SUMMER INTERNSHIP PROGRAM

At

OCTAVUS CONSULTING

FROM 12th May 2025 to 25th July 2025

A

REPORT BY

SWARNIM RAJ

Master of Business Administration

PHARMACEUTICAL MANAGEMENT

Roll no: IIHMR-U/02/2024-26/0719

2024-2026

under the Mentorship of

DR. ASHOK KUMAR PEEPLIWAL

Professor

IIHMR UNIVERSITY

OCTAVUS∞ CONSULTING
Intelligence Redefined

Date: 25/07/2025

INTERNSHIP COMPLETION CERTIFICATE

This is to certify that, **Mr. Swarnim Raj,** 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 **Ms. Ruchi Sengar, Associate Consultant.**

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

Ruchi.

Ms. Ruchi Sengar
Associate Consultant

Octavus Consulting Pvt. Ltd.

IIHMR UNIVERSITY

IIHMR University Faculty Mentor Approval

This is to certify that **Mr. Swarnim Raj** of academic year 2024-26 of **School of Pharmaceutical Management** has prepared a poster with respect to his summer internship held during May-July 2025,

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

Date: 30/07/2025

Mr. ASHOK KUMAR PEEPLIWAL

Professor at IIHMR University

1, Prabhu Dayal Marg, Near Sanganer Airport, Jaipur- 302029, Rajasthan, India.
Ph.: 0141-3924700, 2791431- 32, E-mail: iihmr@iihmr.edu.in, Web.: www.iihmr.edu.in

Pipeline to progress: A Strategic Analysis of Immuno-Oncology therapies for Cholangiocarcinoma

Swarnim Raj (PM-16), 0719
University Mentor- Dr. Ashok Kumar Peepliwal, Organization Mentor- Mrs Ruchi Sengar

About Octavus

Octavus is a global consulting firm, specializing in holistic market solutions for diverse Life science sectors such as Biopharma, MedTech, Nutraceuticals, Cosmetics, Diagnostics, Digital health, Animal health, and Healthcare start-ups.

Services Offered:-

Competitive intelligence, Product strategy development, Marketing analytics, Digital health solution, Brand Building.

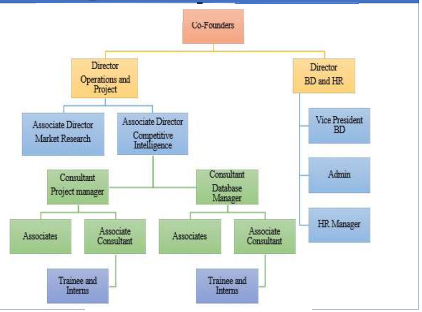
Mission

Octavus empowers clients with timely, accurate insights for strategic decision-making. We combine data, expertise, and technology to deliver intelligent, high-impact business solutions and lasting value.

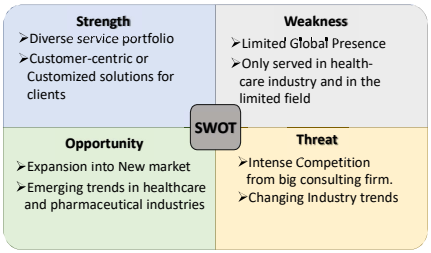
Vision

Our vision is to be a trusted partner to clients and a valuable contributor to communities. We approach every project with passion, aiming to deliver distinctive solutions that create meaningful value.

Organization Structure

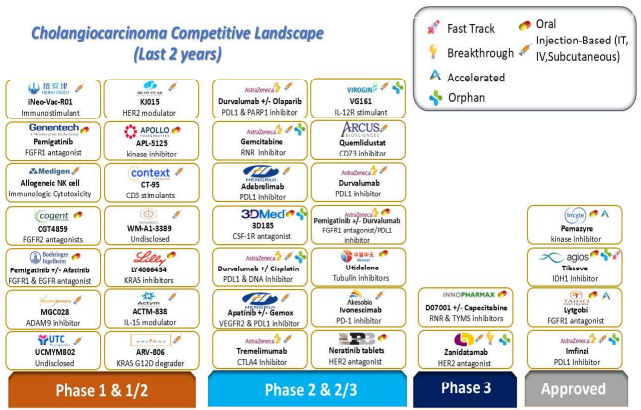


SWOT Analysis



Project Description

- Competitive Intelligence is a science and a systematically planned strategy of gathering, analyzing, and distribution of business relevant information to stay ahead of your competitors
- Cholangiocarcinoma is a rare, aggressive cancer with poor prognosis. It accounts for **~3% of GI cancers** and is often diagnosed late, leading to high morbidity and limited treatment options.
- The global cholangiocarcinoma treatment market is growing steadily, expected to surpass **USD 1.2 billion by 2030**, driven by new therapies and rising disease incidence.



