# Experience

**Simon Graduate School of Business, University of Rochester,** Rochester, NY

**Faculty Director, Medical Management Program March 2017 – Present**

**Director, Health Care Programs January 2007 – March 2017**

* Directorial responsibilities for the Master of Science in Business Administration with a concentration in Medical Management Program (MM). These responsibilities include marketing the program to prospective students and employers, counseling students, identification of curriculum needs.
* Assisted with development of the Master of Science in Health Care Management program (MSHCM) delivered in NYC. Lead business development outreach to NYC health care systems.
* Coordinate practicum projects for all MM and HCM students and serve as academic advisor for several project teams annually, guiding students to ensure projects provide value to the sponsoring organization and maintain high academic standards.
* Lecture in the MBA, Medical Management, and the undergraduate programs on the topics of economics, health economics, forecasting, business plan development, and strategic planning.
* Led curriculum revision process for MM program which designed and implemented two new courses.

**Mitretek Healthcare – Jennings Ryan & Kolb,** West Springfield, MA & Chicago, IL

**Senior Consultant & Consultant February 2002 – December 2006**

* Directed the work efforts of consultants and research associates to ensure the timely delivery of quality services to clients.
* Performed financial and demand analyses for numerous hospitals and health systems, including financial capability assessment, financial feasibility, market size estimation, competitor profiling, and identification of growth opportunities.
* Developed portfolio evaluation models for multiple hospitals and health systems to assess the degree to which the clients’ service lines met their financial, competitive, and mission needs.
* Evaluated potential affiliation partners for a community hospital.
* Conducted interviews with physicians, hospital administrators, and health system board members designed to identify critical issues, growth opportunities, potential collaboration models, and perceptions of clinical and service quality.

**Booz • Allen & Hamilton,** Chicago, IL

**Summer Associate June 2000 – September 2000**

**Fisher – Price Inc.**, East Aurora, NY

## Product Development Engineer & Product Integrity Engineer February 1996 – August 1999

### Education

**William E. Simon Graduate School of Business Administration**

**University of Rochester**, Rochester, NY

Master of Business Administration, June 2001

**School of Engineering and Applied Sciences**

**State University of New York at Buffalo**, Buffalo, NY

Bachelor of Science, Mechanical Engineering, *Summa Cum Laude* December 1995

## Teaching

CIS 461 Strategy & Business System Consulting Practicum, 2022 – Present

ECO 236 Health Economics, 2014 – Present

ENT 441 Medical Entrepreneurship, 2015 – 2017

HSM 430 Health Care Strategy, 2008 – 2009, 2020 – Present

HSM 440 Evolving Medical Markets, 2020 – Present

HSM 450 Accounting, Economics, and Finance for MS Students, 2008 – Present

HSM 451 Health Care Marketing and Business Plan Development, 2015 – 2018

HSM 454 Designing and Optimizing Health Care Organizations, 2009 – 2015

HSM 455 Health Care Practicum I, 2008 – Present

HSM 456 Health Care Practicum II, 2008 – Present

## Honors

Teaching Honor Roll, Simon Business School, Summer 2014

Beta Gama Sigma International Honor Society for Business Programs

Pi Tau Sigma National Mechanical Engineering Honor Society (President, University at Buffalo Chapter, May 1994 – April 1995)

Tau Beta Pi, National Engineering Honor Society

## Service

Board Member, Wesley Gardens Nursing Home, Rochester, New York. April 2013 – August 2017.

## PublicationS

Loh, K., Kaushik, R., Ogie, S., et al., “Speeding the dissemination and implementation of geriatric assessment (GA): What can we learn from the business world?” submitted to the Journal of Geriatric Oncology, November 2019.

Ogie, Samuel, “Building a 21st Century Career in Health Care,” *Caring*, National Association of Home Care and Hospice, November 2015.

Ogie, Samuel, “Managing Health Care Like a Major League Team,” *Executive Insight*, Merion Matters, March 2015.

Newman, B.E., Ogie, S., et al., “Factors Associated with Successfully Establishing and Managing a Freestanding Emergency Department,” Annals of Emergency Medicine 64(4):S76, October 2014.

Krentz, Susanna E. and Samuel R. Ogie, “Portfolio Analysis: Beyond Market Share and Market Size.” *Spectrum*, Society for Healthcare Strategy and Market Development, July/August 2004.

## Seminars and Presentations

University of Rochester School of Medicine and Dentistry, Dermatology Resident Conference, “Financial Planning Basics for Dermatology Residents,” 2022.

University of Rochester School of Medicine and Dentistry, Medical Entrepreneurship Interest Group, “Overview of Health Insurance and Reform Efforts,” 2021.

University of Rochester School of Medicine and Dentistry, Internal Medicine Resident Conference, “Financial Planning Basics for Medical Residents,” 2021.

University of Rochester School of Medicine and Dentistry, Internal Medicine Resident Conference, “Financial Planning Basics for Medical Residents,” 2020.

University of Rochester School of Medicine and Dentistry, Medical Humanities Noon Conference, “Overview of Health Insurance and Reform Efforts,” 2019.

University of Rochester School of Medicine and Dentistry, Internal Medicine Resident Conference, “Financial Planning Basics for Medical Residents,” 2019.

University of Rochester School of Medicine and Dentistry, Surgical Resident Conference, “Financial Planning Basics for Surgical Residents,” 2018.

University of Rochester School of Medicine and Dentistry, Internal Medicine Resident Conference, “Financial Planning Basics for Medical Residents,” 2018.

University of Rochester School of Medicine and Dentistry, Surgical Resident Conference, “Financial Planning Basics for Surgical Residents,” 2017.

University of Rochester School of Medicine and Dentistry, Medical Humanities Noon Conference, “Overview of Health Insurance and Reform Efforts,” 2017.

University of Rochester School of Medicine and Dentistry, Student AMA Chapter Lunch and Learn, “Overview of Health Insurance and Reform Efforts,” 2017.

## Seminars and Presentations (cont.)

NY American College of Physicians Leadership Conference, “Analytical Management in the Age of Health Care Reform,” 2013.

Central NY Chapter of the Healthcare Financial Management Association, “A Perfect Storm: Are We Headed for a Health Care Meltdown? Flashpoints, Implications, and Strategic Imperatives,” 2004.

Central NY Chapter of the Healthcare Financial Management Association, “Ensuring Long Term Financial Viability: Balancing Mission & Margin,” 2004.

Wisconsin Chapter of the Healthcare Financial Management Association, “A Perfect Storm: Are We Headed for a Health Care Meltdown?,” 2004.

National Health Sciences Symposium, William E. Simon Graduate School of Business Administration, University of Rochester, “Consulting to Health Care Providers”, 2003.

Michigan Society for Healthcare Planning and Marketing, “Managing the Mix: Service Line Portfolio Analysis,” 2003.

Indiana Chapter of the Healthcare Financial Management Association, “Managing the Mix: Service Line Portfolio Analysis,” 2003.