

Department of Population Health
Division of Healthcare Delivery Science
NYU School of Medicine
227 E. 30th St #745
New York, NY 10016

Citizenship: US
Phone: 646-501-2647
E-mail: sunita.desai@nyu.edu

ACADEMIC APPOINTMENTS

2017 - : Assistant Professor
Department of Population Health, NYU School of Medicine

2017 - : Affiliated Assistant Professor
Department of Economics, NYU Stern

2017 - : Affiliated Assistant Professor
NYU Wagner Graduate School of Public Service

2015 – 2017: Martin J. Seidman Fellow in Health Care Policy & Economics
Department of Health Care Policy, Harvard Medical School

OTHER APPOINTMENTS:

2012 – 2015: LDI Fellow
Leonard Davis Institute of Health Economics, University of Pennsylvania

EDUCATION

2010 - 2015: Ph.D. in Health Care Management & Economics (Track: Economics)
The Wharton School, University of Pennsylvania
Dissertation: Health Information Exchange, Interoperability, and Network Effects
Committee: Mark Pauly (chair), Guy David (advisor), Daniel Polsky, Jonathan Kolstad

2005 – 2009: B.A. in Economics with Distinction, University of Pennsylvania
Minor in Mathematics

FIELDS OF INTEREST

Health Economics, Applied Microeconomics, Industrial Organization

FELLOWSHIPS AND AWARDS

2018: 2017 Editor's Pick, *INQUIRY: The Journal of Health Care Organization, Provision, and Financing* – for “Who Uses a Price Transparency Tool? Implications for Increasing Consumer Engagement”

2017: Becker Friedman Institute Health Economics Fellow, University of Chicago

2015: Finalist for Best Student-Authored Paper Award, Workshop on Health IT and Economics

2012: Pass with Distinction. Health Care Management & Economics Preliminary Examination

2012 Best Student-Authored Paper Award, Workshop on Health IT and Economics

2012: Best Poster Award: Academy Health, 2012, Poster Session A (selected by voting)

FUNDING

2016-2019: Greater Value Portfolio, The Donaghue Foundation (\$367,000)

2010-2014: Ruth L. Kirschstein National Research Service Award for Doctoral Work

2014: Networks, Electronic Commerce, and Telecommunications Institute Summer Grant

2014: Leonard Davis Institute for Innovative/High Risk Research Grant, (declined)

2013: Wharton Risk Center Russell Ackoff Doctoral Student Fellowship

2012-2013: Mack Center for Technological Innovation, Wharton Research Grant

2012-2013: Graduate and Professional Student Association Travel Grant

CONFERENCE & INVITED PRESENTATIONS

2018: Health Policy Interest Group, NYU School of Medicine
School of Public and Environmental Affairs, Indiana University
ASSA American Economics Association Annual Meeting
Memorial Sloan Kettering
American Society of Health Economics Conference

2017: Association for Public Policy Analysis & Management Annual Conference
Becker Friedman Institute Roundtable Seminar, University of Chicago
Comparative Health System Performance Workshop Initiative, AHRQ
Midwest Health Economics Conference, University of Minnesota
SXSW Health (Panel: "Why Aren't We Shopping for Health Care?")
Analysis Group
Health Policy and Management, Yale
Department of Health Policy, Vanderbilt
Healthcare Research and Policy, Weill Cornell
Lewin Group
Department of Population Health, NYU School of Medicine
Department of Health Care Policy, Harvard Medical School

2016: AcademyHealth
American Society of Health Economics Conference
Seidman Fellowship Seminar (Health Care Policy, Harvard Medical School)

2015: Network Economics Conference, NET Institute (NYU Stern)
Trans-Atlantic Doctoral Conference (London School of Business)
Workshop on Health IT and Economics
Health Economics Seminar (Harvard Medical School)

2014: AcademyHealth
American Society of Health Economics Conference
Weill Cornell Medical College (Health Care Policy and Research)

2013: Workshop on Health IT and Economics

2012: Workshop on Health IT and Economics
 European Conference of Health Economics
 NRSA Trainee Research Conference
 AcademyHealth (poster)
 American Society of Health Economics

SERVICE

2011-2015: Board member, Wharton Doctoral Council

2013-2015: Founding Member, Wharton Society for the Advancement of Women in Business Academia

2013: Abstract reviewer, AcademyHealth Consumer Choice and Engagement Panel

2012-2013: Abstract reviewer, AcademyHealth Health Economics Interest Group

2011-2012: Doctoral student representative, Wharton's Quinquennial Departmental Review committee for the Health Care Management and Economics Department