This slide illustrated the various drug molecules under investigation for Acute Kidney Injury, segregated based on their respective clinical trial phases.

Steps involved in Competitive landscape

Data Collection
The process began by accessing the authoritative clinical trial database, ClinicalTrials.gov. A search was conducted using the specified condition, "Cholangiocarcinoma " to retrieve relevant clinical trials in progress.

Filtering & Evaluation
To refine results, filters were applied based on trial phase, study type, and target population

Pipeline review
After initial screening, each trial was cross-verified, and the company's pipeline was analyzed to gather details on the drug's mechanism, target indications, and trial phases.

Data Compilation
To organize and consolidate the gathered information, an Excel file was created. This file served as a repository, capturing key data points such as trial identifiers, drug candidates, clinical trial phases, and relevant company details.

Presentation Design
Using the compiled data, a PowerPoint presentation was crafted to visually represent the competitive landscape of Cholangiocarcinoma drugs,

Key Insights

- Most drugs are in early trial phases (Phase 1 & 2), indicating active research and development.
- Few drugs approved: Pemazyre, Tibsovo, Lytgobi, Imfinzi.
- AstraZeneca leads with 6 trials, mainly focused on Durvalumab and its combinations, showing strong interest in immunotherapy.
- Many drugs have accelerated, orphan, fast track, breakthrough designations, highlighting the urgent need for new treatments.

Difference Between practical exposure at SIP Organization and Theoretical Understanding?

Theoretical understanding helps me build essential conceptual knowledge, while practical exposure enhances my skills such as time management, problem-solving, and critical thinking. Practical experience allows me to face real-world challenges and strengthens my ability to think critically in order to meet client needs.

Challenges

- ➢Adjusting during the initial days was challenging, as the company environment is completely different from college life.
- ➢Faced difficulty with time management, especially during tight client deadlines.
- ➢Ensuring data accuracy and maintaining high quality was also a key challenge.

Suggestions

- ➢Training videos should be provided so that interns can watch them whenever they have any doubts.
- ➢Study material should be shared clearly to help interns understand their work better and avoid confusion.
- ➢Some automation tools can be used to save time, like for sending emails or helping with online research.

Key learnings

- ➢Developed expertise in conducting secondary research, enhancing my ability to gather, evaluate, and analyse relevant information from credible sources.
- ➢Gained hands-on experience in analysing press releases, extracting valuable insights related to the pharmaceutical industry.
- ➢Acquired a strong understanding of competitive landscape analysis, including market positioning and key differentiators.
- ➢Learned the process of company profiling for various pharmaceutical firms, focusing on business strategies, pipelines, partnerships, and financials.
- ➢Improved data organization and visualization through structured Excel reporting

(Week-1)

Name of the Organization: Octavus Consulting

Area/ Department/ Project of Summer Internship Program: Intern analyst

Name of the Student: Swarnim Raj

Roll no: 0719 **Stream: MBA (pharmaceutical Management)**

Week no: From: 12th May to 16th May

Activity Done	➢ **Day 1:** Read the *Clinical Trial Glossary* to understand key industry terms. ➢ **Day 2:** Received training on **clinical trial tools** and how to search for ongoing drug trials and designations for rare diseases. Practiced applying search filters. ➢ **Day 3:** Continued practice on trial tools; received training in **basic Excel and PowerPoint**. ➢ **Day 4:** Prepared a **PPT slide comparing the revenue of the top 10 medical device companies**. ➢ **Day 5:** Attended training on the **Deal Forma Project**, including EDGAR, SEC Filing, IPOs, Stock Market, and M&A. Also received training on **secondary research techniques** using Boolean methods and in-site searches, and completed a task to classify companies and cite authentic sources.
Linking theory (Classroom learning) with practice at your organisation	➢ Applied classroom knowledge of clinical trials, market analysis, and business communication in real-time company and database analysis.
Gaps identified on the working area.	➢ Initial difficulty in identifying reliable sources and understanding advanced search filters.
Suggestions for improvement	➢ A brief guide or checklist for using research tools and verifying sources would help new interns.

