

JENNY HSIEH

**Leonard N. Stern School of Business
Master of Business Administration, May 2010
Robert F. Wagner School of Public Service
Master of Public Administration, May 2010
International Health
Dual Degree**



Jenny Hsieh is interested in how social entrepreneurship can more effectively deliver healthcare services in developing nations, particularly those countries facing HIV and AIDS crises. She has been influenced by her grandfather's work in public health as a medical doctor in Asia and her parents' entrepreneurial backgrounds.

Jenny graduated from the University of Pennsylvania with a double major in Economics and Political Science. She spent one year at McMaster-Carr Supply Company developing pricing models for industrial supplies. Wanting to focus on the role of public-private partnerships in healthcare reform, Jenny pursued a consulting position with the public payer healthcare practice at Navigant Consulting, Inc. She worked on several Federal waiver applications and developed cost-effectiveness analyses to expand access to healthcare services and improve the overall quality of healthcare. She also helped develop strategic plans and provider reimbursement models for state agencies operating under fiscal constraints.

After deciding she wanted to play a more active role in the issues of HIV and AIDS in the international community, Jenny volunteered for a Chicago-based nonprofit organization, Chances by Choice, which focuses on education and support for international adoption of HIV-afflicted orphans. She later founded the Chances by Choice Junior Board and served as Vice President to garner support from and educate young professionals about the issues surrounding international adoption of children orphaned by HIV and AIDS.

In 2006, Jenny traveled to Botswana with Habitat for Humanity to help build affordable housing in the town of Mahalapye. Inspired by the resolve of the Botswana community in the face of poverty, she realized her passion and commitment to reducing poverty and disease through the creation of sustainable healthcare solutions in sub-Saharan Africa.

In the summer of 2008, Jenny worked at the William J. Clinton Foundation on its HIV/AIDS Initiative in Beijing, China. During her time in Beijing, she evaluated the monitoring and evaluation systems and developed a strategic plan to improve treatment delivery and long-term outcomes through improved data management and analysis. She also evaluated the impact of HIV/AIDS care and treatment for two provincial programs by analyzing health indicators. During the summer of 2009, Jenny joined Pfizer, Inc. as a Summer Associate in its Worldwide Strategy and Innovation Group.

Following her graduate studies, Jenny plans to use her academic and professional experiences to develop healthcare infrastructure in developing countries by partnering the private sector with both local and national governments. She is currently serving as President for Stern in Africa and Operating Officer for the Global Health Alliance at Wagner.

JENNY HSIEH

WORK EXPERIENCE

Clinton Foundation, Beijing, China

Monitoring and Evaluation (M&E) Analyst, HIV/AIDS Initiative, May – Aug. 2008

- Evaluated existing M&E systems and developed a strategic plan to improve treatment delivery and long-term outcomes by shifting the focus from program reporting to data management and analysis.
- Analyzed health indicators using historical and global benchmarks to evaluate the impact of HIV/AIDS care and treatment for two provincial programs, which led to the implementation of improved data management processes.

Navigant Consulting, Inc., Chicago, IL

Senior Consultant, Aug. 2004 – 2007

- Created an interactive tool to evaluate financially distressed hospitals, used by key stakeholders to develop and approve state legislation regarding financial monitoring, hospital management and public insurance reform
- Led a cost-effectiveness analysis using SAS programming logic for a Federal waiver program to expand family planning services to women, which resulted in \$9.4 million estimated cost savings over a five-year period
- Analyzed over five million healthcare claim lines using SAS programming for a budget impact model, which led to a strategy to reduce costs by \$40 million over three years for children with severe emotional disturbances
- Managed a five-year multi-million dollar budget for a client, including monthly proforma reviews which resulted in improved project management and increased resource utilization
- Managed the development of a strategic plan for a state client's Medicaid reimbursement, used by the client for annual budgeting and policy planning to improve the quality of and access to healthcare services
- Developed a pay-for-performance reimbursement model and training modules for a client's Medicaid managed care program to improve the quality of services, resulting in improved ratings for targeted healthcare services
- Conducted an internal training session for 40 consultants on the Federal Government's Medicare Modernization Act Prescription Drug Benefit, identifying the effects of the legislation on our clients and potential project work
- Engaged in business development by responding to Request for Proposals, leading to multiple contract awards

McMaster-Carr Supply Company, Chicago, IL

Merchandising Research Assistant, Aug. 2003 – 2004

- Configured pricing models and determined price stability for product lines.
- Edited product specifications for accuracy and product liability.
- Trained new employees and mentored on internal system and methods of analysis.

VOLUNTEER EXPERIENCE

Rainforest Alliance, New York, NY

Stern Consulting Corp, Spring 2008

- Developed a value chain for tea and created a market entrance strategy for the organization's entry into the tea market.

Chances by Choice, Chicago, IL

Jan. 2004 – Aug. 2007

- Co-founded the Junior Board to foster loyalty to Chances by Choice, while educating young professionals in the Chicagoland area about issues surrounding international adoption involving adults and children impacted by HIV/AIDS.
- Organize and run philanthropic events benefiting Chances by Choice through the Junior Board and the annual fundraising benefit.

Anir Foundation, Lewisburg, WV

May 2006 – Aug. 2007

- Assist with promoting cultural awareness in Southern Africa, providing HIV/AIDS education and funding studies that evaluate local programs designed to alleviate poverty.
- Researched grants and assisted with grant writing to help financially support interns interested in work projects.

Habitat for Humanity, Mahalapye, Botswana

Summer 2006

- Worked with a team building affordable homes in Mahalapye.

EDUCATION

New York University, Stern School of Business, New York, NY

Candidate for Master of Business Administration, May 2010

New York University, Wagner School of Public Service, New York, NY

Candidate for Master of Public Administration, May 2010

University of Pennsylvania, Philadelphia, PA

Bachelor of Arts, May 2003

Major: Economics and Political Science

HONORS/SCHOLARSHIPS/AWARDS

- NYU Reynolds Graduate Fellowship in Social Entrepreneurship, 2008
- Wagner Dean's Scholarship
- University of Pennsylvania, graduated with honors

ACTIVITIES

University of Pennsylvania Alumni Society

Interviewer, Penn Alumni Secondary School Committee Network, Aug. 2003 – Present

- Interview undergraduate applicants and discuss the Penn experience.
- Assess applicants' compatibility with the university and provide feedback to the Undergraduate Admissions Office.