

WORK EXPERIENCE

SANDPAPER MEDICAL & WALLA TECHNOLOGIES, *Founder and CEO* March 2019 – Present
Artificial Intelligence-based technology and data companies in the health insurance sector

- Walla Technologies:
 - Founded an artificial-intelligence company that has stealth patent-pending IP/software which increases productivity in health insurance-related call center operations by automating tasks
- Sandpaper Medical:
 - Founded a data-services company that uses technology and skilled personnel to eliminate the prior authorization burden for physician offices and provide unique data for pharma brand teams

WHITE HOUSE OFFICE OF SCIENCE & TECHNOLOGY POLICY, *Assistant Director* Oct 2015 – Jan 2017
Covered broad range of innovation, tech, R&D, and equity policies as *Assistant Director for Education and Telecommunications Innovation* under OSTP Deputy Director Tom Kalil

- Telecommunications and Broadband Policy:
 - Launched \$400 million Advanced Wireless Research Initiative investing in 5G mobile technology in a public-private collaboration between the NSF and industry
 - Responsible for policy work on Digital Divide, Homework Gap, gigabit broadband, smart cities applications, e-rate, broadband infrastructure permitting, and rural/tribal broadband access
- Education Innovation Policy:
 - Worked directly on implementing innovation in assessments in new Every Student Succeeds Act (Title I parts a and b, as well as Enhanced Assessment Grants)
 - Responsible for policy work on personalized learning, competency-based education, next-generation high schools, and evidence-based education technology and R&D in P-12 education
- Worked in close coordination with NEC, DPC, OMB, and CEA within White House, as well as with National Science Foundation, Federal Communications Commission, and Departments of Education, Homeland Security, Commerce, Interior, and Agriculture.

GINWALA CONSULTING LLC, *President* April 2013 – Present
Provide growth strategy, executive implementation, and commercial due diligence across a variety of business and non-profit sectors, with a specialty in technology, healthcare, and education

- Pharmaceuticals and Life Sciences Advisory:
 - Commercial Brand Patient Specialty Services: advised new US PSS head in creation and execution of overall PSS transformation, with special responsibility for creating and executing strategy for building data & analytics function, including C-suite buy-in, hiring of 6 person staff, renegotiation of specialty data contracts, vendor assessment, data quality and IT process change
 - BD&L: assisted in preparation for licensing negotiation for potential Phase II asset
- Technology Sector Strategic Growth and M&A Advisory:
 - 5-year growth projections, GTM, M&A, and operations plans for PE-owned industrials company
 - Strategic growth planning of Telematics company via new vertical markets strategy
- Private Equity Due Diligence: Advised PE firms on potential acquisitions in mobile messaging
- Education Reform: Advised a coalition of philanthropists and non-profit advocacy organizations in strategic plan development and implementation for education reform in a blue state over 2 years
- Healthcare Reform: Assisted a policy-based non-profit in the development of its employer-based wellness promotion and healthcare reform policy proposals and associated events

MCKINSEY & COMPANY, *Engagement Manager* Feb 2009 – April 2013

- **Innovation and strategic growth in technology, telecommunications, and healthcare**

- Led several studies to examine growth options and strategies for companies in the software, telecommunications and healthcare sectors, with focus on strategic planning
- Global finalist in Firm's "Practice Olympics" for business knowledge development on topic of gamification and its potential for clients; also published in Firm's TMT extranet on OTT in SMS
- **Extensive experience in portfolio company growth / M&A and private equity due diligence**
 - As a core manager in the Private Equity and TMT Strategy practices, spent over 2 years focused on leading growth strategy and private equity commercial due diligence engagements
 - Led teams of four to eight people on projects that typically built granular, driver-based, bottoms-up forecast models of target industries with scenario and sensitivity analyses, using statistical input, dozens of structured expert interviews, and survey data
 - Regularly presented to senior client investment committees, C-suites, and Boards of Directors
 - Conducted diligences and developed expertise in:
 - Electronic health records and billing management software
 - Mobile messaging interconnect growth strategy
 - Agribusiness corporate portfolio and divestment strategy
 - Business aviation safety software and private jet market
 - Commercial communication satellites
 - Telecommunications infrastructure equipment
- **Managed teams in high-pressure, tight-deadline engagements**
 - Establishing and refining study goals/objectives in daily/weekly collaboration with clients
 - Work planning, project planning, project scheduling, and managing study expenses and budget
 - Upwardly managing McKinsey Partners and Directors as well as presenting to senior clients, including CEOs, investment boards, and Boards of Directors
 - Defining, supervising, reviewing, and quality control for all team-member work
 - Coaching and professional development of team members

OBAMA FOR AMERICA, DE State Field Director; HQ Policy & Legal Intern Sept. 2007 – Nov. 2008

- As Delaware State Field Director, managed over 20 volunteer direct reports and hundreds of volunteers; responsible for thousands of canvassers and several hundred thousand phone calls.
- As policy staff, prepared materials for debate prep, compiled daily policy press clippings, compiled state statistics for President's briefing books, and assisted in writing and editing policy fact sheets.

SUPREME COURT OF NEW JERSEY, Law Clerk, Justice Virginia Long Sept. 2006 – Aug. 2007

- Researched, wrote and edited draft opinions, bench memos, and cert petition memos on issues of federal and state constitutional law, as well as statutory interpretation and common law.

PEACE CORPS, Rural Community Health & Development, Benin, West Africa Oct. 2001 – May 2003

- Organized sustainable health and education projects as rural development volunteer.
- Helped lead nationwide programs on health skills, AIDS awareness, nutrition, and girls' education.

EPOCH PARTNERS (now part of Goldman Sachs), Investment Banking Analyst July 2000 – July 2001

- Performed financial analysis including revenue projection and discounted cash flow models, comparables, and options analyses for mezzanine investing and M&A in the tech and telecom sector

EDUCATION

HARVARD LAW SCHOOL, J.D. with honors June 2006

HARVARD COLLEGE, A.B. magna cum laude in Social Studies June 2000

LANGUAGES - Fluent French; Can understand basic spoken Urdu, Hindi, and Gujarati