Plan for the next week	➢ Continue secondary research, begin company profiling, and start working with FDA databases and regulatory filings.

Signature of the Student- Swarnim Raj

Reporting Format

(Week-2)

Name of the Organisation: Octavus Consulting

Area/ Department/ Project of Summer Internship Program: Intern analyst

Name of the Student: Swarnim Raj

Roll no: 0719 **Stream: MBA (pharmaceutical Management)**

Week no: From: 19th May to 23th May

Activity Done	• Underwent training on navigating the FDA website and understanding its sections and terminologies. • Assigned a task to extract comprehensive drug information (e.g., brand/generic names, MOA, ROA, indications, approval years, sales) from the FDA site. • Created a single-slide PowerPoint summarizing extracted drug data. • Worked on Deal Forma Project by conducting secondary research on assigned companies using authentic sources. • Continued secondary research to analyze and gather key company information relevant to the project.
Linking theory (Classroom learning) with practice at your organisation	• Applied classroom knowledge of drug regulatory affairs, market research, and therapeutic categorization in practical tasks involving FDA and secondary research.
Gaps identified on the working area.	• Interpreting FDA regulatory terminology and aligning it with commercial context requires more practice. • Need to improve efficiency in verifying cross-country approval timelines.
Suggestions for improvement	• Provide a reference sheet for interpreting complex FDA terms. • Conduct a mock session on mapping regulatory and commercial data together.

Plan for the next week	• Deepen research for Deal Forma project with detailed financial and strategic data. • Learn to integrate regulatory and commercial data into a structured format.

Signature of the Student- Swarnim Raj

Reporting Format

(Week-3)

Name of the Organisation: Octavus Consulting

Area/ Department/ Project of Summer Internship Program: Intern analyst

Name of the Student: Swarnim Raj

Roll no: 0719 **Stream: MBA (pharmaceutical Management)**

Week no: From: 26th May to 30th May

Activity Done	• Continued work on the **Deal Forma Project**, conducting in-depth secondary research on assigned companies. • Extracted relevant data such as business focus, product pipeline, partnerships, acquisitions, and financial highlights using authentic sources. • Ensured proper source validation using Boolean methods and site-specific search techniques.
Linking theory (Classroom learning) with practice at your organisation	• Applied market intelligence and strategic analysis concepts learned in class. • Utilized frameworks for company profiling and commercial due diligence.
Gaps identified on the working area.	• Some difficulty in accessing financial and pipeline data for lesser-known companies. • Time-consuming manual extraction due to lack of centralized databases.
Suggestions for improvement	• Provide access to premium tools/databases for quicker extraction. • Develop a standardized template for company profiling to save time.
Plan for the next week	• Complete remaining company profiles for Deal Forma. • Begin synthesis of insights and start preparing summary deliverables.

Signature of the Student- Swarnim Raj

Reporting Format

(Week-4)

Name of the Organisation: Octavus Consulting

Area/ Department/ Project of Summer Internship Program: Intern analyst

Name of the Student: Swarnim Raj

Roll no: 0719 **Stream: MBA (pharmaceutical Management)**

Week no: From: 2th June to 6th June

Activity Done	• Continued working on the Deal Forma project through in-depth secondary research (June 2–3). • Conducted **company profiling** (June 4–6) by gathering and organizing key details: • Official website, location, type, description, products manufactured • Keywords, disease categories, indications • No. of approved drugs, drugs under trial, and related data for medical devices, diagnostics, services, and others
Linking theory (Classroom learning) with practice at your organisation	• Applied strategic research skills, therapeutic knowledge, and industry understanding learned in pharma marketing and competitive analysis courses.
Gaps identified on the working area.	• Some inconsistencies in company websites and missing public information slowed down research. • Repetition in data entry due to lack of a structured data format.
Suggestions for improvement	• Create a uniform company profiling template with auto-fill options. • Use shared reference sheets for standardizing keywords and disease classifications.
Plan for the next week	• Finalize profiling for pending companies and begin analysis consolidation for project delivery.

