

Hugh Spackman

Healthcare Strategy | Consulting | Collaborative Problem Solving

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EXPERIENCE

Healthcare and Strategy Associate Consultant

Cicero Group | Salt Lake City, Utah | 2021 - Present

- Conducted 40+ in-depth interviews with experts to gain market trend insights, informing private equity acquisition strategy decisions
- Created 5-year financial pro-formas for a new \$107m healthcare facility, with monthly break-even and profit/loss analysis across six different service lines
- Developed product segmentation and valuation strategy for \$1B SaaS company, informing recommendations with an adaptive choice-based conjoint survey
- Served clients across the healthcare, financial, SAAS, consumer goods, and social impact sectors, performing due diligence for acquisitions, engaging with C-suite level executives, and generating actionable recommendations

Supply Chain Analyst - Graduate Administrative Intern

University of Utah Hospitals and Clinics | Salt Lake City, Utah | Summer 2020

- Designed tertiary backup system of medical supplies in case of mass casualty and trauma events for a Level 1 Trauma Center
- Consulted with remote work committee to develop short and long-term work-from-home policies for organization of 14k employees during global pandemic

President / Lead Consultant

Utah MBA Student Consulting Group | Salt Lake City, Utah | 2019 - 2020

- Developed a 5-year telehealth strategy for top-rated medical group that serves 5 million patients per year, as lead of a four-student team
- Sourced and supervised 10 consulting projects with local and national companies
- Coached 40 MBAs on consulting skills of case analysis and presentations

Genius / Trainer

Apple | Madison, Wisconsin | 2010 - 2018

- Implemented continuous improvement practices over 10,000 personal appointments to increase customer satisfaction and decrease wait times
- Analyzed coworker satisfaction and presented recommendations to leadership team, which were later implemented across all retail locations companywide

Quality Assurance Specialist, Epic Ambulatory Suite

Epic | Verona, Wisconsin | 2009 - 2010

- Developed an excel-based project management tool to help team members budget time and track next actions for 40+ simultaneous projects
- Coached physicians and nurses in adapting workflows from paper to EHR

EDUCATION

Masters of Healthcare Administration

University of Utah | 2020

Masters of Business Administration

University of Utah | 2020

Economics BA

Brigham Young University | 2009

AREAS OF FOCUS

Quantitative Data Analytics: Survey Writing and Programming, R, Advanced Excel, Regressions, Statistical Analysis

Qualitative Data Analysis: Conducting in-depth Interviews, Generating Insights

Data Visualization and Storytelling
Presentations and Public Speaking

Financial Forecasting

Continuous Improvement Practices

Teamwork Best Practices

Organizational Structure and Behavior

AWARDS

Six Sigma Green Belt

Winner, Net Impact International Case Competition: Designed a regenerative agro-tourism farm to maximize client's triple bottom line

2x Marathon Finisher, 3x Ragnar Captain

Frisbee Team Captain of City-League Championship Team

LANGUAGES

Spanish: Fluent

Mandarin Chinese: Experienced