

SARAH FRIESE

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MANAGER, PRICE CONTROLS & VALUE STRATEGY

STRENGTHS & EXPERTISE

Leadership | 10+ of experience in strategic planning and facilitating collaboration with stakeholders.

Portfolio Management | 10+ years of portfolio and project management in highly matrixed organizations.

Process Improvement | Skilled leader of process improvement projects, in corporate and academic settings.

Communications | Excellent written and verbal skills; proven success in presenting to large, diverse audiences.

Research | 10+ years of experience in academic and policy research.

Analytics | Skilled in data visualization, qualitative and quantitative analysis, using Power BI, Tableau, and Excel.

PROFESSIONAL EXPERIENCE

Manager, Price Controls and Value Strategy, Medtronic, January 2022 to Present

- Develop strategies to respond to global price control risks, tailored to business and country, to reduce impact to revenue.
- Survey and visualize global price control threats and trends for executive leadership.
- Guide external advocacy groups in research methodologies to gather data on the impacts of price threats.
- Educate regions on the implementation of value-based procurement projects.
- Develop position papers to guide strategies to respond to price controls and inflation impacts.

Principal Clinical Program Analyst, Medtronic, January 2018 to January 2022

- Consult on the scope, budget, and timeline of a portfolio of 40 clinical research studies in the Cardiac Rhythm Management (CRM) business.
- Direct strategic and functional initiatives to provide strategic direction and improve the efficiency of study execution.
- Oversight of the annual operating plan process, including, strategic workforce planning, study budgeting/forecasting, and consultation with senior leadership about long-term resourcing.
- Consultation and coaching with study teams on project management best practices.
- Development of a suite of project management tools to support consistency across the portfolio.
- Leading process improvement projects focused on improved study execution and financial acumen.
- Promotion of initiatives to use data to support data-driven decision-making.
- Coaching clinical staff on the interpretation and use of data to inform decision-making.
- Completion of needs and gap assessments to inform strategic planning for the clinical portfolio.

Principal Policy Analyst, Child Trends, January 2016 through December 2017

Senior Research Analyst, Child Trends, May 2012 through December 2015

- Management of and consulting on federal research contracts to assist states in policy implementation.
- Development of project plans, timelines, and benchmarks; monitoring projects from the initial proposal phase through to completion; and, budget and contract management.
- Development of online tools to enhance the collection and display of research findings to reach a broader audience.

Research Project Manager, University of Minnesota, May 2005 to May 2012

- Management of NIH and NSF-funded research projects.

EDUCATION & PROFESSIONAL DEVELOPMENT

Project Management Professional (PMP), PMI

M.P.P. Public Policy

University of Minnesota-Twin Cities, Humphrey School of Public Affairs, Minneapolis, MN

B.S. Family Social Science

University of Minnesota-Twin Cities, College of Education and Human Development, Minneapolis, MN

BOARD MEMBERSHIP

Reach Out and Read Minnesota, Board of Directors, January 2015 to March 2018

SELECT PUBLICATIONS

Friese, S., Lin, V., Forry, N. & Tout, K. (2017). Defining and Measuring Access to High Quality Early Care and Education: A Guidebook for Policymakers and Researchers. OPRE Report #2017-08. Washington, DC: Office of Planning, Research and Evaluation, Administration for Children and Families, U.S. Department of Health and Human Services.

Friese, S., Maxwell, K., Epstein, D., & Abrams, J. (2016). A Planning Guide for Linking Data to Support Program Improvement in Early Care and Education. Washington, DC: Assistant Secretary of Planning and Evaluation, U.S. Department of Health and Human Services.

Friese, S., Epstein, D., & Maxwell, K. (2016). Linking Data to Understand Children's Academic Progress from Early Care and Education through Elementary School. Washington, DC: Assistant Secretary of Planning and Evaluation, U.S. Department of Health and Human Services.

Friese, S., Tout, K. & Kirby, G. (2014). Best Practices in Ensuring Data Quality in Quality Rating and Improvement Systems (QRIS). OPRE Research Brief #2014-47. Washington, DC: Office of Planning, Research and Evaluation, Administration for Children and Families, U.S. Department of Health and Human Services.

Friese, S., King, C., & Tout, K. (2013). INQUIRE Data Toolkit. OPRE Report # 2013-58. Washington, DC: Office of Planning, Research and Evaluation, Administration for Children and Families, U.S. Department of Health and Human Services.

Grotevant, H.D., Wrobel, G.M., Von Korff, L., Skinner, B., Friese, S.C., Newell, J., & McRoy, R.G. Many faces of openness in adoption: Perspectives of adopted adolescents and their parents. *Adoption Quarterly*, 10: 79-101.