

## Peter Fritz

Associate

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Pete has more than seven years of strategy consulting experience in a variety of sectors including higher education, K-12 education, and healthcare. He assists institutions with strategic planning, process re-design, and policy/regulatory compliance.

### Professional experience

Representative examples of Pete's engagement experience include:

- Conducted a resource optimization review for a large research university which included interviews of more than 80 key stakeholders as well as peer benchmarking; analysis led to more than 90 recommendations for revenue enhancement, cost efficiencies, and service improvements.
- Designed the funding allocation model for a newly-created central library organization of a renowned research university, including flexible financial modeling and the assessment of data availability and reliability.
- Assessed the purchasing, accounts payable, and loans and receivables functions for an Ivy League university, including process mapping, financial/operational/ regulatory risk assessment, and transactional data analysis.
- Developed a profile for a new university on behalf of a ministry of education in the Middle East. The design included student population targets, required faculty expertise, curriculum overview, and a high-level implementation plan.
- Created business plans for a university's consulting services and technology park including market size, free cash flow valuation, and staffing requirements.

Prior to joining Huron, Pete spent several years as a strategy consultant working with clients in the K-12, higher education, aerospace, retail, medical device, and pharmaceutical /biotechnology sectors. Pete's experience includes:

- Re-organized the alumni relations office at a top ten college to streamline the leadership structure, introduce new technologies, and improve communications with graduates.
- Built financial/staffing models and real-time student performance dashboards for a charter school management organization seeking to create a national network of academies.

- Re-designed the fundraising strategy and program offerings of a non-profit organization focused on at-risk high school students to maximize funding and social impact.
- Crafted the philanthropic strategy for a top five pharmaceutical firm via research on best-in-class organizations, internal/ external stakeholder interviews, and effort-to-impact analysis.
- Managed projects related to standard operating procedure design, contract profitability/ regulatory assessment, and operational risk mitigation for several pharmaceutical and biotechnology firms.
- Led a Sarbanes-Oxley Section 404 control framework implementation for a government contracting business of a top five pharmaceutical manufacturer.
- Analyzed the viability of a healthcare infrastructure venture fund focused on rural India through disease prevalence/outcomes research, site visits, interviews with patients and experts, and financial/social impact modeling.
- Created detailed five year market projections for a geospatial imaging satellite operator by reconciling secondary research, interviewing dozens of global experts, and building a model based on analogous metrics.

### Education

- Master of Business Administration, Stephen M. Ross School of Business, University of Michigan, Ann Arbor, Michigan
- Master of Public Policy, Gerald R. Ford School of Public Policy, University of Michigan, Ann Arbor, Michigan
- Bachelor of Arts, Government and Education, Dartmouth College, Hanover, New Hampshire

### Civic involvement

- Vice-Chair, Alumni Advisory Board, Gerald R. Ford School of Public Policy, University of Michigan
- Advisor, Education Sector Investment, University of Michigan Social Venture Fund

### Speaking engagements

- Medicaid Drug Rebate Program Conference, "Simplifying Sarbanes-Oxley Compliance in Government Pricing", (2006)