



RUTGERS

Case Study on Consulting

Tuesday March 22, 2016

4:30-6:00pm

Robert Wood Johnson Medical School

Center for Advanced Biotechnology and Medicine (CABM) Room 010

679 Hoes Lane West

Piscataway, NJ 08854



Kathryn Drzewiecki

PhD student in Biomedical Engineering

David Shreiber's lab

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Kathryn Drzewiecki is currently in her 5th year in the Rutgers Doctoral Program in Biomedical Engineering and Quantitative Biomedicine. Kathryn was the recipient of numerous prestigious awards, including the NSF IGERT Fellowship, the NIH Biotechnology Training Program Fellowship, and the P.E.O Scholar Award. Her dissertation focuses on the evaluation of a unique biomaterial that was developed and patented at Rutgers called collagen methacrylamide (CMA), a type 1 collagen derivative that can be utilized in tissue engineering, drug delivery, and 3D printing due to its unique properties. Following graduation, she intends to move into life sciences consulting or venture capital sectors to augment her business development skills while leveraging her technical expertise.



Sidnee C Pinho

Huron Life Sciences

Head of Business Strategy & Management

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Sidnee is a career consultant, having started in the high tech industry and transitioning to the life sciences industry by joining the Frankel Group in 1997. She has managed a multitude of projects across functional areas and therapeutic categories, and has managed the business since 2006. In January 2014, the Frankel Group was acquired by Huron Consulting Group and became part of Huron Life Sciences. As the Head of Business Strategy & Management for the Life Sciences practice, Sidnee is focused on the integration of the 2

sides of the business, but longer term on the strategic, operational, and financial success of the practice.

Prior to joining Huron, for 8 years Sidnee served as the Frankel Group's Director of Operations for this ~50 person firm that provided consulting services to the life sciences industry. Strategic responsibilities included creation and execution of Frankel's annual and 10 year strategic plans, evaluation of partnership opportunities, new product development, and branding / marketing. Operational responsibilities included firmwide recruiting, training, mentoring, professional development, capacity planning, project staffing, and general company management.

Before serving as the Director of Operations, Sidnee worked for 10 years as a client-facing consultant, first in the role of analyst at Booz Allen & Hamilton, and then in the roles of Associate, Consultant, Senior Consultant, and eventually Principal at the Frankel Group. In the role of Principal, Sidnee developed and cultivated client relationships, and supported the generation of continued account revenue. Project experience fell into 4 main strategic categories: Corporate Strategy, R&D Strategy, Commercialization Strategy, and Licensing/Merger/Acquisition Strategy, all for Life Sciences clients.

- Masters of Business Administration in Finance & Marketing, with honors, NYU/Stern
- BAS in Finance from the Wharton School of Business, with honors, the University of Pennsylvania
- BSE in Systems Engineering from the School of Engineering, with honors, the University of Pennsylvania