



Sage Growth Partners, LLC
David Sheehy
Chief Operating Officer



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DAVID SHEEHY, Chief Operating Officer at Sage Growth Partners (SGP), is a seasoned healthcare executive with over 25 years of strategic and operations experience working across the health and life sciences sectors.

Known for his innovative and analytic approach, combined with providing pragmatic solutions, Sheehy has worked with clients on engagements ranging from corporate strategy to customer and market strategy to new business and operating models.

Sheehy is passionate about helping companies change to better serve their customers. He works collaboratively with his clients, drawing on his ability to understand executive agendas, develop relationships and deliver a broad range of services.

Sheehy has authored numerous thought leadership papers across a variety of topics including cost reduction, healthcare reform, and mergers and acquisitions.

REPRESENTATIVE ACCOMPLISHMENTS

Developed, led and managed relationship with two Fortune 500 Life Sciences clients, with responsibility for P&L, sales, delivery and senior client relationships

Created and led health & life sciences product and service offerings, thought leadership development and go-to-market activities for a leading global professional services firm

Led and managed a Life Sciences Strategy Practice for a leading global professional services firm. Authored thought leadership, led client go-to-market activities and led community of practice development

Managed strategy, design, build, launch, and ongoing efforts for a new service offering to support Providers, Payers and PBMs in their consumer-centric strategy development and transformation efforts, with emphasis on digital strategy and capabilities

Developed International Business Growth Strategy for an academic medical center that defined growth options and approaches, prioritized markets, created market development plans, designed new operating model, governance structure and overall implementation roadmap

Directed Customer Engagement Strategy Project to identify new opportunities to engage patients holistically in support of patient retention strategy and improved outcomes. Evaluated customer needs and “pain points”, assessed current efforts and created new service concepts. Reported to President.

Led the creation of a Healthcare 2025 vision of the global healthcare market to support new health strategy and investments for a Fortune 50 company

Spearheaded the development of strategy and new capabilities for a leading biopharmaceutical company's HIT efforts designed to increase alignment with customers. Prepared HIT landscape assessment, reviewed strategic options and approaches for partnering with healthcare organizations, and developed new key HIT capabilities

Developed new operating model for a leading Medical Device company to support their entry into home-based therapeutics. Evaluated customer and other stakeholder requirements and touchpoints and assessed against current capabilities and organization

Directed multiyear effort for the Pharmaceutical Division of a diversified Life Sciences company to improve customer engagement, reduce cost to serve and support new selling processes

Managed multi-year program to define and implement a new Master Data Management capability for leading life sciences company seeking a consolidated customer view for improved reporting, tracking, communication, selling and servicing

Created a three-year Capability Strategy enabling a top ten U.S. pharmaceutical company to use analytics as a competitive differentiator

Led a product launch readiness assessment and strategic plan review for a leading specialty pharmaceutical company

Led the development and deployment of a new enterprise capability to measure impact (ROI) of promotional efforts and allocate promotional investment across a 10+ product US portfolio with >\$10B revenues.

PUBLICATIONS

Going for Growth: Balancing Price and Cost to Drive High Performance in a Recovering Global Economy – A Pharmaceutical Industry Perspective, Accenture, 2011

Biopharmaceutical High Performance; Biopharma International, 2011

M&A as a Strategy for Growth, Pharmaceutical Executive, 2011

Pharmaceutical Company and Payer Collaboration Opportunities, Accenture, 2011

Mergers & Acquisitions: A Strategy for Focused Growth in the Biopharmaceutical Industry during Uncertain Times, Accenture, 2011

Achieving Future High Performance in the Biopharmaceutical Industry: How will you dominate the game?, Accenture, 2010

SPEAKING ENGAGEMENTS

M&A: A Strategy for Focused Growth in the Biopharmaceutical Industry During Uncertain Times, Moderator & Presenter, GersonLehrmanGroup Life Sciences, Webinar, 2011

Sustaining High Performance in BioPharmaceuticals, Wharton Healthcare Management Association, Webinar, 2011

The Pharmaceutical Industry's Strategic Outlook and Opportunities, Veeva Life Sciences Conference, Philadelphia, 2010

AFFILIATIONS

BALTIMORE MEDICAL SYSTEM (BMS), Board of Trustees, Chair; Member of Finance Committee, 2012 to Present. BMS, a community-based, independent non-profit is the largest Federally Qualified Health Center (FQHC) system in Maryland

BACKGROUND

Sheehy earned his B.A. in political science from Haverford College in Haverford, Pennsylvania and a MBA in Health Care Management from The Wharton School, University of Pennsylvania in Philadelphia, Pennsylvania.