

SUMMER INTERNSHIP PROGRAM

At

Octavus Consulting Pvt. Ltd.



From 12 May 2025 to 25 July 2025

A REPORT BY

KARTIK RAGHUNATH BHANDEKAR

Master of Business Administration

Healthcare Analytics

2024 – 2026

Under the Mentorship of

Dr. Swapnil Gadhave

Assistant Professor



IIHMR UNIVERSITY, JAIPUR



Date: 25/07/2025

INTERNSHIP COMPLETION CERTIFICATE

This is to certify that, **Mr. Kartik Bhandekar**, student of IIHMR Jaipur has completed his internship at '**Octavus Consulting**, located in **B-66, Sector 63 Rd, B Block, Sector 63, Noida, Uttar Pradesh 201301**', from **12th May 2025** to **25th July 2025**. His guide/mentor during the project was **Mr. Inigo Benze Thobias, Associate Director**.

The overall performance shown by him during the period was good. This certificate is being issued to meet the requirements of the IIHMR University.

We wish him all the best for future endeavours.

For Octavus Consulting

Mr. Inigo Benze Thobias
Associate Director



CERTIFICATE OF INTERNSHIP



This internship program certificate is proudly
awarded to

Kartik Bhandekar

For his outstanding completion of the compulsory internship
program at Octavus Consulting as an Intern Analyst from
12th May to 25th July 2025.

A stylized purple ink signature of Himanshu Sehgal.

Himanshu Sehgal
CEO

A stylized purple ink signature of Inigo Benze Thobias.

Inigo Benze Thobias
Program Manager

IIHMR University Faculty Mentor Approval

This is to certify that Mr. Kartik Bhandekar of academic year 2024-26 of **School of Digital Health** has prepared a poster with respect to his/her summer internship held during May-July 2025.

He has carried out work as per the guidelines. His poster is approved for presentation.

Date: 20/08/2025

A handwritten signature in blue ink, appearing to read 'Swapnil Gadhave'.

Dr. Swapnil Gadhave

Assistant Professor



Reporting Format (Weekly)**Name of the Organisation: Octavus Consulting Pvt. Ltd.****Area/ Department/ Project of Summer Internship Program: Market Research –****Clinical Trials and Dealforma-based Company Profiling.****Name of the Student: Kartik Raghunath Bhandekar****Roll no: 0011****Stream: Healthcare Analytics (MBA)****Week no: 01****From: 12/05/2025 to 16/05/2025**

Activity Done	During the first week of my internship at Octavus Consulting, I participated in the orientation programme designed to introduce interns to the organization's structure, values, and work culture. Following the orientation, we underwent structured training sessions focusing on secondary market research techniques, specifically in the area of clinical trials. We were taught how to extract reliable information from authentic sources such as the FDA website and ClinicalTrials.gov. Emphasis was laid on identifying trustworthy data, avoiding misinformation, and understanding the relevance of each data point in the context of pharmaceutical and life sciences research. Further, I was introduced to the ongoing project related to Dealforma. As part of this project, we are required to build company profiles of pharmaceutical and life science firms by collecting structured secondary data. I have been assigned to work under a mentor who will guide me through this process in the coming week.
Linking theory (Classroom learning) with practice at your organisation	In our coursework, we learned the fundamentals of secondary research and healthcare databases. This week's experience helped me bridge that knowledge by applying it practically to real-world clinical trial databases and regulatory websites. The emphasis on data authenticity and source verification strongly resonated with the research ethics and techniques taught in our Research Methodology and Health Informatics subjects.

Gaps identified on the working area.	One of the key challenges I noticed during the initial training phase was the limited exposure to premium databases, which sometimes restricted the depth of insights we could gather. Additionally, for someone new to industry-specific platforms like Dealforma, the lack of a structured walkthrough made it slightly difficult to navigate the tool efficiently at first. While guidance was available, a more hands-on introduction could help interns become productive faster.
Suggestions for improvement	To enhance the onboarding experience for new interns, a more interactive, hands-on session specifically focused on using platforms like Dealforma would be highly beneficial. A guided walkthrough using live examples could help clarify its features and functions, reducing the initial learning curve. Additionally, providing a standardised template or checklist for company profiling could ensure consistency and completeness across all interns' work. This would not only improve data quality but also make the review process more efficient for mentors and project leads.
Plan for the next week	Next week, I will begin working on the company profiling project under the mentorship assigned to me. My tasks will include collecting, organising, and validating company-specific data relevant to partnerships, mergers, acquisitions, and drug pipelines using Dealforma and other authentic secondary sources. I aim to complete detailed company profiles of some of the companies and gradually enhance my proficiency in using the required databases and tools.

