

SUMMER INTERNSHIP PROGRAM

at

Alchemver Groups

12Th of May 2024 – 25Th of July 2024

A REPORT BY

Narayan Samayajna Nayak

Master of Business Administration

Pharmaceutical Management

Roll no-0673

2024-26

Under the Mentorship of

Akshay Kumar Mishra

Associate Professor

IIHMR UNIVERSITY, JAIPUR



INTERNSHIP COMPLETION CERTIFICATE

DATE: -25-07-2025

This is to certify that Mr. Narayan Samayajna Nayak, currently pursuing an MBA in Pharmaceutical Management from **IIHMR UNIVERSITY, Jaipur**, was worked as a **Business Analyst Intern (Forecasting)** at **Alchemver** from **12 May to 25 July 2025**.

During this period, she demonstrated remarkable dedication, sincerity, and strong desire to learn. She exhibited exceptional coordination skills and effective communication abilities. Moreover, her attention to detail has been truly impressive.

She consistently approached new assignments and challenges with enthusiasm, showcasing her passion for her work. Her commitment and willingness to acquire new knowledge and skills were evident throughout her internship.

We extend our best wishes to her for a successful future and are confident that she will excel in all her endeavors.



Dinesh Pandey
Director
Alchemver



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Darjiling: 734005, West Bengal, India

IIHMR University Faculty Mentor Approval

This is to certify that **Mr. Narayan Samayajna Nayak** of academic year 2024-26 **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: 23/07/2025

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

Dr. Akshay Kumar Mishra

Associate Professor

IIHMR University, Jaipur

A History & Description

Alchemver is a healthcare and life sciences consulting firm founded in 2024 that focuses on combining human intelligence with cutting-edge technology. They offer consulting services, solutions, and products, with a human-first approach and expertise in areas like healthcare analytics, pharmaceutical forecasting, and competitive intelligence. Alchemver emphasizes a collaborative approach to help healthcare organizations make informed decisions and drive meaningful results.



Vision

"A data-driven, human-owned, machine-assisted approach to analysis and analytics."

Envision a future where data guides decisions, but the human intellect remains in control, ensuring purpose, empathy, and accountability. By leveraging the power of advanced machine learning and AI tools, we aim to augment human capability, not replace it creating a balanced analytical ecosystem where technology empowers people to make smarter, faster, and more meaningful decisions.

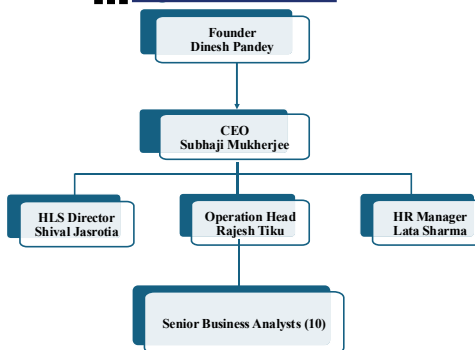


Mission

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

Committed to creating a future where human creativity, intuition, and expertise are enhanced not replaced by intelligent technologies. Our mission is to foster collaboration between people and machines to drive smarter decisions, deeper insights, and transformative outcomes across every domain we touch.

Organization Structure



SWOT Analysis



Strengths	Opportunities
- Expertise in pharma research & analytics. - Strong PPT-making and data visualization skills. - Timely, independent, and quality-driven execution. - Applied forecasting & modeling tools hands-on. - Quick learning and adaptability to complex topics.	- Rapid growth of data-driven roles in pharma consulting. - High demand for RWE, patient journey, and forecasting skills. - Opportunity to work on rare diseases and specialty therapies. - Tools like Power BI, Random Forest ML Model, TreeAge are in demand. - Scope for deeper engagement in global regulatory projects. - High need for market access analysts with forecasting experience.
Weaknesses	Threats
- Less primary data or stakeholder interaction. - Less exposure to cross-functional collaboration (sales, access teams). - Limited work on primary research methods or real-time patient data. - Initial struggle to apply statistical forecasting tools. - Limited exposure to pricing or market access strategy. - Overloaded with repetitive reporting tasks.	- Increasing competition from AI tools in market research. - Pressure on analysts to deliver faster insights from big data. - Limited availability of high-quality real-world datasets. - Regulatory and access hurdles in multiple geographies - Risk of over-reliance on secondary data sources. - Global uncertainties in drug pricing, reimbursement.



