



quantitative economic solutions, LLC  
Microeconomic Consultants

50 Church Street  
3<sup>rd</sup> Floor South  
Cambridge, MA 02138  
main dial 617.995.7676  
facsimile 617.995.7677

**LAURA PHILLIPS PERKINS**  
**Principal**

Ms. Perkins specializes in industrial organization and the economics of antitrust. During her seventeen years of consulting experience, she has provided qualitative and empirical economic analyses for consulting engagements in an array of healthcare industries, including health insurance, hospitals, disability insurance, pharmaceuticals, clinical laboratories, pharmacy retailers and medical equipment, as well as a broad array of other industries, including professional sports, technology, and consumer products. Ms. Perkins has extensive experience in empirical analyses involving large, complex data and has performed econometric analyses in a number of antitrust liability and damages matters. She has conducted economic analyses and managed expert testimony for numerous mergers and acquisitions and a variety of cases concerning allegations of attempted monopolization, price fixing, bundling, exclusionary conduct, fraud and patent infringement. Prior to joining QES, Ms. Perkins was a Principal in the Antitrust and Competition practice at Charles River Associates.

Ms. Perkins holds a B.A. in Economics and French, *summa cum laude*, from Wheaton College and a M.A. in Economics, with specialties in Industrial Organization and Comparative Economic Systems, from the University of Michigan.

## **PROFESSIONAL EXPERIENCE**

### **QUANTITATIVE ECONOMIC SOLUTIONS, LLC, CAMBRIDGE, MA**

#### **Principal, 2011–present**

- Perform and supervise economic research and analysis in antitrust, intellectual property, and other complex commercial litigation matters.

### **CHARLES RIVER ASSOCIATES INC., BOSTON, MA**

#### **Principal, 2008-2011**

- Managed consulting engagements in healthcare, insurance, pharmaceutical and other industries.
- Developed analytical frameworks and performed and directed economic analyses concerning allegations of attempted monopolization, bundling, and fraud.

#### **Associate Principal, 2006-2008**

- Managed consulting engagements in a variety of antitrust litigation matters and mergers in healthcare and other industries.
- Performed and directed qualitative and empirical analyses concerning allegations of collusion, attempted monopolization and tying.

#### **Senior Associate, 1998-2006**

- Managed a variety of smaller and portions of larger consulting engagements in a number of healthcare matters on behalf of providers, payors and pharmacy retailers.
- Performed and directed class certification, liability and damages analyses for antitrust and intellectual property matters.

#### **Associate, 1994-1997**

- Performed economic analyses for antitrust litigation matters and proposed mergers and acquisitions in health care, technology, consumer products and other industries.

### **UNIVERSITY OF MICHIGAN, ANN ARBOR, MI**

**Teaching Assistant**, Economics Department, 1993–1994

**Research Assistant**, Business Economics Department, 1993-1994

**Research Assistant**, Population Studies Center, 1993

**Research Assistant**, Institute for Social Research, 1992

## **SELECTED CONSULTING ENGAGEMENTS**

### ***Healthcare***

- Assessed the likely competitive effects of and worked before the US Department of Justice and state Departments of Insurance on a number of health plan consolidations, including Humana's merger with CHA and UnitedHealth Group's acquisitions of PacifiCare Health Systems, John Deere Health, and Health Net's northeast business. Assessed the competitive effects of the proposed Highmark-Independence Blue Cross merger on behalf of Capital BlueCross. Issues addressed in these analyses have included definition of the appropriate product and geographic markets for antitrust analysis, assessment of the likelihood and sufficiency of entry or expansion by competitors, and the potential for the exercise of

monopsony power over providers. Developed extensive experience using relevant databases for these analyses.

