



Issue LIII, April 2013

The Deloitte Corner Booth

A Deloitte Consulting Newsletter for the Chicago Booth Community

Greetings from the Editors

Hello Booth Community! **We want to hear from you! Submit a Virtual Coffee Chat question and your name to thedeloittecornerbooth@deloitte.com for a chance to be featured in an upcoming issue.** In this edition of The Deloitte Corner Booth, the newsletter dedicated to keeping in touch with the Chicago Booth community, we highlight how Deloitte helped a client react to the health care reform bill, and hear from a practitioner about his transition to a career in consulting.

In this month's newsletter, we're featuring the following:

- **Deloitte at Booth** – Check out when we'll be on campus!
 - To learn more about careers at Deloitte Consulting, please visit [our website](#)
- **Issue to Impact** – Learn about the impact we have on our clients
 - Deloitte Consulting helps a large health plan company expand a real-time analytic solution that provides its members with specific ways to improve their health
- **Virtual Coffee Chat** – Get the answers to frequently asked questions
 - Trevor Nohe, Deloitte Consulting practitioner, describes his transition to Consulting from Private Equity
- **“Strategy”** – Read the latest thoughtware from Deloitte Consulting
 - Learn about how disruptive innovation can help government achieve more for less in the latest part of a Deloitte series on innovation
- **Why Deloitte?** – Link to what others are saying about Deloitte

Thanks,

The Editors of the Deloitte Corner Booth

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[Check out when we'll be on campus](#)

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Editors

Robin Knowles

Matt Lackowski

Rachelle Martino

Key Dates

No upcoming on-campus events are scheduled at this time.

Issue to Impact

[Learn about the impact we have on our clients](#)

Deloitte Consulting helps a large health plan company expand a real-time analytic solution that provides its members with specific ways to improve their health

The Issue

The health care reform bill has the potential to make health care available to millions of new customers, however, this influx of new customers poses a huge challenge to health plans as their infrastructure is not equipped to process the higher volume of transactions. The client wanted to improve and expand its existing analytic solution to help its members identify specific ways to improve their health and reduce costs. As a result, Deloitte Consulting's Information Management (IM) group was brought in to enhance the current system and make it available for an additional two million members.

The Action

Deloitte brought together a diverse team of experts that specialize in handling large scale data analytical solutions and was quickly able to identify potential changes required for the expansion. The team collected data on the existing solution by conducting a series of knowledge transfer sessions and interviews with the technical and business groups. After conducting the analysis, Deloitte determined that a transformation of the existing architecture was required. Through this process, they provided a deep understanding of data collection, data processing and delivery to develop the solution. The team then identified the specific bottlenecks in the existing solution and developed an economical implementation strategy to expand the system. Currently, Deloitte is engaged in implementing these changes to the infrastructure so that the additional customers can be included in the plan.

The Impact

By bringing together people with a wide variety of skills and expertise, the Deloitte team helped the client expand the analytic platform for additional members. The expansion of the system would not only help members stay healthy but also provides significant savings in terms of health plan claims payout. Within just three months, they were able to identify potential areas that required updating, helped the health plan implement the changes and provided a solution that was compliant with the health care reform bill. Deloitte has in turn become a trusted advisor to the client to help manage and continuously improve their solution.

Virtual Coffee Chat

[Get the answers to frequently asked questions](#)

Trevor Nohe, Deloitte Consulting practitioner, describes his transition to Deloitte Consulting from Private Equity



How is the work you're doing with Deloitte different from the work you were doing prior to business school?

Prior to Deloitte, I worked for a private equity fund focused on investing in small, high-growth businesses. The fund was recently raised when I joined the firm, so my work was transactional in nature. My primary responsibilities included sourcing new investments, due diligence, and transaction execution. The work with Deloitte is different in two aspects. First, the size of companies I work with at Deloitte is much larger (i.e. Fortune 500). Second, the work is operations focused compared to transaction focused. At Deloitte, I work with my clients to identify and execute operational changes to the business.

How were you supported in making this transition and building a new expertise?

While the work is different, many of the core skill sets translate directly to my work at Deloitte (e.g. financial modeling and operating model evaluation). However, building additional skill sets and experience have not only been supported but encouraged. All Deloitte practitioners have been more than willing to spend time discussing their service line and industry expertise.

What advice do you have for students who want to join Deloitte Consulting and explore

opportunities outside of their current expertise?

Don't hesitate to reach out to anyone at Deloitte. No matter what your previous experience is, you can draw from it and bring a unique perspective to the team while learning something new.

“Strategy”

Read the latest Thoughtware from Deloitte Consulting

Need some insightful reading outside of class?

Download the latest in Deloitte publications...



Public Sector, Disrupted

How disruptive innovation can help government achieve more for less

In the wake of the deep austerity facing many governments around the world, leaders are faced with the challenge to “do more with less.”

Disruptive innovation can help governments reduce costs while maintaining or even improving services.

Check it out [online](#).

Why Deloitte?

Link to what others are saying about Deloitte

United Way recognizes Deloitte with Prestigious Fleur de Lis Award

Read about it [online](#).

Also, check out the following links!

- [FORTUNE's 100 Best Companies to Work For 2012](#)
- [Top 50 Companies for Diversity](#)
- [CNNMoney.com's Top MBA Employer](#)
- [Consulting Magazine's Best Firms to Work For 2012](#)

For the latest news on Deloitte and Booth, please visit www.deloitte.com/booth

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