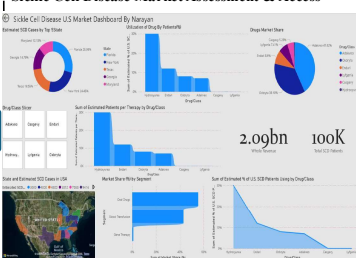
Learning during Internship

- Enhanced Excel and PowerPoint skills.
- Gained expertise in secondary market research across 30+ disease areas
- Learned to analyze and interpret clinical trial data, epidemiology, and treatment flows.
- Designed Power BI dashboards for disease insights and commercial analysis.
- Understood real-world data applications in patient journeys and market access and assessment of SCD, AML.
- Developed actionable strategic recommendations for pharmaceutical market research and healthcare services.
- Significantly improved market research, presentation and communication skills.



Project Assigned

Sickle Cell Disease Market Assessment & Access



AML Project – Overview

- Epidemiology & Incidence (2025 Data)
- Classification Systems
- Current Patient Journey & Therapy Pathway
- FDA-Approved Drugs & Outcomes.
- Pipeline & Market Dynamics



Objective

- Analyze disease epidemiology, patient journey, and treatment pathways for AML and SCD using latest clinical and market data.
- Evaluate approved therapies, pipeline drugs, and real-world access barriers including pricing, coverage, and clinical outcomes.
- Develop strategic insights and frameworks for market sizing, access planning, and commercialization of rare disease treatments.



Difference between practical exposure and theoretical understanding

Theoretical Understanding

- Classroom-based education.
- Fundamental theories.
- Market dynamics & Research.
- Data analysis.
- Pharmaceutical concepts.
- Epidemiology Concepts

Practical Exposure

- Direct industry projects.
- Real-time problem-solving.
- Conducted secondary research
- Utilizing practical tools
- Mapped FDA approvals, pipelines, and line-of-therapy strategies
- Patient flow, burden models (AML & SCD)



Challenges Faced During SIP

- Handling bulk weekly reports (5–10 per day, >50 total).
- Extracting reliable data from scattered online sources.
- Updating 757-page reports on oncology/hematology trials.
- Balancing volume and depth in report creation.
- Creating clean, decision-ready PPTs on tight deadlines.
- Translating clinical trial language into actionable insights.



Usefulness of Internship

- Applied pharma theory to real strategic projects
- Learned high-demand tools: Excel, Power BI
- Learned to structure and present strategic consulting reports and PPTs.
- Created consulting-level deliverables in rare diseases
- Strengthened RWE, HEOR, forecasting, and reporting skills
- Prepared for pharma analytics and market access roles



Suggestion

- Enhance communication and collaboration
- Explore primary data analysis to enhance reports.
- Implement initiatives to improve
- Start including strategic insights and key takeaways in future research.

Annexure E

1st Week Report

Name of the Organisation: Alchemver Groups

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

Name of the Student: Narayan Samayajna Nayak

Roll no: 0673

Stream: MBA Pharmaceutical Management

Week no: 1 From: 12 May 2025 to 16 May 2025

Activity Done	• Made Reports on Biotechnological Segments through Market Research • Also Made Reports on Pharmaceutical Sectors Disease Segments through Market Research. • Total 24 reports have been completed, Daily assigned to complete 5-10 reports. Worked on 2ndary research upon Bioreactors market by addressing antibody production, Bioprocessing market with waste management market share, then same with enzyme production market share, Bioreactors market share on process development, Bioprocessing for scale up technique • Then about vaccines market, Biologics market, bioprocessing in Regenerative medicines , mRNA vaccines market and what AI developed in vaccine preparation. • Then in Pharma segment made report on multiple disease segments like oncology ,Antiviral, Antihistaminic, Antidiarrheal, Antipsychotic, Antifungal, Alzheimer, Dermatology, Cardiovascular within market of hyperlipidaemic drugs market share, many more.
Linking theory (Classroom learning) with practice at your organisation	• I studied about Market research ,2ndary research. Microsoft Excel, Data Extraction from website.Working on it

