

Anastazia Owsiak

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KEY RELEVANT SKILLS

- ♦ Complex financial, data modeling ♦ Creating Forecast, Opex & Capex Budgeting process ♦ BU P&L management, P&L's \$10M-\$250B
- ♦ Developing monthly, quarterly Executive reporting package & review process ♦ Healthcare IT, Value-Based Care, ACOs, HIEs, EHRs
- ♦ Trend, Variance, Ad hoc, Market analyses ♦ Headcount tracking ♦ Financial estimates, targets ♦ Lean Six Sigma black belt ♦ IT Finance

BUSINESS EXPERIENCE

INTRINSIC SOLUTIONS LLC – W. Hartford, CT

10/2015-PRESENT

Management Consultant and Coach - dba Strategic Analytics Consulting

Working with consulting and research firms, acting as SME in Accountable Care Organization (ACO) financials, ACA, Health IT, value based care; working across industries with CEO's and business owners, creating financial, operational, growth models.

- Providing costing and pricing detail and guidance in setting up ACO model and Value Based Care Contracts, and in collecting and presenting initial results data to senior management and capital investors.
- Advising clients on business model and go-to-market strategy, preparing financial assessment, creating operations cost analysis and external pricing models with financial projections, assisting in drafting, negotiating financial contracts.
- Coaching business owners, medical staff, and CEO's on business strategy, career/business transition, growth models.

AETNA – Hartford, CT

7/2013-10/2015

Sr. Finance Manager/Finance Manager, Accountable Care Solutions

In highly entrepreneurial environment and working with large amounts of data from multiple systems, often acting as SME for unit or on projects, responsible for FP&A for P&L's, expense management, creation of metrics and reporting packages, forecasting, forward-looking estimates, Corporate targets, Annual Plan, Capex/Opex, headcount tracking/analysis/modeling, and analytics development, creating new processes and training partners, and relationship-building with business partners.

- Supported design and creation of MOR monthly reporting package, as well as QBR, BOD, Specialty Business and ad hoc reporting to CFO, CEO, Financial Director, and participated in or led special department projects as needed.
- Modeled and executed ACO contracts, including Risks & Opportunities, reimbursement arrangements, pricing structure, pricing and requirements, development of reporting package with metrics, KPI's and SLA's.
- Designed financial model for new value based care delivery model, resulting in \$37M revenue increase at 35% margin.
- Built and trained internal partners and ACO customers on portfolio of new forecasting, invoicing, reporting, and revenue recognition processes; documented standard operating procedures and workflows, and designed template documents.
- Provided Key Performance Indicator (KPI) reporting, modeling and analysis to CFO, CEO, senior-level management.
- Created market analysis and geographic strategy for value-based care physician and virtual ACO product models.
- Researched and leveraged industry trends, market base, and economic environment to model segment and geographic pricing, operating and cost methodologies, and market strategy to drive profitable business strategy, with 17% margin.
- Elected by peers and unit CEO to lead Employee Engagement Committee and separate engagement/morale initiatives.

CIGNA – Bloomfield, CT

6/2011-7/2013

Controller

Created and delivered monthly, quarterly Executive reporting package; Executed effective FP&A budgeting, forecasting, reconciliation, and analytical reporting to provide risks, guidance to Senior Leadership. Built complex cost models, opex/capex budgets, headcount analysis, and KPI's for 7 BU's; trained partners on reporting, analysis tools that became best practices.

- Managed \$145M in expenditures and 130 IT headcount to deliver on growth objectives and cost reduction initiatives, while successfully financing extremely complex, multi-year budgeted project with multi-national vendors.
- Managed expense pressures, project delays, and senior leadership financial targets for IT project which exceeded savings expectations of \$154M over 3 years by an additional \$17.4M, through modeling of staffing redundancies and successful redeployments as well as acquisition and implementation of new technology to drive down call center costs.
- Consistently reviewed Risks & Opportunities, variances, forecasting and trends, and provided financial recommendations to senior leadership to meet or surpass profit and expense targets.
- Analyzed existing Finance and IT business processes, re-defined and drove streamlined, optimized workflows.
- Developed strong relationships with senior leaders and business units to drive adoption of finance directives.
- Built financial model for IT organization, deriving initial project rollout savings of \$12M.
- Identified key areas of financial and operational risk and process gaps, as well as quantified and designed contingency plans and controls for at-risk areas and processes.