Kartik Bhandekar

Signature of the Student

Approved by the IIHMR University's Mentor

Reporting Format (Weekly)

Name of the Organisation: Octavus Consulting Pvt. Ltd.

Area/ Department/ Project of Summer Internship Program: Market Research –

Clinical Trials and Dealforma-based Company Profiling.

Name of the Student: Kartik Raghunath Bhandekar

Roll no: 0011

Stream: Healthcare Analytics (MBA)

Week no: 02

From: 19/05/2025 to 23/05/2025

Activity Done	In the second week of my internship, I was actively involved in the Dealforma department, focusing on company profiling through secondary research. My primary responsibility was to collect and analyse data from authentic sources to identify the nature of pharmaceutical and life sciences companies, such as whether they were innovators, CDMOs, CROs, or commercial-stage firms. This helped me understand how decision-making plays a role in classifying companies based on their pipeline, partnerships, and market activities. Additionally, I was introduced to drug profiling. I created a dashboard for the drug <i>Ozempic</i> , referencing its NDA-approved label and compiling structured insights regarding its indications, formulations, and regulatory status. I also worked on a detailed secondary research-based report assessing the potential impact of U.S. tariffs on the global pharmaceutical market. Furthermore, I explored key concepts related to biologics and biosimilars, which added to my understanding of how these products differ and how they are positioned in the market.
Linking theory (Classroom learning) with practice at your organisation	Concepts from our Pharmacoeconomics and Regulatory Affairs courses were directly applicable during drug profiling, especially when interpreting regulatory labels and market access strategies. The data interpretation skills gained during our Research Methods and Epidemiology classes were useful while navigating secondary sources

	and extracting meaningful insights for company and market analysis.
Gaps identified on the working area.	One noticeable gap was the limited initial clarity regarding how to distinguish company categories during profiling. While guidance was available, a more structured reference guide or training module on company classifications could make the process smoother, especially for interns new to industry terminology. Additionally, while working on the tariff impact report, access to certain premium sources could have provided deeper market insights.
Suggestions for improvement	Introducing a classification reference sheet or training document to help interns differentiate company types more confidently would enhance the efficiency and accuracy of company profiling. A short explainer session or recorded tutorial on interpreting NDA labels and performing drug profiling would also be helpful for future batches. This would ensure a more consistent understanding across the team, especially when dealing with complex product types like biologics and biosimilars.
Plan for the next week	In the coming week, I will continue working with the Dealforma team, with a primary focus on understanding how deals, mergers, and acquisitions influence company profiles. I look forward to exploring how strategic business activities shape the pharmaceutical landscape and gaining hands-on experience in capturing and analysing such information through secondary sources.

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Name of the Organisation: Octavus Consulting Pvt. Ltd.

Area/ Department/ Project of Summer Internship Program: Market Research –

Clinical Trials and Dealforma-based Company Profiling.

Name of the Student: Kartik Raghunath Bhandekar

Roll no: 0011

Stream: Healthcare Analytics (MBA)

Week no: 03

From: 26/05/2025 to 30/05/2025

Activity Done	In the third week of my internship, I continued working in the Dealforma department, completing the company-type profiling for approximately 1,100 pharmaceutical and life sciences companies. This marked the successful closure of a significant phase of our project that involved analysing companies based on their stage of operation, market role, and business model through secondary research. Alongside this, I worked on creating a drug dashboard for an FDA approved product, which further enhanced my skills in interpreting regulatory data and structuring insights. I also spent time learning about the core values and ethical standards upheld by pharmaceutical companies, helping me understand the broader responsibility and compliance frameworks within which these organisations operate.
Linking theory (Classroom learning) with practice at your organisation	My academic foundation in Management and Healthcare Systems greatly supported my understanding of company classifications and ethics. Regulatory Affairs coursework was particularly helpful while working with FDA databases, and my exposure to analytics tools in the classroom allowed me to approach dashboards and structured data collection with clarity and accuracy.
Gaps identified on the working area.	As the scope of the database expands, one noticeable gap is the lack of automation tools or filtering systems in the worksheets, which could simplify large-scale profiling. Additionally, while doing company-type categorisation, some overlapping company models created occasional