Gaps identified on the working area.	• It was just the beginning, so everything was new. No major gap was noticed.
Suggestions for improvement	• I was settling in, so just focused on understanding things clearly. No improvement needed yet.
Plan for the next week	• Learn more about Pharma Market and Make useful Analysis of Data in different disease segment, to make understandable and impactful Reports.

Signature of the Student

Approved by the IIHMR University's Mentor

Annexure E

2nd Week Report

Name of the Organisation: Alchemver Groups

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

Name of the Student: Narayan Samayajna Nayak

Roll no: 0673

Stream: MBA Pharmaceutical Management

Week no: 2 From: 19May 2025 to 23 May 2025

Activity Done	• Made Reports on Pharmaceutical Sectors Disease Segments through Market Research. • Total 28 reports have been completed, daily assigned to complete 5-10 reports. • Worked on 2ndary research upon Global Dermatological Topicals Market, Global Immunotherapy Drugs Market, other Pharma segment. • Also made report on multiple disease segments like Global Opioid Painkillers Market • Global Rare Disease Drugs Market • Global Hepatitis C Drugs Market • Global Bone Density and Osteoporosis Drugs Market • Global Hypertension Treatment Drugs Market • Global Fertility Drugs Market • Global Targeted Therapy Drugs Market • Global Cardiovascular and Hyperlipidaemia Drugs Market, and many more. • In that, working on market value from different reports and extracted from sources and from that made insightful analysis of those data which shown the forecasting value of market according to consumer need effectively.
Linking theory (Classroom learning) with practice at your organisation	• I studied about Market research ,2ndary research. Microsoft Excel, Data Extraction from website • Working on it

Gaps identified on the working area.	• Research work was going smoothly, but I felt I could explore more topics.
Suggestions for improvement	• Next time, I'll try to include more case studies to get a better idea of the real-world pharma market.
Plan for the next week	• Learn more about Pharma Market and Make useful Analysis of Data in different disease segment, to make understandable and impactful Reports.

Signature of the Student

Approved by the IIHMR University's Mentor

Annexure E

3rd Week Report

Name of the Organisation: Alchemver Groups

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

Name of the Student: Narayan Samayajna Nayak

Roll no: 0673

Stream: MBA Pharmaceutical Management

Week no: 3 From: 26May 2025 to 30May 2025

Activity Done	• Working on specific Report about Oncology/Hematology disease segments. Found out different developments have been happening from 2018-2024 and till now. Modify the recent developments and trials, govt. submissions, like that. • Then Worked on ppt about implementation of Power BI in Pharma and what are the applications of power bi in pharma, whether about sales and marketing, supply chain, clinical trials and all. • In that elaborated about DAX, Given examples of Dashboards and insights about Data. After all, prepared a wonderful ppt for this and submitted.
Linking theory (Classroom learning) with practice at your organisation	• I studied about Market research ,2ndary research. Microsoft Excel, Data Extraction from website. Working on it • I have been making ppts for presentation in class from 1st module in first year, so I have experience to make insightful ppt.
Gaps identified on the working area.	• Going through huge disease data sometimes took a lot of time.
Suggestions for improvement	• I need to practice making short and clear presentations from big research data.

