

**Internship at
Deloitte US India Pvt. Ltd**

By

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MBA Hospital and Health Management

Academic year, 2015-2017



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Objectives

- To learn the workflow of Deloitte USI.
- To develop a basic understanding of the Life Sciences and Health Care Industry.
- To utilize the subject matter expertise available in the organization for the completion of my dissertation project.

Organizational Profile

Deloitte provides industry-leading audit, consulting, tax, and advisory services to many of the world's most admired brands, including 70% of the Fortune 500. Deloitte functions across more than 20 industry sectors with one purpose: to deliver measurable, lasting results. Deloitte helps reinforce public trust in our capital markets, inspire clients to make their most challenging business decisions with confidence, and help lead the way toward a stronger economy and a healthy society. Deloitte has more than 210,000 professionals at member firms delivering services in more than 150 countries and territories. Revenues for the fiscal year 2014 were US\$34.2 billion.

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Their long existence in the Indian professional arena supplements the technical proficiency of the client service teams to create a powerful business solution tailored to the client's need.

Deloitte focuses on clients, take pride in the ability to provide quality services - whether they are an owner-managed business or a large multinational corporation. Deloitte is a multi-skilled, multi-disciplined firm, offering clients a wide range of industry-focused business solutions.

Deloitte recruits the brightest and the best - whatever their specialization. As a firm, it combines the dynamism and fluid-thinking of the young graduate, with the business knowledge and insight

of the seasoned executive. Investing in the people means Deloitte clients get world-class expertise to solve their complex business problems.

Industry – Life Sciences and Healthcare

Deloitte Application Management Services (AMS) services go beyond the traditional AMS model by focusing on business optimization and innovation, not just point in time metrics, support, and Service Level Agreements (SLAs). We offer full lifecycle technology services from strategy through build, operate, and innovate with deep industry specific capabilities in managing, maintaining, and continuously innovating our clients' application platforms to achieve business results.

The Life Sciences and Health Care (LSHC) industry group strives to support clients in addressing the challenges that impact today's industry. Deloitte member firms' global network engages with clients to develop innovative solutions to help them achieve their business missions.

Deloitte Analytics has the experience and capabilities to help your organization navigate multiple, complicated regulatory and financial ecosystems, and to optimize marketing and distribution channels. The Life Science and HealthCare group have the knowledge and experience to quickly respond to your unique challenges with integrated, comprehensive solutions that transform opportunity into advantage.

Strategy & Operations services provided under the Life Sciences & Healthcare vertical:

- Strategy – Market entry, growth and diversification, sales and marketing, and distribution strategy
- Business plan and assessments – Long-term business models and implementation roadmaps, market assessment, market sizing, competition benchmarking, financial analysis, location assessment and site selection
- Performance improvement – Cost reduction and revenue enhancement measures, re-alignment of organizational structure, optimization of supply chain and improvement in service quality
- Commercial Due Diligence – Market, technical and financial due diligence services to aid acquisition or investment in companies
- Project management/ implementation support - On-going project management support for effective and timely execution of strategic recommendations

- Public health policy and planning - Assistance in policy research and analysis, policy development and support for strategy planning and roll out
- Institutional strengthening - Review of Government institutions, organization development and restructuring
- Public health structures and systems strengthening - Institutional strategies to strengthen public health structures (human resources, governance, capacity building).