</thead>
<tbody>
<tr>
<td>Product Management</td>
<td>12.2%</td>
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<tr>
<td>Product Marketing / Brand Management</td>
<td>12.2%</td>
</tr>
<tr>
<td>Rotational/ Leadership Development Programs</td>
<td>9.8%</td>
</tr>
<tr>
<td>Strategic Planning</td>
<td>9.8%</td>
</tr>
<tr>
<td>Other Functions</td>
<td>9.8%</td>
</tr>
<tr>
<td>Business Development</td>
<td>7.3%</td>
</tr>
<tr>
<td>Corporation Finance/ Financial Analysis/ FP&amp;A</td>
<td>7.3%</td>
</tr>
<tr>
<td>General Management/ Project Management</td>
<td>7.3%</td>
</tr>
<tr>
<td>Market Research &amp; Analytics</td>
<td>7.3%</td>
</tr>
<tr>
<td>Operations/ Logistics/ Supply Chain</td>
<td>7.3%</td>
</tr>
<tr>
<td>Other Marketing</td>
<td>4.9%</td>
</tr>
<tr>
<td>Internal Consulting</td>
<td>2.4%</td>
</tr>
<tr>
<td>Research Analyst/ Portfolio Management</td>
<td>2.4%</td>
</tr>
</tbody>
</table>

Class of 2023 FT Comp. – Healthcare (6.7% of Class)

<table>
<thead>
<tr>
<th>Mean</th>
<th>Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual Base Salary</td>
<td>$136,970</td>
</tr>
<tr>
<td>Signing Bonus</td>
<td>$35,815</td>
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</tbody>
</table>

Note: In addition, there are several students who interned at healthcare practices of management consulting firms, including LEK Consulting, PwC, and ZS Associates, and also at healthcare practices of investment banks.
Healthcare Business Association

Emma Yu ‘25  
*President of HBA*

Hometown: Richmond Hill, Canada  
Undergrad: McMaster University, Biomed Sci  
Pre-Anderson: Medical Communications  
MBA Internship: Neurocrine Biosciences

Jack Vorwald ’25  
*Executive VP of HBA*

Hometown: Chicago, IL  
Undergrad: University of Michigan, Microbiology  
Pre-Anderson: Medical Device Sales  
MBA Internship: Edwards Lifesciences
Industry Overview

Profit pools for individual and Medicare duals, physician offices, and healthcare services and technology are estimated to grow the fastest.

Healthcare ecosystems of the future will be centered on the patient.

- Supports payment and financing
  - Payment structuring and financing
  - Digital and automatic payments
  - Savings accounts
  - Benefits/insurance coverage

- Leverages support services
  - Transportation service
  - Faith institutions
  - Community
  - Family
  - State assistance

- Connects consumers with traditional modalities of care
  - Pharmacy
  - Hospital
  - Ambulatory clinic
  - POP/specialist
  - Care team coordination

- Tracks daily life activities
  - Nutrition
  - Fitness
  - PT and rehab

- Integrates home, near-home, and virtual care services
  - Self-service solutions
  - Monitoring tools
  - Compliance and adherence tools
  - Home health
  - Virtual care
  - Retail clinics

The marketplace has begun to address the patient’s full health journey, leading to improved affordability, quality, access, & experience.
Healthcare is one of the most complex, interconnected industries in the world with growing opportunities in the digital era. We can improve access, delivery, and quality of healthcare through stronger leadership, technology, and community.

**Interconnected**
Healthcare goes beyond medical care and drugs – value-based care addresses wellness, mental health, social equity, and more.

**Digital Transformation**
Tech giants like Google and Amazon continue to invest and innovate for next generation healthcare.
About Healthcare Business Association

Healthcare Business Association aims to provide professional connections and education to students interested in the business of healthcare. Whether members are interested in healthcare products and/or services, HBA’s offerings prepare members for successful recruitment and careers in their respective health-related fields. Our goal is to be the nexus for the health care industry in Southern California and a beacon for the rest of the world.

**Networking/Career Developing**
- Case Competitions
- Days on the Job (DOJ)
- Career Night

**Community Partnerships**
- UCLA Biodesign Program
- UCLA Fielding School of Public Health
- UCLA David Geffen School of Medicine
- Nucleate
- LA Biospace
- BioscienceLA
- UCLA Health
- HBA Healthcare Businesswomen’s Association
- UCLA Technology Development Group

**Social events**
- Hiking
- Beach day
- Golf social
About Healthcare Business Association

DR. EZEKIEL EMANUEL
Vice Provost for Global Initiatives, University of Pennsylvania, Former Advisor to the Obama Administration

UTPAL KOPPIKAR
CFO, Verily

MICHAEL CHAPP
COO, Oura

DR. MIRA CHAURUSHIYA
Managing Director, Westlake Village BioPartners

DR. SAM AJIZIAN
Chief Medical Officer, Medtronic Patient Monitoring

BIREN MEHTA
VP, Venture Investments, Johnson & Johnson
### Common Industry Verticals and Hiring Companies

<table>
<thead>
<tr>
<th>Provider/Payer</th>
<th>Pharma/Biotech</th>
<th>Medical Device</th>
<th>Healthcare Consulting</th>
<th>Digital Health</th>
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<tbody>
<tr>
<td>Kaiser Permanente</td>
<td>AMGEN</td>
<td>Johnson &amp; Johnson</td>
<td>ZS</td>
<td>Wavemaker</td>
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<td>DaVita</td>
<td>abbvie</td>
<td>Edwards</td>
<td>pwc</td>
<td>Three Sixty Health</td>
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<td>OPTUM Health</td>
<td>Genentech</td>
<td>Intuitive Surgical</td>
<td>LEK</td>
<td>omada</td>
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<tr>
<td>Cedars Sinai</td>
<td>Biogen</td>
<td>Medtronic</td>
<td>Deloitte</td>
<td>alóz Bio+Health</td>
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<tr>
<td>Gilead</td>
<td>Roche</td>
<td>Abbott</td>
<td>Verily</td>
<td>Tia</td>
</tr>
<tr>
<td>Neurocrine Biosciences</td>
<td>Gilead</td>
<td>illumina</td>
<td>GoodRx</td>
<td>episource</td>
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**Target functions include:** Marketing/Commercial, Finance, Operations, Strategy, Corporate Development, etc.

You don’t have to come from healthcare to recruit for healthcare! Many are industry pivoters – most important quality is interest and passion for health and patients AND being able to articulate throughout the process.
On-Campus Healthcare Recruiting Timeline

**Fall QTR**
- Oct: Parker Resume and Cover Letter Review
- Nov: On-Campus Company Information Sessions
- Dec: Company Research

**Winter QTR**
- Jan: Informational Interviews
- Feb: Healthcare Interview Prep (IPTs)
- Mar: Applications

**Spring QTR**
- Apr: Interviews
- May: Offers

**Note:** Estimated timeline. A handful of healthcare companies recruit early (i.e., resume deadlines in November). Additionally, there are several healthcare opportunities, typically with smaller companies, once formal on-campus recruiting is over.
Recommended Reading & Industry News
Questions?

Phil Han
Assistant Dean, Director of Parker Career Management Center

Emma Yu ’25
President of HBA

Jack Vorwald ‘25
Executive VP of HBA