Plan for the next week	• Learn more about Pharma Market and Make useful Analysis of Data in different disease segment, to make understandable and impactful Reports.
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Annexure E

4th Week Report

Name of the Organisation: Alchemver Groups

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

Name of the Student: Narayan Samayajna Nayak

Roll no: 0673

Stream: MBA Pharmaceutical Management

Week no: 4 From: 2June 2025 to: 7June 2025

Activity Done	Working on specific Report about Oncology/Hematology disease segments. Found out different developments have been happening from 2018-2024 and till now. Modify the recent developments and trials, govt. submissions, like that. It was almost 757 pages to update and evaluate.
Linking theory (Classroom learning) with practice at your organisation	- I studied about Market research ,2ndary research. Microsoft Excel, Data Extraction from website. Working on it - I have been making ppts for presentation in class from 1st module in first year, so I have experience to make insightful ppt, reports.
Gaps identified on the working area.	Reading and updating a long 700+ page oncology report was quite tiring.
Suggestions for improvement	Breaking the report into parts or using a summary sheet first could save time and make it easier.
Plan for the next week	Learn more about Pharma Market and Make useful Analysis of Data in different disease segment, to make understandable and impactful Reports.

Signature of the Student

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Annexure E

5th Week Report

Name of the Organisation: Alchemver Groups

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

Name of the Student: Narayan Samayajna Nayak

Roll no: 0673

Stream: MBA Pharmaceutical Management

Week no: 5 From: 9June 2025 to 13June 2025

Activity Done	• I worked on ARIMA (AutoRegressive Integrated Moving Average), this is statistical model which used for univariate time series forecasting. • So, I have worked on ARIMA forecasting contents ppt .I collected a mock example of brand and it's sales data, so by taking previous datas apply ARIMA formula and this shown forecasted values, then compare with actual values and evaluate errors. • By that I implemented that mock example and made a good ppt on ARIMA and submitted to my industry mentor on time.
Linking theory (Classroom learning) with practice at your organisation	• I studied about Market research ,2ndary research. Microsoft Excel, Data Extraction from website. Working on it • I have been making ppts for presentation in class from 1st module in first year, so I have experience to make insightful ppt.
Gaps identified on the working area.	No gaps
Suggestions for improvement	No suggestions till now

Plan for the next week	• Learn more about Pharma Market and Make useful Analysis of Data in different disease segment, to make understandable and impactful Reports and Projects.
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Annexure E

6th Week Report

Name of the Organisation: Alchemver Groups

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

Name of the Student: Narayan Samayajna Nayak

Roll no: 0673

Stream: MBA Pharmaceutical Management

Week no: 6 From: 16June 2025 to 20June 2025

Activity Done	• I worked on AML(Acute Myeloid Leukemia), Basically what are the new developments happened , did market research and made PPT on this . • So, I have worked on AML contents ppt .I collected new developments happened in 2024-25 from govt websites and marked in ppt with sources. • It almost 31 pages , all contents put on ppt like phase 1, 2, 3 approved drugs for AML and all charts for new developments.
Linking theory (Classroom learning) with practice at your organisation	• I studied about Market research ,2ndary research. Microsoft Excel, Data Extraction from website. Working on it • I have been making ppts for presentation in class from 1st module in first year, so I have experience to make insightful ppt.
Gaps identified on the working area.	• Finding new and latest info on AML took time.
Suggestions for improvement	• I should start keeping a simple tracker to note pipeline drug updates regularly.

Plan for the next week	• Learn more about Pharma Market and Make useful Analysis of Data in different disease segment, to make understandable and impactful Reports.
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Annexure E

7th Week Report

Name of the Organisation: Alchemver Groups

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

Name of the Student: Narayan Samayajna Nayak

Roll no: 0673

Stream: MBA Pharmaceutical Management

Week no: 7 From: 23June 2025 to 27June 2025

Activity Done	• I worked on <u>Patient based and Disease Model</u> , did market research and made PPT on this . • So, I have worked on Tree age pro model contents .I collected about Palantair Foundary forecasting model and comparison between them. • And make a mock RWD metrics Dashboard which shows about adherence of medication by patients and disease model.
Linking theory (Classroom learning) with practice at your organisation	• I studied about Market research ,2ndary research. Microsoft Excel, Data Extraction from website. Working on it • I have been making ppts for presentation in class from 1st module in first year, so I have experience to make insightful ppt.
Gaps identified on the working area.	No gaps
Suggestions for improvement	• If I can get sample data from teams, it would help make more realistic and useful dashboards.
Plan for the next week	• Learn more about Pharma Market and Make useful Analysis of Data in different disease segment, to make understandable and impactful Reports.

