

INTERNSHIP REPORT

Submitted to: Dr. JP Singh

Submitted by: Dr. Archita Srivastava

Introduction

This report provides a comprehensive overview of my internship experience at Healthark Insights, a boutique consulting firm specializing in healthcare and life sciences. I had joined Healthark as a strategy consultant. My internship period spanned from March 18, 2024, to June 18, 2024. Throughout these three months, I was involved in various projects and activities that allowed me to gain valuable insights and practical experience in the consulting industry.

Objectives of Internship

The primary objectives of my internship at Healthark Insights were as follows:

1. To gain practical experience in the consulting industry, particularly in health and life sciences.
2. To develop a deep understanding of the healthcare and life sciences markets through rigorous secondary research and analysis.
3. To enhance my skills in strategy planning and data analytics.
4. To contribute to real-world projects and initiatives, thereby applying theoretical knowledge to practical scenarios.
5. To improve my professional communication and presentation skills by preparing and delivering detailed reports and presentations.
6. To understand the implementation of AI, business intelligence, and reporting in the healthcare sector.
7. To build a professional network within the consulting industry and gain insights from experienced consultants.

Organization Profile

Healthark Insights is a boutique consulting firm that creates value for healthcare and life sciences clients by enabling them to make informed business decisions through in-depth research and data-based insights. Established in 2016 by a team of seasoned consultants from top-tier strategy firms, Healthark Insights boasts a cumulative experience of over 100 years. The firm has assembled a diverse team of experts from fields such as consulting, pharmaceuticals, medicine, medical devices, digital health, public health, and management.

The core mission of Healthark Insights is to cater to the healthcare and life sciences industry with a relentless focus on delivering executable solutions. By combining deep domain knowledge, rigorous research and analysis, an understanding of markets and technology, and extensive experience, Healthark Insights not only provides valuable insights but also works closely with clients to implement the strategies they develop.

Services Provided by Healthark Insights

Healthark Insights offers a wide range of services to its clients, including:

1. *Strategy and Research*: Providing strategic advice and conducting in-depth research to support business decisions.
2. *Digital Health*: Implementing digital health solutions to improve patient care and operational efficiency.
3. *Modelling and Forecasting*: Developing predictive models and forecasts to aid in decision-making.
4. *Real World Evidence and Medical Writing*: Generating real-world evidence and providing professional medical writing services.
5. *AI and Business Intelligence*: Leveraging artificial intelligence and business intelligence tools to gain insights from data.
6. *Reporting and Claims Analytics*: Analyzing claims data to identify trends and opportunities for improvement.

Key Activities/Projects Undertaken

During my internship at Healthark Insights, I was involved in several key activities and projects that provided me with hands-on experience in consulting:

- *TEPA Agreement Analysis*

I conducted a deep dive into the TEPA agreement between India and EFTA countries. This involved extensive secondary research to understand the nuances of the agreement and its implications on the pharmaceutical trade between India and EFTA countries.

The findings were compiled into a detailed report as well as a PowerPoint deck, which provided comprehensive insights and analysis of the TEPA agreement.

- *WEF C4IR Telangana*

WEF C4IR Telangana is the WEF's 19th and India's first thematic center on life sciences. The center is focusing on developing the life science sector further in Telangana as well as in India. With 4 initiatives under its belt, namely developing Clinical innovation sandbox, Establishing Clinical registry, Promoting Skilling and establishing health analytics& data lab.

I was actively involved with the clinical innovation sandbox initiative which aim to serve as a single window for innovators to expedite the process of testing and validation. This required a thorough understanding of the project objectives. I had prepared a detailed presentation on the initiative that was presented at the GTR conference in San Francisco attended by prominent companies in life sciences and healthcare. Had written two articles on the initiatives of WEF C4IR Telangana. Additionally, currently I am involved in the ongoing process of writing a white paper on the project.

Collaborating with the team from WEF and Govt of Telangana was the part of day-to-day activities.

Key Learnings from Internship

My internship at Healthark Insights was a rich learning experience that provided me with several key insights and skills:

1. **Research and Analytical Skills:** I enhanced my ability to conduct thorough research and analyze complex information. The TEPA Agreement analysis project, in particular, honed my skills in gathering, synthesizing, and presenting data effectively.
2. **Strategic Thinking:** Working on the WEF C4IR Telangana project allowed me to develop strategic thinking skills. I learned how to create actionable plans and align them with broader organizational goals.
3. **Industry Knowledge:** I gained a deeper understanding of the healthcare and life sciences industry, including the latest trends, challenges, and opportunities. This knowledge is invaluable for a career in consulting.
4. **Collaboration and Teamwork:** Working closely with experienced consultants and participating in team projects taught me the importance of collaboration and teamwork in achieving successful outcomes.
5. **Adaptability and Problem-Solving:** The dynamic nature of consulting projects required me to be adaptable and develop strong problem-solving skills. I learned how to quickly adapt to new information and changing project requirements.