Signature of the Student- Swarnim Raj

Reporting Format

(Week-5)

Name of the Organisation: Octavus Consulting

Area/ Department/ Project of Summer Internship Program: Intern analyst

Name of the Student: Swarnim Raj

Roll no: 0719 **Stream: MBA (pharmaceutical Management)**

Week no: From: 9th June to 13th June

Activity Done	➢ Continued company profiling for Deal Forma Project (June 9–11), capturing: • Website, location, type, product details, disease category, keywords • Number of marketed drugs, ongoing trials, approved drug list across pharma, medical devices, diagnostics, and service categories ➢ Began **Immuno-Oncology Project** (June 12–13): • Conducted secondary research on pipelines of assigned pharma companies • Verified drug trials via ClinicalTrials.gov • Collected data: brand name, MOA, ROA, patient segment, modality, designations; compiled into Excel.
Linking theory (Classroom learning) with practice at your organisation	• Used concepts from drug discovery, regulatory strategy, and oncology therapy areas. • Applied database searching and Excel data organization learned in classroom settings.
Gaps identified on the working area.	• Pipeline data varied in format across company sites. • Some drug data not clearly available on official sources.
Suggestions for improvement	• Provide standard data fields and examples for immuno-oncology research. • Introduce collaborative access to central pipeline database or verified repositories.

Plan for the next week	• Continue immuno-oncology research and complete pending companies. • Begin consolidating insights and preparing for intermediate submission/review.

Signature of the Student- Swarnim Raj

Reporting Format

(Week-6)

Name of the Organisation: Octavus Consulting

Area/ Department/ Project of Summer Internship Program: Intern analyst

Name of the Student: Swarnim Raj

Roll no: 0719 **Stream: MBA (pharmaceutical Management)**

Week no: From: 16th June to 20th June

Activity Done	➢ Continued working on the **Immuno-Oncology Project** through secondary research. ➢ Visited the pipeline sections of assigned pharmaceutical companies' official websites. ➢ Identified investigational oncology drugs in clinical trials. ➢ Collected and analyzed the following drug data: **Brand Name**, **MOA**, **ROA**, **Patient Segment**, **Modality**, **Regulatory Designation** ➢ Verified clinical trial details via **ClinicalTrials.gov** and documented the findings in Excel.
Linking theory (Classroom learning) with practice at your organisation	➢ Used concepts from drug discovery, regulatory strategy, and oncology therapy areas. ➢ Applied database searching and Excel data organization learned in classroom settings.
Gaps identified on the working area.	➢ Pipeline data varied in format across company sites. ➢ Some drug data not clearly available on official sources.
Suggestions for improvement	➢ Provide standard data fields and examples for immuno-oncology research. ➢ Introduce collaborative access to central pipeline database or verified repositories.

Plan for the next week	➢ Continue immuno-oncology research and complete pending companies. ➢ Begin consolidating insights and preparing for intermediate submission/review.

Signature of the Student- Swarnim Raj

Reporting Format

(Week-7)

Name of the Organisation: Octavus Consulting

Area/ Department/ Project of Summer Internship Program: Intern analyst

Name of the Student: Swarnim Raj

Roll no: 0719 **Stream: MBA (pharmaceutical Management)**

Week no: From: 23th June to 27th June

Activity Done	➢ Continued working on the **Immuno-Oncology Project** through secondary research. ➢ Visited the pipeline sections of assigned pharmaceutical companies' official websites. ➢ Identified investigational oncology drugs in clinical trials. ➢ Collected and analyzed the following drug data: **Brand Name**, **MOA**, **ROA**, **Patient Segment**, **Modality**, **Regulatory Designation** ➢ Verified clinical trial details via **ClinicalTrials.gov** and documented the findings in Excel.
Linking theory (Classroom learning) with practice at your organisation	➢ Used concepts from drug discovery, regulatory strategy, and oncology therapy areas. ➢ Applied database searching and Excel data organization learned in classroom settings.
Gaps identified on the working area.	➢ Pipeline data varied in format across company sites. ➢ Some drug data not clearly available on official sources.
Suggestions for improvement	➢ Provide standard data fields and examples for immuno-oncology research. ➢ Introduce collaborative access to central pipeline database or verified repositories.

Plan for the next week	➢ Continue immuno-oncology research and complete pending companies. ➢ Begin consolidating insights and preparing for intermediate submission/review.