Signature of the Student

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Annexure E

8th Week Report

Name of the Organisation: Alchemver Groups

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

Name of the Student: Narayan Samayajna Nayak

Roll no: 0673

Stream: MBA Pharmaceutical Management

Week no: 8 From: 31June 2025 to 04July 2025

Activity Done	• I worked on mentioning data on colleges, did market research and made excel file. • So, I have worked and continuing working on project Market Assesment and Market access of Sickle cell Disease in U.S Market.I collected data about Prevelence rate, market size and forecast the data for next 12 years and uses treatments for disease. • And continuing working on that project to gaining more information about disease.
Linking theory (Classroom learning) with practice at your organisation	• I studied about Market research ,2ndary research. Microsoft Excel, Data Extraction from website. Working on it • I have been making ppts for presentation in class from 1st module in first year, so I have experience to make insightful ppt.
Gaps identified on the working area.	• It was hard to find updated numbers for Sickle Cell Disease.
Suggestions for improvement	• I can look at global sources like WHO or CDC next time for the latest information.

Plan for the next week	• Learn more about Pharma Market and Make useful Analysis of Data in different disease segment, to make understandable and impactful Reports and Project.
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Signature of the Student

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Annexure E

9th Week Report

Name of the Organisation: Alchemver Groups

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

Name of the Student: Narayan Samayajna Nayak

Roll no: 0708

Stream: MBA Pharmaceutical Management

Week no: 9 From: 07July 2025 to 11July 2025

Activity Done	• I have worked and continuing working on project Market Assesment and Market access of Sickle cell Disease in U.S Market.I collected data about Prevelence rate, market size and forecast the data for next 12 years and uses treatments for disease. • And continuing working on that project to gaining more information about disease.
Linking theory (Classroom learning) with practice at your organisation	• I studied about Market research ,2ndary research. Microsoft Excel, Data Extraction from website. Working on it • I have been making ppts for presentation in class from 1st module in first year, so I have experience to make insightful ppt.
Gaps identified on the working area.	• No gaps
Suggestions for improvement	• I should try using Excel formulas or shortcuts to make things faster and more accurate.
Plan for the next week	• Learn more about Pharma Market and Make useful Analysis of Data in particular disease segment, to make understandable and impactful project.

Signature of the Student

Approved by the IIHMR University's Mentor

Annexure E

10th Week Report

Name of the Organisation: Alchemver Groups

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

Name of the Student: Narayan Samayajna Nayak

Roll no: 0673

Stream: MBA Pharmaceutical Management

Week no: 10

From: 14July 2025 to 18July 2025

Activity Done	• I have worked on project Market Assessment and Market access of Sickle cell Disease in U.S Market. I collected data about Prevalence rate, market size and forecast the data for next 12 years and uses treatments for disease. • Also worked on 2ndary research and data collection of Epilepsy and centre data with analysis and control. Then collected about quality checks for data integrity, submitted structured ppt to my mentor on time.
Linking theory (Classroom learning) with practice at your organisation	• I studied about Market research ,2ndary research. Microsoft Excel, Data Extraction from website. Working on it • I have been making ppts for presentation in class from 1st module in first year, so I have experience to make insightful ppt.
Gaps identified on the working area.	• While working on epilepsy research, it was tough to double-check the data.
Suggestions for improvement	• I'll focus more on using reliable websites and cross-checking facts before adding them to reports.
Plan for the next week	• Learn more about Pharma Market and Make useful Analysis of Data in particular disease segment, to make understandable and impactful project.