- Provided economic consulting services, including assessment of liability and damages issues, to a major pharmaceutical manufacturer in a suit involving allegations of fraudulent marketing of a pharmaceutical.
- Developed economic arguments and managed expert testimony on behalf of Heartland Surgical Specialty Hospital involving antitrust allegations that a group of acute care hospitals and health plans in the Kansas City region colluded to prevent the specialty hospital's successful entry.
- Managed expert testimony and conducted econometric analyses to estimate damages on behalf of Ortho Biotech Products, LP concerning allegations that Amgen Inc. engaged in anticompetitive tying conduct and attempted to monopolize a market for certain pharmaceutical drugs.
- Performed data-intensive economic analyses on behalf of Evanston Northwestern Healthcare to address liability issues in the Federal Trade Commission's challenge of the consummated merger between Evanston Northwestern Healthcare and Highland Park Hospital.
- Analyzed the potential anticompetitive effects of the use of most favored nations clauses in health plan contracts with providers on behalf of a major health plan.
- Provided economic analysis, including antitrust risk assessment and analysis of potential unilateral and coordinated effects, for several proposed mergers of clinical testing laboratories.
- Analyzed the likely competitive effects in the market for disability insurance of the proposed acquisition of Paul Revere by Provident and the proposed combination of UNUM and Provident, including market definition and entry issues.
- Performed economic analysis of attempted monopolization claims on behalf of a medical device manufacturer concerning a competitor's anticompetitive tying conduct in the market for certain plastic surgery products.
- Performed industry analysis for potential merger scenarios on behalf of a major pharmacy retailer, identifying regions of potential antitrust concern and best prospects for divestiture.
- Analyzed the competitive implications of Yakima Valley Memorial Hospital's Certificate of Need application to offer elective percutaneous coronary intervention.
- Performed class certification and liability analyses on behalf of Tenet Healthcare Corp. in a proposed class action matter involving Medicare payments alleging RICO, fraud, and unfair competition.

***Other industries***

- Performed economic analysis and managed expert testimony in a matter concerning attempted monopolization in mainframe software.
- Employed extensive data analysis to evaluate allegations of price fixing in the flat glass industry.

- Performed econometric analyses using grocery store price scanner data to assess potential pricing concerns in a proposed merger of major grocery store chains.
- Analyzed the competitive effects of league policies in several antitrust lawsuits on behalf of the National Football League.
- Assisted a team of the National Football League in a dispute with a cable operator alleging vertical foreclosure.
- Utilized a multi-stage budgeting model as part of an empirical analysis to analyze the potential competitive effects of a merger in the consumer products industry.
- Evaluated the potential competitive effects of a resale price maintenance policy by a major footwear manufacturer.
- Performed econometric analysis to evaluate prices for different grades of gasoline in a suit involving allegations of patent infringement in the gasoline industry.
- Evaluated and quantified synergies from a merger in the chemicals industry.
- Performed assessment of reasonable fees for music performance rights on behalf of HBO in their negotiation with BMI.

## **PUBLICATIONS**

“Economic Analysis of Monopsony Concerns in Health Plan Mergers.” With Monica Noether and Sean May. Prepared for American Bar Association Health Law Section, ABA Section of Antitrust Law, American Health Lawyers Association, 2010 Antitrust in Healthcare Conference.

## **EDUCATION**

### **UNIVERSITY OF MICHIGAN, ANN ARBOR, MI**

M.A. Economics, 1994

### **WHEATON COLLEGE, NORTON, MA**

B.A. Economics and French, *summa cum laude*, 1991

## **FELLOWSHIPS, AWARDS, AND HONORS**

Phi Beta Kappa Honor Society

Omicron Delta Epsilon (Economics) Honor Society

Catherine Filene Prize in Economics, awarded to the top graduating student in economics (1991)

Littlefield Mandell Prize in French, awarded to the top graduating student in French (1991)

Phi Beta Kappa Scholarship (1991)

Jane E. Ruby Graduate Fellowship (1991)

Dana Scholar (1988–1990)

Balfour Scholar (1987–1991)