

HISTORY AND DESCRIPTION

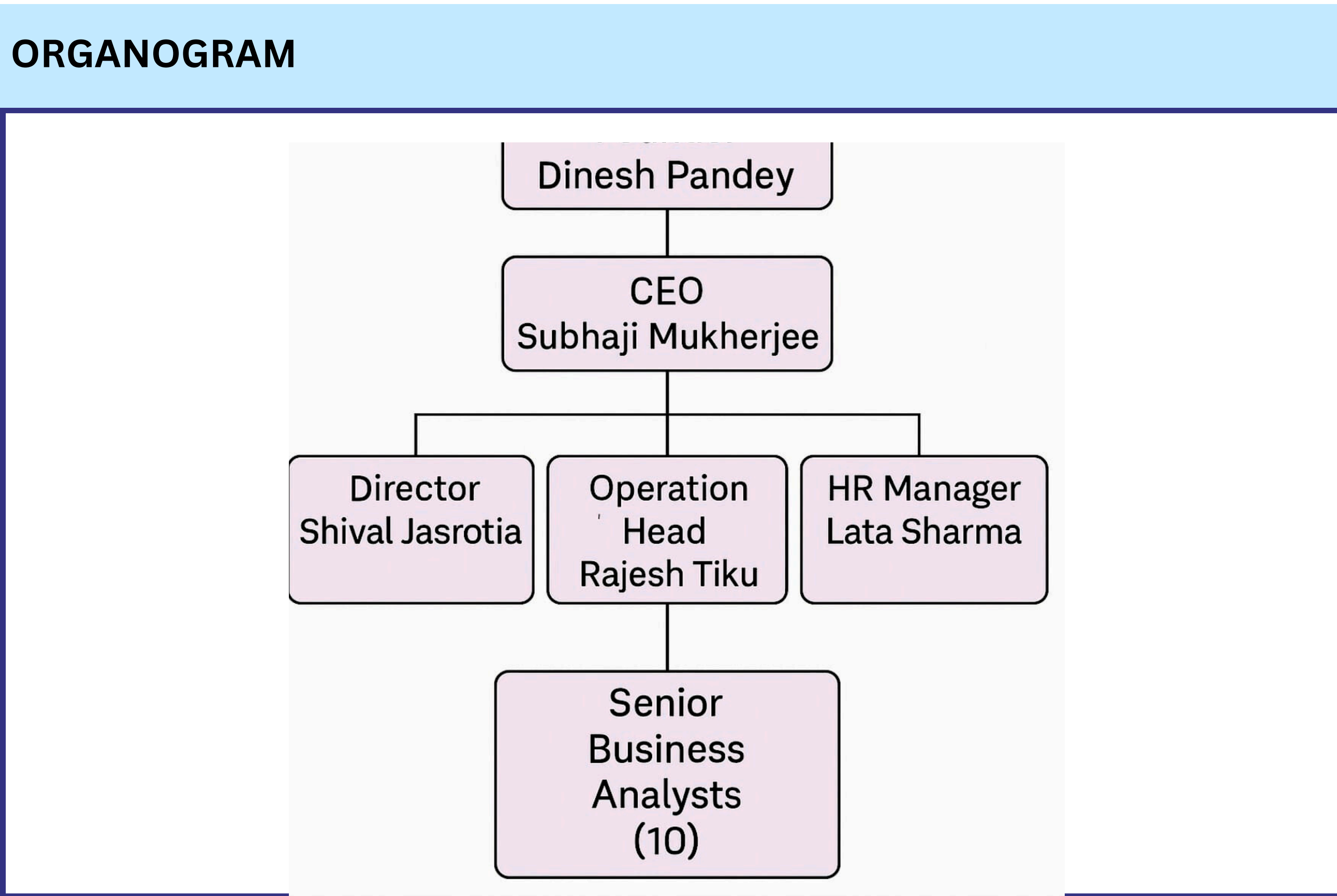
Alchemver is a healthcare and pharmaceutical consultancy founded in 2024. The organization specializes in healthcare analytics, pharmaceutical forecasting, competitive intelligence, and strategic consulting. With a human-intelligence-first approach, Alchemver blends domain expertise with technology to deliver actionable insights that help life sciences companies drive growth and improve patient outcomes.

VISION

Evaluate human intelligence assisted with latest technology creating a sum greater than its parts.