MCKESSON – The Woodlands, TX**3/2010-1/2011****Senior Financial Analyst**

Directly advising business CEO's, responsible for all BU FP&A and monthly reporting package, created complete financial reporting package and process for 3 BU P&L's (\$50M), including: Health IT modeling, pricing, cost containment, budgeting, trend reporting, variance analysis, forecasting, growth targets, economic drivers, and revenue projections. Recommended strategic direction based on analytics, metrics, risks, opportunities.

- Managed Electronic Health Record P&L finances and headcount tracking and reporting, Risks & Opportunities, designed risk mitigation analytics, cost-benefit analysis, pricing models, and Key Performance Indicators (KPIs).
- Advised CEO's of financial impact on potential investments and divestitures and M&A; designed pricing models; trended impact of future economic influences and risks; provided recommendations to Sr. Vice Presidents.
- Built budget process for 10 BU's, designing for Senior Management the key deliverables, milestones and internal processes, stakeholder approval process, and growth targets.
- Elected Finance Process Subject Matter Expert (SME) to evaluate operational processes, reporting metrics, operating plan, risk assessment, acquisitions, special projects, Legislative impact to revenue, and ad hoc research and analysis.

VOYA – Windsor, CT**5/2009-3/2010****Senior Financial Analyst**

With expertise in complex analysis, relationship-building, annual planning, financial modeling, risk management, and forecasting, responsible for developing cost benefit analysis, trend reporting, opex/capex plans, and cost-out initiatives.

- Designed complex financial model for all IT projects across ING US, including M&A models and in-sourcing initiatives.
- Created new financial review process for all technology projects, and restructured IT Review process for all projects, including creating training and communication plan to successfully drive behavior change across organization.
- Articulated variance analysis and spend tracking against IT budgets and forecasts monthly, quarterly, annually.
- Developed complex financial model and updated as necessary based on industry, regulatory and pricing changes.
- Designed, led bottoms-up and cross-department budgeting methodology and process, articulating and highlighting ongoing Risks & Opportunities.

INTRINSIC SOLUTIONS LLC – W. Hartford, CT**4/2006-5/2009****Management Consultant and Coach**

Working directly with business owners, with expertise in creating financial review process, strategic growth models and projections, go-to market strategies, internal operations assessment including staffing, and financial analysis. Designed strategies for employee engagement, and restructured businesses for economic forecasts, target markets, and industry trends.

- Analyzed revenue data and trending to re-align pricing, resulting in four-times revenues over a 2-year period.
- Worked with state Legislative Officials to analyze, research and write healthcare Legislation and state operating budget.
- Researched market positioning, demographic data, market and legislative changes, and market-bearing pricing for services to create new product and pricing model, increasing client revenue by 95%.
- Analyzed client financials to redesign financial model, generating an increase of 40% gross revenues over 1 year.

GENERAL ELECTRIC – Plainville, CT**12/2001-4/2006****Lean Six Sigma Black Belt**

In management track program position, worked with large Corporate databases and used statistical analysis and business relationships to analyze business efficiencies, design new reporting and work with Senior Leaders to mitigate operational implications, and lead design of new processes - increasing revenues, and generating savings and substantial cost reductions.

- Designed and led major Senior Management initiative to restructure entire company customer database, also writing and performing process training for entire sales force and management.
- Analyzed costing and efficiency of processes and designed new software, reducing Field Sales reporting cost by 94%.
- Led project to implement operations changes to correct \$391 Million in sales, reducing reporting errors by 16%.

Financial Analyst

Directly supporting Sales VP, designed and managed 10 unique BU Sales Comp plans for \$14B division, including tracking headcount, creating variance reports, expense projections, budgeting and forecasting for Executive Management and 700 staff.