Signature of the Student

Approved by the IIHMR University's Mentor

Annexure F

Compiled Reporting Format

Name of the Organisation: Alchemver Groups

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

Name of the Student: Narayan Samayajna Nayak

Roll no:0673

Stream: MBA Pharmaceutical Management

Activity Done	• In the first two weeks, I attended orientation and learned about the company Alchemver Groups Consulting and the kind of work I would be doing. I made 50+ reports through secondary research about the biotech and pharmaceutical sectors. These reports covered topics like biologics, vaccines, bioprocessing, and different disease areas such as oncology, Alzheimer's, antifungal, and cardiovascular. I also explored how bioreactors and enzymes work in pharma. I used Excel and collected data from trusted websites to support my reports. • I focused on oncology and hematology disease areas. I worked on a PowerPoint presentation showing new developments from 2018 to 2024, including new drug approvals and clinical trial phases. I also worked on a Power BI project to explain how data visualization helps in pharma decision-making for marketing, clinical trials, and operations. • This week I learned about time-series forecasting using the ARIMA model. I created a mock sales dataset, applied the ARIMA formula, and forecasted future values. I also checked how accurate the forecast was by comparing it to real values. All of this was presented in a well-designed PPT. • I worked on a detailed presentation about Acute Myeloid Leukemia (AML). I researched all the major updates from 2024–25, including approved drugs in Phases 1, 2, and 3, government submissions, and market data. I created a 31-slide presentation with sources and data charts. • This week was about understanding patient journeys and disease modeling. I worked on TreeAge and Palantir Foundry model comparisons and created a dashboard showing medication adherence. I learned how these tools help forecast outcomes in the pharma sector. • I started working on the Sickle Cell Disease (SCD) market. I collected data on prevalence, treatments, and projected market size in the U.S. I also collected college data for a separate Excel file. The focus was to prepare for a full market access and assessment project.
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	• I continued working on the SCD market project. I did deeper research to understand the current treatment landscape and access barriers. My aim was to build an understanding of how SCD impacts patients and how pharma companies can improve access. • In my last week, I completed the SCD project and started secondary research on Epilepsy. I collected centre-wise data, created analysis sheets, and worked on quality control of data. I also learned about SEO how to use keywords to improve visibility of products online. I had short meetings with the sales, marketing, and digital teams to understand how they work together.
Linking theory (Classroom learning) with practice at your organisation	• I used the research skills learned in class to collect trusted data and make reports on diseases and drugs during my internship. • Topics like market access and forecasting from class helped me while working on projects like AML and SCD. • Tools like Excel, PowerPoint, and Power BI that we learned in theory were used by me to create real dashboards and presentations. • Concepts like cost-effectiveness from health economics helped me understand patient modeling tools like TreeAge and Palantir.
Gaps identified on the working area.	• In the beginning, there were no display posters or brochures for some product research, which made visibility tough. • Some customer insights were hard to gather due to limited direct access. • It was sometimes difficult to collect recent trial data from government sites. • Understanding advanced forecasting methods needed extra self-study.
Suggestions for improvement	• Ensure more visual tools (charts, posters) for data presentation. • Have more inter-departmental learning sessions for students. • Create structured follow-up for feedback after report submissions. • Provide beginner training for tools like TreeAge and ARIMA.
Key Learnings	• I got much better at using Excel and PowerPoint through regular practice. • I did deep research on more than 30 disease areas, which helped me understand the pharma market better. • I learned how to read and explain clinical trial data, disease patterns, and how treatments are given to patients. • I made Power BI dashboards that showed clear insights into diseases and how they affect business.

	• I understood how real-world data is used in tracking patient journeys and checking access to treatment, especially for diseases like SCD and AML. • I gave useful suggestions to help with pharma research and healthcare planning. • My skills in market research, presenting ideas, and talking confidently improved a lot.
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Signature of the Student

Approved by the IIHMR University's Mentor