

By William Cheuk, Senior Managing Partner, Tufts/Alliance Consulting Group

Recognizing the blended world of medicine and business, Tufts/Alliance Consulting Group was formed in 2003 to provide consulting services to the healthcare field. Formerly known as the Tufts MD/MBA Consulting Group, the Group was restructured, blending old ideologies, using a new approach, while retaining past values. As such, our mission is as follows:

1. To deliver comprehensive research and offer creative solutions to healthcare administrators and physician/managers at a fraction of the cost of “traditional” consulting firms.
2. To offer clients unparalleled value in our consulting products via Alliance’s partnerships with professional consultants and University professors.
3. To enhance student education through hands-on consulting experience.
4. To provide support to the healthcare field resulting in improvement to the quality of care.

Comprised of combined degree students from Tufts University School of Medicine, our group is led by exceptionally capable and varied group of students from the first and second year MD/MBA class. For example, Arthur Yan (M07), Managing Partner, has worked previously in the consulting industry, while Albert Ko (M06), Managing Partner, brings expertise from the accounting world. Likewise, Caitlin Guo (M06) interned with both Lehman Brothers and State Street, Babar Khokhar (M07), a Senior Associate, has prior experience as an intern at Lombard Securities, and Bobby Osterhoff (M07) researched at Stanford in health policy and economics. Our Group is always looking for new individuals from any of the medical school classes.

The presence of a Tufts/Alliance’s Board of Advisors further sets us apart from prior years’ consulting efforts. Indeed, our group is advised capably by Drs. John Ludden, MD, a seasoned psychiatrist and physician-executive; Charles Anderson, MD/MBA, a neonatologist and internal consultant at St. Elizabeth’s medical center; Leslie Ball, PhD, a senior executive professor at Northeastern’s College of Business Administration; and Mark Bloomberg, MD/MBA, the President of The Bloomberg Healthcare Group. Our Group is also supported by other executives and professors within the New England Medical Center and Tufts Medical School healthcare system.

In previous years, the Tufts MD/MBA Consulting Group undertook projects have utilized the following skills: organizational problem solving, cost determination analysis, queuing theory, process flow, project management, capacity planning and demand management, service forecasting and development, negotiation analysis, organizational restructuring, and cost allocation and budget analysis. These projects have allowed students to showcase their varied talents and skills in a practical setting.

In May 1998, Forbes published an article "McKinsey 101" that touted the virtues of student-run consulting groups. After interviewing various companies that utilized student consultants they concluded that "almost without exception [the clients] were lavish in their praise for the students and damning in their assessment of any extra value added by professional consultants." Given the high value placed upon student consultants by professionals, we invite all medical students interested in gaining real-world experience to participate in our healthcare consulting group.