	confusion, where better-defined examples could have provided clarity.
Suggestions for improvement	Integrating basic automation or sorting functions into the company profiling worksheet would reduce manual effort and the chances of inconsistency. Moreover, including a library of sample company types with detailed criteria could help interns make more confident classification decisions in cases where companies do not clearly fall into a single category.
Plan for the next week	In the next phase of my internship, I will be working on a larger dataset of nearly 4,000 companies, conducting detailed company profiling that forms the foundation of competitive landscape research in the healthcare and life sciences sector. I also look forward to learning more about competitive landscape mapping and how it supports strategic market research in pharma consulting.

Kartik Bhandekar

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Reporting Format (Weekly)

Name of the Organisation: Octavus Consulting Pvt. Ltd.

Area/ Department/ Project of Summer Internship Program: Company Profiling & Market Research

Name of the Student: Kartik Raghunath Bhandekar

Roll no: 0011

Stream: Healthcare Analytics (MBA)

Week no: 04

From: 02/06/2025 to 06/06/2025

Activity Done	- Carried out in-depth company profiling of biopharma companies, manufacturing/service providers, and medical device firms. - Focused on understanding each company's core business, pipeline stage, and market presence. - Contributed to building a competitive landscape for <i>narcolepsy</i> by identifying major players and relevant ongoing clinical trials. - Developed an understanding of how profiling supports strategic planning and decision-making in pharma consulting.
Linking theory (Classroom learning) with practice at your organisation	Applied concepts from courses like Healthcare Analytics, and Business Intelligence to classify companies effectively.
Gaps identified on the working area.	- At times, a lack of detailed public information on early-stage companies slowed down the profiling process. - Distinguishing between overlapping service models (e.g., CDMO vs. CRO) required deeper validation.
Suggestions for improvement	Creating a brief classification framework or decision tree for profiling would help streamline ambiguous cases.

	• An internal glossary or knowledge base of commonly profiled companies could serve as a useful reference for new interns.
Plan for the next week	• I will begin working with the Business Development department to understand how company and market insights are translated into outreach strategies. • I look forward to gaining exposure to pitch preparation, client research, and opportunity mapping in the pharma consulting space.

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Reporting Format (Weekly)

Name of the Organisation: Octavus Consulting Pvt. Ltd.

Area/ Department/ Project of Summer Internship Program: Company Profiling & Market Research

Name of the Student: Kartik Raghunath Bhandekar

Roll no: 0011

Stream: Healthcare Analytics (MBA)

Week no: 05

From: 09/06/2025 to 13/06/2025

Activity Done	- Continued company profiling of pharma, life sciences, and medical device companies. - Worked with the Business Development team to research market opportunities for consulting services. - Built a database of potential client companies and freelance consultants in the domain. - Contributed to designing a competitive landscape dashboard.
Linking theory (Classroom learning) with practice at your organisation	Used analytics and database skills to organise freelancer and company data effectively.
Gaps identified on the working area.	- Lack of structured data for freelancers made filtering and categorisation difficult. - Matching services to client needs was occasionally limited by publicly available information.
Suggestions for improvement	- A uniform template for freelancer and client data would improve clarity. - Segmenting consulting opportunities by domain could enhance targeting accuracy.
Plan for the next week	Will continue market research with the Business Development team, focusing on client needs and consulting alignment.

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Reporting Format (Weekly)

Name of the Organisation: Octavus Consulting Pvt. Ltd.

