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LAURA PHILLIPS PERKINS
Principal

Ms. Perkins specializes in the economic field of industrial organization, and her consulting practice focuses on antitrust and intellectual property matters. During her more than twenty years of economic consulting experience, she has provided qualitative and empirical economic analyses for consulting engagements in an array of antitrust, intellectual property and other complex commercial litigation matters, including fraud and breach of contract. Ms. Perkins has significant project experience in a number 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 technology, consumer products and professional sports. Ms. Perkins has conducted economic analyses and managed expert testimony for a variety of cases concerning allegations of attempted monopolization, price fixing, bundling, exclusionary conduct, fraud, and patent infringement and has also analyzed competitive effects in a number of mergers and acquisitions. 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. Prior to joining QES, Ms. Perkins was a Principal in the Antitrust and Competition practice at Charles River Associates in Boston, MA.

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, September 2011 – September 2012, September 2014 – present

Principal Consultant, March 2013 – August 2014

- Develop analytical frameworks, supervise economic research and analyses, and manage expert testimony in antitrust, intellectual property, and other complex commercial litigation matters.

Managing Director of Operations, September 2014 – February 2016

- Responsible for directing firm operations, including staffing, finance, technology and administrative functions. Improve firm operations and collaborative team performance through the development and deployment of consulting best practice standards, improved training modules, and enhanced operational procedures.

COMPETITION DYNAMICS, SALEM, MA

Managing Principal, October 2012–March 2013

- Developed and supervised economic research and analyses and managed expert testimony in intellectual property litigation matters.
- Managed launch of startup economic litigation consulting firm specializing in IP and antitrust.

CHARLES RIVER ASSOCIATES INC., BOSTON, MA

Principal, 2008 – September 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

Intellectual Property

- Developed economic framework to assess damages related to patent infringement in the molecular diagnostics industry.
- Managed expert testimony and developed economic analysis of irreparable harm on behalf of Apple in its pursuit of a preliminary injunction against a certain Samsung smartphone.
- Performed damages analysis in a patent infringement suit in the industrial printing industry.
- Developed economic analysis and expert testimony in a patent infringement matter related to sun protection products.
- Evaluated economic harm associated with alleged infringement of patents relating to cardiac medical devices.
- Assessed the commercial success of a branded hospital-administered drug for a major pharmaceutical manufacturer as part of its patent infringement litigation against a generic entrant.
- Conducted analysis of irreparable harm to a branded hospital-administered drug in response to the potential at-risk launch of an AP-rated generic drug.
- Evaluated the potential irreparable harm to a branded pharmaceutical associated with the at-risk launch of an AB-rated generic drug.
- Managed expert testimony and performed damages analysis in a patent infringement suit on behalf of a major technology company.
- Performed econometric analysis to evaluate prices for different grades of gasoline in a suit involving allegations of patent infringement in the gasoline industry.
- Performed assessment of reasonable fees for music performance rights on behalf of HBO in its negotiation with BMI.

Antitrust

- 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.
- 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.
- Analyzed the potential anticompetitive effects of the use of MFN clauses in health plan contracts with providers on behalf of a major health plan.
- 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 economic analysis of collusive conduct by a group of manufacturers in a consumer product industry, managed expert testimony and conducted damages assessment on behalf of a group of direct purchasers.
- Evaluated the economic harm to a major automobile manufacturer resulting from collusive conduct by auto parts suppliers.
- Conducted 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.
- 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.
- Evaluated the potential competitive effects of a resale price maintenance policy by a major footwear manufacturer.

Mergers & Acquisitions

- Assessed the likely competitive effects of and worked before the US Department of Justice and several state Departments of Insurance on a number of health plan consolidations, including Humana's merger with CHA and UnitedHealth Group's acquisitions of PacificCare 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, evaluation of cognizable efficiencies, and the potential for the exercise of monopsony power over providers. Developed extensive experience using relevant databases for these analyses.
- 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.
- 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 industry analysis for potential merger scenarios on behalf of a major pharmacy retailer, identifying regions of potential antitrust concern and best prospects for divestiture.
- Performed econometric analyses using grocery store price scanner data to assess potential pricing concerns in a proposed merger of major grocery store chains.
- Constructed econometric model as part of an empirical analysis to analyze the potential competitive effects of a merger in the consumer products industry.

- Evaluated and quantified synergies from a merger in the chemicals industry.

Other

- 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.
- 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 class action matter involving Medicare payments, alleging RICO, fraud, and unfair competition.

EDUCATION

UNIVERSITY OF MICHIGAN, ANN ARBOR, MI

M.A. Economics, 1994

WHEATON COLLEGE, NORTON, MA

B.A. Economics and French double major, Management minor, *summa cum laude*, 1991

HAMILTON COLLEGE JUNIOR YEAR ABROAD, PARIS, FRANCE

Courses in the European Economy, French Literature, and Medieval Art & Architecture, 1989-1990

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)

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.