Signature of the Student- Swarnim Raj

Reporting Format

(Week-8)

Name of the Organisation: Octavus Consulting

Area/ Department/ Project of Summer Internship Program: Intern analyst

Name of the Student: Swarnim Raj

Roll no: 0719 **Stream: MBA (pharmaceutical Management)**

Week no: From: 30th June to 04th July

Activity Done	➢ Continued work on the **Immuno-Oncology Project** through secondary research. ➢ Accessed **pipeline sections** of assigned pharmaceutical companies' websites to identify drugs in clinical trials. ➢ Verified trial data using **ClinicalTrials.gov** and cross-checked with company websites. ➢ Extracted key drug-related information and documented in Excel: • Brand Name, Mechanism of Action (MOA), Route of Administration (ROA), Patient Segment, Modality, and Regulatory Designation.
Linking theory (Classroom learning) with practice at your organisation	➢ Applied knowledge of oncology drug development, regulatory strategy, and pharmacological mechanisms in a practical research setting. ➢ Strengthened research skills and database navigation using real-world data.
Gaps identified on the working area.	➢ Inconsistent data formats and incomplete information on some official websites. ➢ Time-consuming to cross-reference and validate pipeline data.
Suggestions for improvement	➢ Provide preformatted data templates for drug profiling. ➢ Use shared trackers to avoid duplication and improve efficiency.

Plan for the next week	➢ Complete any remaining company profiling. ➢ Begin preparation of final project summary or internal presentation.

Signature of the Student- Swarnim Raj

Reporting Format

(Week-9)

Name of the Organisation: Octavus Consulting

Area/ Department/ Project of Summer Internship Program: Intern analyst

Name of the Student: Swarnim Raj

Roll no: 0719 **Stream: MBA (pharmaceutical Management)**

Week no: From: 07th June to 11th July

Activity Done	➢ Continued **secondary research** for the Immuno-Oncology Project. ➢ Analyzed assigned pharmaceutical companies' **pipeline sections** to identify active oncology trials. ➢ Verified each trial on **ClinicalTrials.gov** and extracted the following information: • Brand Name, MOA, ROA, Patient Segment, Modality, Regulatory Designation.
Linking theory (Classroom learning) with practice at your organisation	➢ Practical application of oncology domain knowledge, regulatory affairs, and research methodology in live company projects. ➢ Enhanced experience with global databases and pharma pipeline analysis.
Gaps identified on the working area.	➢ Limited availability of certain drug-specific data on public sources. ➢ Occasional mismatch between company-reported and publicly available trial data.
Suggestions for improvement	➢ Curate a list of alternate trusted sources for missing data. ➢ Standardize search and entry methods to improve speed and consistency.

Plan for the next week	➢ Wrap up remaining company profiles and drug data entries. ➢ Start compiling and structuring final deliverables for project closure.

Signature of the Student- Swarnim Raj

Reporting Format

(Week-10)

Name of the Organisation: Octavus Consulting

Area/ Department/ Project of Summer Internship Program: Intern analyst

Name of the Student: Swarnim Raj

Roll no: 0719 **Stream: MBA (pharmaceutical Management)**

Week no: From: 14th July to 18th July

Activity Done	➢ Continued with **secondary research** under the Immuno-Oncology Project. ➢ Reviewed oncology pipelines from assigned pharma companies via their official websites. ➢ Verified ongoing drug trials on **ClinicalTrials.gov**. ➢ Collected key data including: • **Brand Name**, **MOA**, **ROA**, **Patient Segment**, **Modality**, and **Regulatory Designation** ➢ Compiled and updated all information in a standardized **Excel sheet**.
Linking theory (Classroom learning) with practice at your organisation	➢ Strengthened real-time application of concepts in oncology, pharmacovigilance, and regulatory processes. ➢ Gained confidence in interpreting clinical trial status and drug development phases.
Gaps identified on the working area.	➢ Delays due to inconsistent presentation of data on company websites. ➢ Difficulty in mapping pipeline phases with exact trial identifiers.
Suggestions for improvement	➢ Maintain a shared database of completed company profiles to avoid rework. ➢ Develop a guide on how to read and interpret pipeline charts effectively.

Plan for the next week	➢ Wrap up remaining company profiles and drug data entries. ➢ Start compiling and structuring final deliverables for project closure.