Area/ Department/ Project of Summer Internship Program: Business Development
& Market Research

Name of the Student: Kartik Raghunath Bhandekar

Roll no: 0011

Stream: Healthcare Analytics (MBA)

Week no: 06

From: 16/06/2025 to 20/06/2025

Activity Done	- Continued working with the Business Development department to explore detailed market opportunities for pharma consulting. - Learnt and applied advanced Excel features, especially relevant for HR analytics and data organisation. - Completed a competitive landscape dashboard focused on the narcolepsy segment.
Linking theory (Classroom learning) with practice at your organisation	- Applied knowledge from healthcare strategy and business analytics courses to assess market prospects. - Leveraged Excel skills developed in class to structure and visualise data effectively.
Gaps identified on the working area.	- Understanding industry-specific nuances in consulting needs still requires deeper exposure. - Dashboard visualisation could benefit from standardised templates to improve consistency.
Suggestions for improvement	- Introductory briefings on different therapeutic areas could help speed up dashboard development. - A reference framework for mapping consulting services to client types would add clarity.
Plan for the next week	Will begin working with project teams to support ongoing assignments.

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| | <ul style="list-style-type: none">• Continue collaborating with the Business Development department on market opportunity mapping. |
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Kartik Bhandekar

Signature of the Student

Approved by the IIHMR University's Mentor

Reporting Format (Weekly)

Name of the Organisation: Octavus Consulting Pvt. Ltd.

Area/ Department/ Project of Summer Internship Program: Market Research & Drug Pipeline Analysis

Name of the Student: Kartik Raghunath Bhandekar

Roll no: 0011

Stream: Healthcare Analytics (MBA)

Week no: 07

From: 23/06/2025 to 27/06/2025

Activity Done	• Developed a deeper understanding of market research processes within the pharmaceutical sector. • Explored the drug pipelines of leading biopharma companies to study their ongoing and future projects. • Practised sourcing and validating information from reliable secondary data platforms
Linking theory (Classroom learning) with practice at your organisation	• Classroom lessons in research methodology and the pharma value chain proved helpful in analysing company pipelines. • Secondary data handling and interpretation allowed me to practically apply skills from healthcare analytics coursework.
Gaps identified on the working area.	• Gathering details on drugs in the early development phase was sometimes difficult due to limited information. • Accurate interpretation often required checking across multiple authentic databases and resources.
Suggestions for improvement	• Providing a reference framework on evaluating pipeline stages could streamline analysis. • Access to advanced databases and standardised research tools would further strengthen accuracy and depth.

Plan for the next week	• Build on my market research learning by focusing on therapeutic area–specific analysis.
	• Work closely with project mentors to understand how pipeline insights are transformed into consulting strategies.

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Reporting Format (Weekly)

Name of the Organisation: Octavus Consulting Pvt. Ltd.

Area/ Department/ Project of Summer Internship Program: Market Research & Drug Pipeline Analysis

Name of the Student: Kartik Raghunath Bhandekar

Roll no: 0011

Stream: Healthcare Analytics (MBA)

Week no: 08

From: 30/06/2025 to 04/07/2025

Activity Done	- Analysed secondary research data related to biopharma companies and their therapy areas. - Identified the important parameters needed to build meaningful visualisations for company profiling - Designed visual outputs that highlighted market trends and therapy area strengths.
Linking theory (Classroom learning) with practice at your organisation	- Applied classroom concepts from business analytics and data visualisation to present pharma market data in a structured way. - Research methodology learnings supported me in validating sources before converting them into visuals.
Gaps identified on the working area.	- Selecting the right set of parameters for visualisation was sometimes challenging, as not all collected data translated into meaningful insights. - Limited access to advanced data visualisation tools slightly restricted the scope of analysis.
Suggestions for improvement	- A pre-defined framework or checklist for selecting visualisation parameters could improve consistency across projects. - Exposure to advanced visualisation tools like Tableau or Power BI would enhance presentation quality.

Plan for the next week	• Work further on integrating company and therapy level insights into more detailed market research deliverables.
	• Collaborate with mentors to understand how these visualisations are used in client presentations and strategic decision-making.

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Reporting Format (Weekly)

Name of the Organisation: Octavus Consulting Pvt. Ltd.