2010-2011: Board member, University of Pennsylvania AcademyHealth Student Chapter

TEACHING EXPERIENCE

2010-2014: Teaching assistant
Health Services Delivery: A Managerial Economic Approach
 Wharton MBA, Taught by Guy David

2010-2014: Teaching assistant
The Economics and Financing of Health Care Delivery
 Wharton Undergraduate, Taught by Guy David

2013: Lecturer (Full course design and teaching)
Concepts in Health Economics
 UPenn Nursing School Masters in Health Administration

2014: Guest lecturer on Medicare
Health Care Systems 101
 Wharton Undergraduate

OTHER EXPERIENCE

2012 – 2014 Independent consultant, CTI Clinical Trial and Consulting

2009 – 2010: Analyst in equity research, Barclays Capital

2008: Equity research analyst in health policy and hospital sector, Lehman Brothers (internship)

2007: Research assistant to Kevin Volpp, University of Pennsylvania
 Topic: Effectiveness of financial incentives for weight loss

2006 - 2009: Research assistant to Jalpa Doshi, University of Pennsylvania
 Topic: Prescription drug cost-sharing

2006: Research assistant, Multiple Sclerosis Association of America

PUBLICATIONS

Reply: Consequences of the 340B Drug Pricing Program

New England Journal of Medicine, May 2018

Desai S, McWilliams JM

Consequences of the 340B Drug Pricing Program

New England Journal of Medicine, January 2018

Desai S, McWilliams JM

Select media coverage: [STAT](#), [Vox](#)

Other citations: [House Energy & Commerce Committee Hearing: “Examining the Impact of Health Care Consolidation”](#)

Offering a price transparency tool did not reduce overall spending among California public employees and retirees

Health Affairs, August 2017

Desai S, Hatfield LA, Hicks AL, Sinaiko AD, Chernew ME, Cowling D, Gautam S, Wu S, Mehrotra A

Other citations: [House Energy & Commerce Committee Hearing: “Examining State Efforts to Improve Transparency in Health Care Costs for Consumers”](#)

Who uses a price transparency tool? Implications for increasing consumer engagement

Inquiry: A journal of medical care organization, provision & financing, January 2017

Gourevitch R, **Desai S, Hicks AL, Hatfield LA, Chernew ME, Mehrotra A**

Impact of Medicaid prescription copayments on use of antipsychotics and other medications in patients with schizophrenia

Journal of Medical Economics, December 2017

Doshi JA, Li P, **Desai S, Marcus SC**

Do Celebrity Endorsements Matter? An Observational Analysis of BRCA Gene Testing and Mastectomy Rates Following Angelina Jolie’s New York Times Editorial

British Medical Journal, December 2016

Desai S, Jena AB

Select media coverage: [Washington Post](#), [The Guardian](#), [Vox](#)

Association Between Availability of a Price Transparency Tool and Outpatient Spending

JAMA, May 2016

Desai S, Hatfield, LA, Hicks AL, Chernew, ME, Mehrotra A

Select media coverage: [New York Times](#), [Washington Post](#), [Boston Globe](#)

Recruitment for a Hospital-Based Pragmatic Clinical Trial Using Volunteer Nurses and Volunteers

Clinical Trials, April 2016

Blewer AL, Li J, Ikeda DJ, Leary M, Buckler DG, Riegel B, **Desai S, Groeneveld PW, Putt MW, Abella BS**

OTHER PUBLICATIONS

Authors’ Response to American Hospital Association’s Review of Desai and McWilliams, “Consequences of the 340B Drug Pricing Program” *New England Journal of Medicine*. 2018; 378:539-548. ([Link](#))

[“Point and counterpoint on the recent NEJM 340B study”](#), [TheIncidentalEconomist.com](#), February 15, 2018

Desai S, McWilliams JM

WORKING PAPERS

The Role of Interoperability in Hospital Digitization: Network Effects and Information Blocking

Desai S

(Link to paper: tinyurl.com/SDesaiInteroperability)

Steering patients to lower-priced providers: What are the potential savings? (revise and resubmit)

Desai S, Hatfield LA, Hicks AL, Chernew ME, Mehrotra A, Sinaiko AD

Referrals to skilled nursing facilities under the Hospital Readmission Reduction Program (under review)

Kim KL, Li L, Kuang M, Horwitz L **Desai S**