Signature of the Student- Swarnim Raj

Reporting Format

(Week-11)

Name of the Organisation: Octavus Consulting

Area/ Department/ Project of Summer Internship Program: Intern analyst

Name of the Student: Swarnim Raj

Roll no: 0719 **Stream: MBA (pharmaceutical Management)**

Week no: From: 21th July to 25th July

Activity Done	➢ Continued **secondary research and final data collection** for pending pharmaceutical companies under the Immuno-Oncology Project. ➢ Cross-verified previously entered drug data for accuracy and consistency. ➢ Initiated **data consolidation** across all companies profiled. ➢ Helped in organizing the Excel sheets for final review and internal submission.
Linking theory (Classroom learning) with practice at your organisation	➢ Reinforced understanding of immuno-oncology mechanisms, drug classifications, and regulatory pathways. ➢ Applied analytical and data handling skills in cleaning and compiling large datasets.
Gaps identified on the working area.	➢ Minor data discrepancies observed during verification that required backtracking. ➢ Some trial updates were missing from company sites and had to be validated via external databases.
Suggestions for improvement	➢ Recommend a periodic review of data entries to reduce backlogs. ➢ Maintain a checklist for final verification before data submission.

Plan for the next week	➢ Finalize and submit the cleaned Excel dataset. ➢ Support creation of summary presentations or project reports.

Signature of the Student- Swarnim Raj

Compiled Reporting Format

Name of the Organisation: Octavus Consulting

Area/ Department/ Project of Summer Internship Program: Clinical Trial Analysis, Deal Forma Project S Immuno-Oncology Research

Name of the Student: Swarnim Raj

Roll no: 0719

Stream: MBA – Pharmaceutical Management

Activity Done	Week 1: Understood clinical trial terminologies; trained on trial search tools and filters; basic Excel and PowerPoint training; created a revenue comparison slide for top 10 medical device companies; learned SEC filing, EDGAR, IPO, MSA under Deal Forma; trained in secondary research using Boolean and in-site search. Week 2: Learned to navigate and extract drug data from FDA website; extracted brand name, MOA, ROA, indications, and sales for given drugs; created slide with summarized data; continued secondary research under Deal Forma. Week 3: Carried out detailed company profiling; validated data using Boolean method; organized findings by product type, company type, and therapeutic area. Week 4: Initiated deep profiling with fields like company type, location, indications, drug numbers, and disease categories across pharma, medical device, diagnostics, and service sectors. Week 5: Finalized multiple company profiles; started immuno-oncology project; tracked investigational drugs through company pipeline and ClinicalTrials.gov. Week 6: Continued immuno-oncology secondary research; recorded MOA, ROA, patient segment, modality, and regulatory designations into Excel sheets. Week 7: Carried on with immuno-oncology profiling; ensured accuracy and completeness of drug-level data. Week 8: Verified existing drug entries,

	updated details, and ensured consistency across all Excel sheets. Week 9: Completed remaining company profiles; initiated data consolidation and cleanup. Week 10: Final verification of data; addressed inconsistencies; cleaned records and prepared project files for submission. Week 11: Supported documentation finalization and internal handover; reviewed entire data for completeness.
Linking theory (Classroom learning) with practice at your organization	Applied concepts from clinical research, regulatory affairs, and pharmaceutical marketing. Used knowledge of trial phases, MOA, ROA, designation types, and pipeline classifications. Strategic profiling reflected coursework in pharma management, business communication, and secondary research methods. Real-time use of tools like ClinicalTrials.gov, FDA, and EDGAR aligned with lectures on drug lifecycle and market intelligence.
Gaps identified on the working area.	Initial unfamiliarity with clinical databases and regulatory terminology. Lack of centralized formats for profiling led to slower workflow. Inconsistencies in public pipeline data caused difficulty in accurate extraction. Time-consuming manual entry and re-verification due to missing or outdated data.
Suggestions for improvement	Provide interns with a structured search and profiling template. Introduce mid-project review sessions to reduce rework. Offer centralized access to paid databases for high-quality data. Maintain a glossary of standard terms and references to speed up validation.
Key Learnings	Gained hands-on experience in clinical trial research, company profiling, and secondary data validation. Strengthened Excel and PowerPoint skills for pharma research reporting. Understood regulatory and commercial dynamics in oncology and medical devices. Learned to independently extract and verify data from global resources. Developed a structured and analytical

	approach to pharma market research.

Signature of student

Swarnim Raj

Approved by the IIHMR University's Mentor

Compilled file.pdf

ORIGINALITY REPORT

1%	1%	0%	0%
SIMILARITY INDEX	INTERNET SOURCES	PUBLICATIONS	STUDENT PAPERS

PRIMARY SOURCES

1	jagatsinghpur.odisha.gov.in Internet Source	1%

Exclude quotes	On	Exclude matches	Off
Exclude bibliography	On		