- Designed 2 mid-year Sales comp plans, reducing costs by \$45 Million and generating increased revenue of 8%.
- Analyzed reporting and Senior Management needs to create 3 web-based software applications, increasing speed of sales reporting access, resulting in 90% increase in efficiency.
- Led project to design and implement software for financial data reporting, resulting in process improvement of 96%.
- Developed issue tracking and resolution system, now a benchmark for other GE businesses.

GERBER TECHNOLOGY – Tolland, CT**11/1999-12/2001****International Finance Contract Administrator**

Supervising Mexico office, was responsible for international negotiations, forecasting, sales reporting, financing, contract requirements, and internal operations including headcount tracking. Audited financing, pricing, and sales policies for shipments to Latin America, South Africa, Japan and Eastern Europe. Built, managed and grew relationships with shippers and agents.

- Conducted daily international financing and import negotiations, manufacturing and freight mediation in French, Russian, Spanish and English.
- Created and implemented Excel tracking systems to assess department's compliance with Financing, Net Profit, Export-Import, Shipping, NAFTA, and US Government regulations.
- Forecasted weekly and daily revenue to Finance, Sales and Senior Management.

CIGNA HEALTHCARE – Bloomfield, CT**9/1996-11/1999****Transplant Network Coordinator**

As liaison between Corporate, Medical Directors, and Hospital Providers, supported in designing and implementing transplant network, including: extensive Request For Proposals review process for 160 Hospital-Payor contracts. Supervised support personnel.

- Assisted in developing managed care strategy and negotiating healthcare contracts to save over \$12 Million in 1 year.
- Interpreted and executed 42 contracts for compliance and claims adjudication, saving \$40 Million in 2 years.
- Created databases to track utilization of healthcare network, and developed healthcare relationships across industry.

EDUCATION & FOREIGN LANGUAGES

BA:	TRINITY COLLEGE – B.A., Russian Language and Literature, 1996
MBA:	RENSSELAER POLYTECHNIC INSTITUTE – M.B.A., International Management, 2003
ACADEMIC AWARDS:	Phi Beta Kappa Honor Society Graduation with Honors; President's Circle Scholar; Academic Achievement Award
FOREIGN LANGUAGES:	Fluent: French, Spanish, English (native language). Proficient: Russian.

PROFESSIONAL DEVELOPMENT & SOFTWARE

- Six Sigma Black Belt and LEAN Process Improvement
- Specialized Software: Visio, SAP, Peoplesoft, Essbase, Clarity, Business Objects, Hyperion, Sharepoint
- Advanced Software Skills: MS Word, Excel (including Pivots and V-Lookup), Access, and Powerpoint

CIVIC SERVICE & ACTIVITIES

Recognition Awards	<i>For Leadership, Adaptability, Enthusiasm, Can-do attitude, Responsiveness, Engaging partners, Problem-solving, Quickly becoming the go-to resource</i>	1996-PRESENT
Therapeutic Training	<i>Reiki, Integrated Energy Therapy, Coaching</i>	2008-PRESENT
Member	<i>Phi Beta Kappa</i>	1996-PRESENT
Member	<i>World Affairs Council</i>	2009-PRESENT
Volunteer	<i>Model United Nations</i>	2016-PRESENT
Director, Instructor	<i>Youth Spring Music Program</i>	2016
Musician, Music Director	<i>Voice, Flute, Organ, Piano</i>	1985-2016
Hospice Volunteer	<i>Interim Healthcare</i>	2015-2016
Board of Directors	<i>West Hartford Chamber of Commerce</i>	2008-2010
Business Speaker	<i>West Hartford Chamber of Commerce</i>	2008-2010
Volunteer	<i>Hartford Hospital</i>	2009-2010
Program Chair	<i>American Heart Association</i>	2007-2010
Ambassador	<i>West Hartford Chamber of Commerce</i>	2007-2009
Summer Teacher in Math, French and Spanish, Russian Translator		1993-2009
Hobbies: Biking, Yoga, Skiing, Inspirational Writing, Healthcare, Complementary medicine, Foreign travel, International relations.		