Internship at
IMS Health Information and Consulting Services India, Pvt. Ltd. New Delhi

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INTERNSHIP REPORT: Quintiles IMS Health

Introduction:

Quintiles IMS Health is a company built from foundation of deep experience and capabilities. Quintiles IMS Health has been designing its approaches to help its clients to move healthcare forward. Quintiles IMS Health has come with new ways to improve clinical trials and also more robust evidences to support treatments. The organization brings forwards a clearer picture of the patient journey. It brings insights that actually lead to better commercial performance.

Around the world healthcare stakeholders are working to improve real-world patient outcomes through treatment innovations, care provision and access to healthcare. For the information, technology and service solutions they need to drive new insights and approaches, they count on Quintiles IMS. With a global team of 50,000, IMS harness insights, commercial and scientific depth, and executional expertise to empower clients to achieve some of their most important goals: Improving clinical, scientific and commercial results. Realizing the full potential of innovations. And, ultimately, driving healthcare forward.

Organisational profile:

Vision (why we exist as a company):

We bring people and knowledge together for a healthier world.

Our Mission (what we do):

We earn our customers' trust by delivering on our promises with high quality health care services that help improve outcomes. We help our biopharmaceutical customers, as well as customers in the larger healthcare industry, navigate the increasingly complex healthcare environment with extensive therapeutic, scientific and analytics expertise and the breadth and depth of our service offerings and global footprint. We use our capabilities to help our customers make better decisions about drug development, commercialization and drug therapy choices in a manner designed to save them time and money and to deliver better healthcare outcomes for patients.

Our Values (the guiding principles and behaviours that we exhibit in the way we work):

We have an unwavering commitment to the highest ethical standards placing the safety and care of patients at the center of our core values and everything we do.

Teamwork:

The more minds that contribute, the better the results. We work together across the hall and across the globe, collaborating actively to solve tough challenges and advance our collective goals Leadership: Leadership is a state of action, empowering decision-makers at every level. Moving forward with purpose, to create value today and build a legacy for tomorrow.

Customer Focus:

We build lasting, collaborative relationships with our customers. It starts with a deep understanding of the challenges they face. Working as their thought partner, we help them turn their vision into reality

Integrity:

At the heart of our work is doing what's right – for patients, customers and employees. We act with an unwavering commitment to ethics, honesty and accountability.

Quality:

We’re passionate about what we do and we want our name to stand for excellence. We are determined to be the example that the industry aspires to follow.

Quintiles IMS Joint History

- **October 3, 2016**
  Quintiles IMS starts a new chapter as a publicly traded company (NYSE:Q). The company’s 50,000 professionals serve clients in 100+ markets—working to advance healthcare by seamlessly connecting clinical and commercial execution to real-world outcomes.

- **May 3, 2016**
  IMS and Quintiles announce intention to merge to create a global leader in healthcare intelligence.

- **2015**
  IMS acquires Cegedim’s CRM business and strategic data assets—affirming its position as the first global enterprise focused on connecting solutions across information, technology and services to drive healthcare performance.

- **2014**
  IMS goes public again following four years as a private company.

- **2013**
  IMS completes a series of strategic acquisitions to strengthen technology services and solutions—including social media listening, multichannel marketing and performance management, as well as technology-enabled Real-World Insights solutions.

- **2011**
  Quintiles acquires Outcome Sciences, positioning Quintiles as the industry powerhouse in late-phase and real-world research.

- **2011**
  IMS expands specialty and anonymized patient-level data assets in the U.S. with the acquisition

- **2010**
  IMS is taken private by TPG Capital, CPP Investment Board and Leonard Green & Partners. Valued at close to $6 billion, the deal is the largest leveraged buyout transaction closed in the prior three years.

- **2003**
  Quintiles becomes a private company led by founder and Chairman Dennis Gillings, CBE, PhD.

- **2002**
  IMS extends consulting and advisory services by acquiring U.K.-based Cambridge Pharma Consultancy.

- **1998**
  IMS becomes an independent, NYSE-listed public company.

- **1996**

  Quintiles combines with Innovex Ltd., a UK-based contract pharmaceutical company specializing in sales and marketing services for pharmaceutical clients, creating the world's largest full-service biopharmaceutical services company.

- **1996**
  Quintiles establishes its Consulting practice with the acquisition of a globally recognized healthcare policy research and management consulting company.

- **1994**
  Quintiles goes public, completing an initial public offering of Quintiles stock.

- **1992**
  Quintiles Laboratories Ltd. opens in Atlanta, expanding from one small room offering safety testing to a global network with a full-service offering, before becoming Q^2LabSolutions in a transaction with Quest Diagnostics.

- **1988**
  D&B acquires IMS for nearly $1.7 billion to leverage the complementary strengths of IMS and sister division A.C. Nielsen.

- **1982**
  Dennis Gillings and Gary Koch, professors at the University of North Carolina, co-found Quintiles with a team of part-time staff working in a trailer on the UNC campus where they provide statistical and data management consulting for pharmaceutical clients.

- **1979**
  IMS launches MIDAS, which gives clients access to IMS databases from terminals in their offices.

- **1973**
  IMS acquires Cambridge Computer, the creator of Drug Distribution Data (DDD), which becomes one of IMS's most significant product lines.

- **1957**
  IMS publishes its first European syndicated research study: an audit of pharma sales in West Germany. Acquisitions in South Africa, Australia and New Zealand follow.

- **1954**
  Bill Frohlich, an ad executive, and David Dubow, a visionary, form IMS as the first independent, objective source of information about the pharmaceutical industry.

Services provided by organisation

- ### Solutions

The ability to leverage the broader operational capabilities across the global Quintiles organization, allows us to also bring perspectives and solutions developed through real-world experience across the value chain.

- ### Integrated Asset Development Planning

Deliver key asset planning components required for successful asset development and commercialization including the target product profile, clinical development plan, market access plan, launch plan and commercialization.

- ### Market Intelligence & Market Planning

Utilize advanced primary research methodologies and decision modelling to generate unique market insights and build plans for clinical and commercial development throughout the product life cycle.

- ### Clinical Development Transformation

Leverage novel approaches for clinical trial design and execution that improve the probability of commercial success and maximize return on investment for products in development.

- ### Regulatory & Safety Optimization

Facilitate the assessment and optimization of the value, approach and key activities required to manage their regulatory, safety and benefit risk management (BRM) capabilities, including virtualization.

- ### Enterprise Quality Management & Compliance

Empower clients in all aspects of proactive and reactive global quality and regulatory compliance, including, developing regulatory strategies, conducting compliance audits & gap analyses, vendor audits and preparing responses to FDA 483 citations and warning

- ### Innovative Launch Strategy

Provide asset and market-tailored launch strategy and support which take into account local market variability, evidence expectations, higher standards for market access, new channels and stakeholders.

- ### Mature Product Management

Aid pharmaceutical companies when considering alternatives for creating value from their mature products, including sales and marketing promotion and divestment. Quintiles also offers outsourcing capabilities to develop and implement programs aimed at capturing incremental value.

Other focus areas

- Biosimilars
- Personalized Medicine and Diagnostics
- Orphan Drugs
- Predictive Analytics

- ### Any projects undertaken other than dissertation
    - Gavi funded, a WHO initiative study about ASHA incentives
    - World Bank study: Process Documentation of ISSNIP-ICDS