

# D U A N E D . H E Y D T

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## OBJECTIVE

To provide products and services for the healthcare industry that allow me to use a hands-on approach to fully maximize my management, technical, analytical and leadership skills.

## EDUCATION

### **University of South Carolina**, Columbia, SC

Masters of Science in Public Health, 1995

Thesis: *Power and sample size estimation using a non-central chi-square distribution for a two-stage study with an external pilot*

Major: Biostatistics

Advisor: Dr. Martin C. Weinrich

### **University of South Carolina**, Columbia, SC

Bachelor of Science, 1993

Major: Statistics

Minor: Mathematics

## POSITIONS HELD — SUMMARY

### **Tegra Analytics, LLC**, Columbia, SC

Partner, 2002–present

### **Tegra Estates, LLC**, Columbia, SC

Partner, 2004–present

### **ProMetrics Consulting, Inc.**, Columbia, SC

Director, 1999–2002

Senior Statistical Analyst, 1997–1998

### **Norstan Consulting**, Columbia, SC

Consultant, 1998–1999

### **Geisinger Medical Center**, Danville, PA

Biostatistician, 1995–1997

## POSITIONS HELD — DETAILS

### **Tegra Analytics, LLC**, Columbia, SC

Partner, 2002–present

- Work with several biopharmaceutical and healthcare organizations.
- Develop compensation program, web site, database, reports and payout calculators for biopharmaceutical and dental organizations.
- Lead statistical group for four clinical trials.
- Exploratory data analysis on sales and marketing program effectiveness.
- Design and create executive management reports and dashboards.
- Develop data verification applications that apply statistical methodology to detect outliers, trends breaks and other data anomalies.
- Create statistical trainings for biopharmaceutical sales analytics departments.
- Create data presentations and trainings for over 750 sales representatives.

### **ProMetrics Consulting, Inc.**, Columbia, SC

Director, 1999–2002

- Independently opened company's first satellite office in September 1999.
- Hired and managed seven employees and interns.
- Office became profitable during the second month of operation.
- Personal goal is to optimize efficiency of entire office without compromising accuracy and integrity while containing expenses.
- President referred to efforts as "*a microcosm of how to run an office.*"

*Responsibilities include collaborating with:*

- Senior-level management of sales and marketing departments within pharmaceutical/biotech industries.
- Executives of dot-com healthcare organizations.
- Lead physicians at a major academic medical institution
- President and Vice President of company.
- Programmers, statisticians, analysts, project managers, web developers, database architects and network administrators.

*Daily operational tasks include:*

- Sustaining client relationships.
- Coordination and implementation of analytical and technical tasks.
- Management of programmers, statisticians, analysts, web developers and database architects.
- Project management.
- Ensure accuracy and timeliness of client deliverables.

*Daily hands-on tasks include:*

- Data analysis, statistical analysis, web-based application development, programming and database architecture/administration.

Senior Statistical Analyst, 1997–1998

- Responsible for meeting with upper management of pharmaceutical clients.
- Implemented and oversaw projects involving analysis of product sales, analysis of physician data, forecasting, compensation calculations, exploratory analysis, data transformation, and multivariate statistical analyses utilizing a number of database, spreadsheet and statistical software packages.
- Designed, oversaw and participated in projects regarding application development and web-enabled applications.

**Norstan Consulting (formerly PRIMA Consulting)**, Columbia, SC

Consultant, 1998–1999

- Provided business solutions to companies requiring application development and project management. Worked directly with client regarding the design, development and implementation of the following projects:
- ASP and IIS implementation for a component of a utility company's Intranet.
- Visual Basic program for transmission of sales transactions for large utility company.
- Microsoft Access application as a template for incorporating IIS and ASP technologies for a security company.
- Visual FoxPro application to integrate and report scanned surveys for a large credit card company.

**Geisinger Medical Center, Weis Center for Research**, Danville, PA

Biostatistician, 1995–1997

- Consulted with physicians doing medical research.
- Activities included preparing protocols to be submitted for funding, setting up the design of clinical trials and medical studies, designing and enforcing randomization and analysis guidelines, determining power and sample size calculations, performing statistical analysis, writing up results in publishable form, and creating tables and graphics of publication quality.
- Performed a variety of data analysis methods, such as randomized controlled trials, repeated measurements over time, analysis with multiple endpoints, and outcomes analysis.

## PUBLISHED WORKS

- M. Tingen, S. Weinrich, **D. Heydt**, M. Boyd, M. Weinrich: Perceived benefits: A predictor of participation in prostate cancer screening. *Cancer Nursing*. (1998); 21(5): 349-357.
- J. Blankenship, **D. Heydt**, F. Menapace: Feasibility of telephone reporting of cardiac catheterization, intervention results to primary care physicians. The Society of Cardiac Angiography and interventions. (1997).
- R. Dorion, H. Hamati, B. Landis, C. Frey, **D. Heydt**, D. Carey: Risk And Clinical Significance Of Developing Antibodies Induced By Topical Thrombin Preparations. (1996).
- G. Jensen, K. Kita, J. Fish, **D. Heydt**, C. Frey: Nutrition risk screening characteristics of rural older persons: Relation to functional limitation and health care charges 1-4. *Am J Clin Nutr*. (1996).
- D. Heydt**, C. Frey: Evaluation of the ability of the SF-36 to predict health care utilization among members of a managed care health plan. Abstract Submission. Agency For Health Care Policy Research. (1996).
- C. Apovian, C. Frey, **D. Heydt**, G. Jensen: Body mass index and physical functions in older women. (1996).
- T. Wilson, H. Chan, G. Moselhy, **D. Heydt**, C. Frey, B. Gallie: Penetration of chemotherapy into vitreous is increased by cryotherapy and cyclosporin in rabbits. *Archives of Ophthalmology*. (1996).
- G. Jensen, K. Kita, J. Fish, **D. Heydt**, C. Frey: Change in body weight: Relationships with functional limitation and health care charges among older persons. (1996).
- G. Jensen, K. Kita, J. Fish, **D. Heydt**, C. Frey: Change in body weight and functional limitation among rural older persons. World Congress of Gerontology. (1996).
- S. Marinkovic, **D. Heydt**, C. Frey, J. Danella: Prostate specific antigen density measurement predicts prostate cancer in patients with negative initial prostate biopsies. (1996).
- J. Fish, G. Sporay, K. Beyer, J. Jones, T. Kihara, A. Kennedy, C. Apovian, G. Jensen, **D. Heydt**: A prospective randomized study of glutamine-enriched parenteral versus enteral feeding in postoperative patients. *Am J Clin Nutr*. (1996).
- D. Heydt**: Power and sample size estimation using a non-central chi-square distribution for a two-stage study with an external pilot. Master's Thesis. (1995).

TECHNICAL

**Internet Applications** HTML, Active Server Pages, VBScript, JavaScript, IIS, FTP, Email Visual Basic, Visual FoxPro, Microsoft Access, SQL Server, DataDesk, JMP, SAS, Systat, SPSS, Excel, Word, Crystal Reports, CART, Alpha V, FOCUS 6.5, RECALL, JCL

**Graphics** Adobe PhotoShop, Microsoft PowerPoint, SAS/GRAPH, Freelance Graphics

**Platforms** Windows and Mainframe

**Data** IMS DDD, IMS Xponent, IMS National Prescription Audit, Wolters Kluwer (NDC), Wholesaler, Factory direct, AMA physician, MEDPAR, Medical claims, Client direct expense, Patient survey, Census, Clinical trial

PERSONAL

Married, three children  
College Division II and High School football official  
Softball  
Golf