Area/ Department/ Project of Summer Internship Program: Secondary Research & Company Profiling

Name of the Student: Kartik Raghunath Bhandekar

Roll no: 0011

Stream: Healthcare Analytics (MBA)

Week no: 09

From: 07/07/2025 to 11/07/2025

Activity Done	• Focused extensively on secondary data collection from reliable sources such as regulatory websites, company filings, and trusted industry databases. • Worked on detailed company profiling of pharmaceutical and life sciences firms, including their business model, therapeutic focus, and market positioning. • Ensured data accuracy by cross-verifying information from multiple sources before entering it into the profiling database.
Linking theory (Classroom learning) with practice at your organisation	• Applied concepts from <i>Research Methodology</i> and <i>Healthcare Analytics</i> coursework while extracting and validating data. • Skills in data management and interpretation were directly used to convert raw information into structured company profiles.
Gaps identified on the working area.	• Some company information, especially for smaller or emerging firms, was difficult to obtain due to limited public disclosure. • In a few cases, overlapping service offerings (e.g., CRO/CDMO) required additional time for validation and categorisation.
Suggestions for improvement	• Developing a clear framework or reference sheet for classifying company types would help standardise profiling.

	• Access to more specialised secondary research tools could improve both speed and depth of data collection.
Plan for the next week	• Continue company profiling with an emphasis on deeper therapeutic area insights. • Collaborate with project mentors to understand how profiling outputs are integrated into consulting deliverables.

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Reporting Format (Weekly)

Name of the Organisation: Octavus Consulting Pvt. Ltd.

Area/ Department/ Project of Summer Internship Program: Secondary Research & Company Profiling

Name of the Student: Kartik Raghunath Bhandekar

Roll no: 0011

Stream: Healthcare Analytics (MBA)

Week no: 10

From: 14/07/2025 to 25/07/2025

Activity Done	In the final week of my internship, I consolidated the learnings gained across the past nine weeks. My primary focus remained on secondary data collection and company profiling , where I contributed to creating structured profiles of pharmaceutical, biotech, and medical device companies. Alongside this, I revisited earlier tasks related to drug profiling and competitive landscape dashboards to refine outputs with my mentor's feedback.
Linking theory (Classroom learning) with practice at your organisation	• Healthcare Analytics & Research Methods: Used in structuring and validating secondary data. Business • Analytics & Visualization: Applied while creating dashboards for competitive landscapes such as <i>narcolepsy</i>.
Gaps identified on the working area.	• For certain niche or early-stage companies, reliable public data was often limited, making profiling challenging. • Manual work in large-scale datasets consumed time; additional automation or access to advanced tools could improve efficiency.
Suggestions for improvement	• A structured onboarding module on therapeutic areas, company classification, and drug development stages would help new interns ramp up faster. • Standardised templates/checklists for company profiling and dashboard development could improve consistency.

Plan for the next week	• Applying the research and analytical skills gained here in academic projects and future consulting roles. • Continuing to build expertise in drug pipelines, M&A tracking, and market research in the healthcare domain.
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COMPILED INTERNSHIP REPORT

Name of the Organisation: Octavus Consulting Pvt. Ltd.

**Area/ Department/ Project of Summer Internship Program: Market Research,
Company Profiling & Business Development**

Name of the Student: Kartik Raghunath Bhandekar

Roll no: 0011

Stream: Healthcare Analytics (MBA)

Activity Done	• Conducted secondary research using authentic sources (FDA, ClinicalTrials.gov) and applied it in company/drug profiling. • Worked on large-scale profiling of pharma, biotech, medical device, and service provider companies. • Designed dashboards for FDA-approved drugs and competitive landscapes (e.g., narcolepsy), and contributed to business development tasks such as client databases and freelancer outreach.
Linking theory (Classroom learning) with practice at your organisation	• Applied research methodology and analytics coursework to structure and validate data. • Concepts from pharma management and value chain supported company classification and drug pipeline analysis. • Knowledge from strategic management linked directly with market opportunity identification in business development.
Gaps identified on the working area.	• Limited data availability for early-stage companies. • Lack of automation increased manual workload in large datasets. • Overlapping service models (CRO/CDMO) sometimes caused classification challenges.
Suggestions for improvement	• Provide structured guidelines and templates for profiling and dashboard design. • Use advanced visualisation/automation tools (e.g., Tableau, Power BI) for efficiency.

	• Develop a reference library of therapeutic areas and company types for interns.
Key Findings	• Secondary research is the foundation of healthcare consulting; data reliability is essential. • Company and drug profiling require both data analysis and interpretation skills. • Competitive dashboards and market insights directly support client strategy and business development.

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