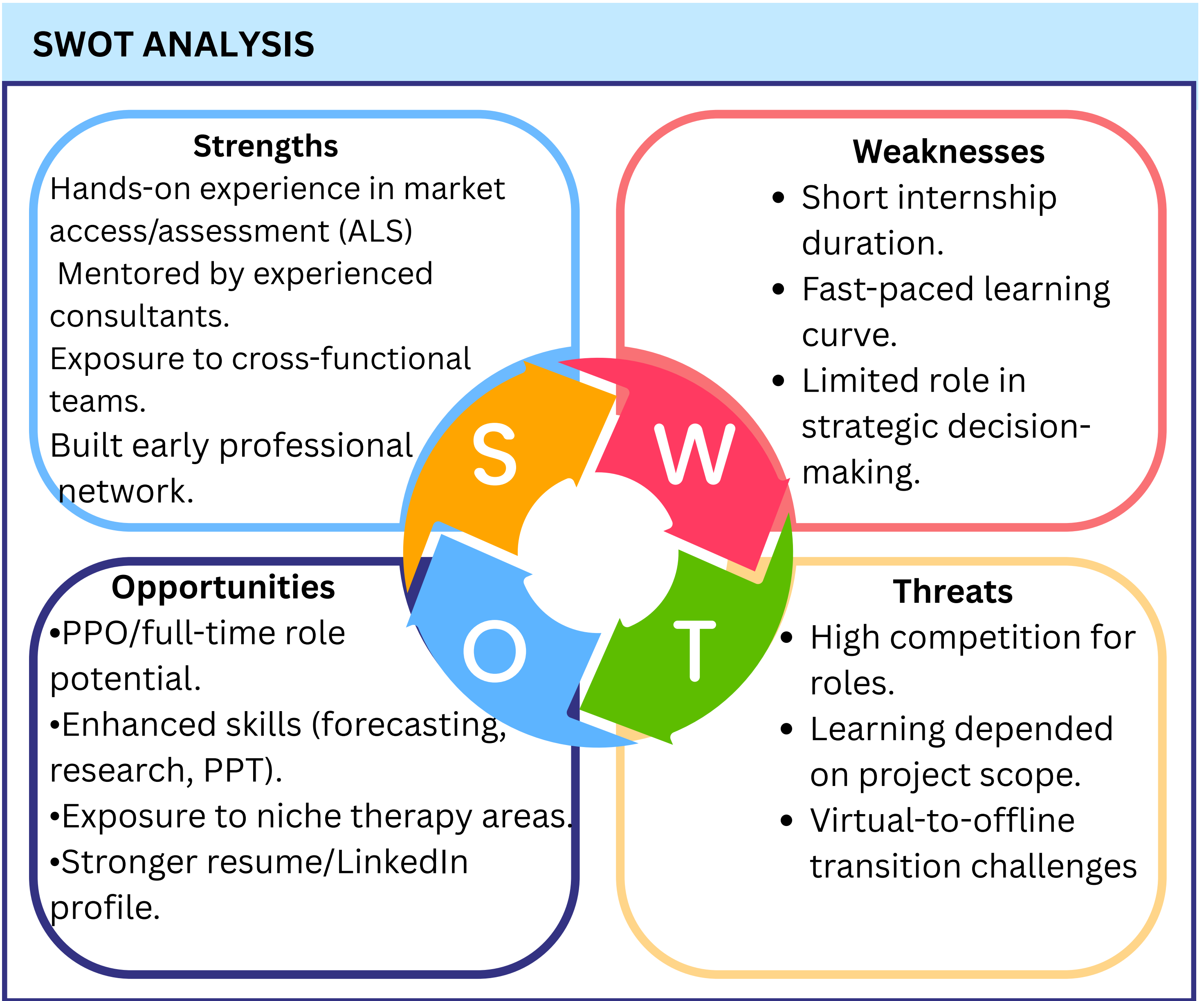
MISSION

Data driven, human owned,machine assisted approach to analysis and analytics.



INTERNSHIP LEARNING THEORY Vs PRACTICAL

Aspect	Theoretical Learning	Practical Learning (Internship Experience)
Market Assessment	Learned through case studies and frameworks	Applied using actual data (e.g., ALS market, sales trends, unmet needs analysis)
Tools & Software	Basic introduction (Excel, SPSS, Crystal Ball in classroom)	Hands-on usage (e.g., Tableau, Excel modeling, CRM tools)
Stakeholder Understanding	Studied through examples and models	Gained by mapping real stakeholders (physicians, payers, patients)
Industry Exposure	Limited to guest lectures and case studies	Direct exposure to pharmaceutical markets, consulting methodologies, regulatory needs



- CHALLENGES FACED
- Short Duration: Limited time for deep learning.
 - Steep Learning Curve: Quick adaptation to complex topics/tools.
 - Virtual Mode Limitations: Limited interaction and team bonding due to remote setup.

- MAJOR LEARNINGS
- Market Access Insights: Gained knowledge of access strategies, pricing, and reimbursement.
 - Research & Analysis: Improved skills in secondary research and competitor analysis.
 - Tool Proficiency: Learned Excel modeling and tools like Forecast Pro.
 - Presentation Skills: Built client-ready PowerPoint decks with insights and visuals.
 - Professional Growth: Enhanced teamwork, communication, and consulting mindset.

SUGGESTION TO THE ORGANISATION

Enhance Intern Involvement: Involve interns in client meetings or strategy discussions to boost real-world exposure and confidence.

Structured Onboarding: Provide a brief training on tools and project expectations at the start to ensure smoother integration.

Regular Feedback & Mentorship: Conduct periodic check-ins to guide learning progress and strengthen professional development.

ABOUT THE DISEASE

Amyotrophic Lateral Sclerosis (ALS) a progressive neurodegenerative disorder that affects motor neurons in the brain and spinal cord.
Also known as Lou Gehrig’s disease in US.

AMYOTROPHIC LATERAL SCLEROSIS
"LOU GEHRIG'S DISEASE"

PROGRESSIVE NEUROMUSCULAR DISEASE

UPPER MOTOR NEURON

LOWER MOTOR NEURON

MARKET SIZE

US ALS market projected to reach \$1.8B by 2029, with 5.7% CAGR (2024-2029)

MARKET ASSESMENT

EPIDEMIOLOGY ANALYSIS

ALS Market Snapshot (US)
30K cases, 5K new/year
3–5 yrs median survival
\$69K/year avg. cost

Demographics
Peak: 55–74 yrs
20% more in men

COMPETITIVE LANDSCAPE

US ALS Market Share (%) - July 2025

Company	Product
Mitsubishi Tanabe	Radicava
Biogen	Qalsody
Amylyx	Relmyrio
Sanofi	Rilutek/Riluzole
Others	

- MARKET ACCESS
- MARKET ACCESS CHALLENGES
- 87% of commercial payers require prior authorization
 - Up to 40% of patients excluded due to strict eligibility
 - High patient burden: ~\$7,200/year in out-of-pocket costs
 - Shift to value-based contracts with 30-day efficacy checks
 - Barriers vary by payer type: Medicaid & Medicare show higher restrictions

