

SUMMER INTERNSHIP PROGRAM

at

ALCHEMVER

From 12th May 2025 to 25th July 2025

A REPORT BY

Manashvi Gangrade

Master of Business Administration

Pharmaceutical Management

Roll no-0665

2024-26

under the Mentorship of
Dr. Sudhinder Singh Chowhan
(Associate Professor)

IIHMR University, Jaipur



INTERNSHIP COMPLETION CERTIFICATE

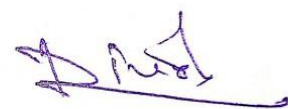
DATE: -25-07-2025

This is to certify that Ms. Manashvi Gangrade, 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 Ms. Manashvi Gangrade of academic year 2024-26 of School of Pharmaceutical Management has prepared a poster with respect to her summer internship held during May-July 2025.

she has carried out work as per the guidelines. Her poster is approved for presentation

Date:

A handwritten signature in blue ink, appearing to read 'Sudhinder Singh Chowhan', written over a horizontal line.

(Signature of Faculty Mentor)

Name: **Dr. Sudhinder Singh Chowhan**

Designation: **Associate Professor,
IIHMR University, Jaipur**



Market Assessment & Access in Hypophosphatasia: Insights into a Rare Bone Disorder Segment

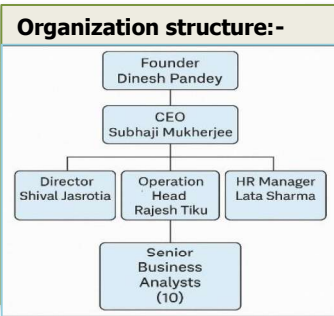


About Company:- Alchemver is a Pune-based life sciences consulting and analytics firm that combines advanced artificial intelligence with human expertise to support the pharmaceutical, biotechnology, and healthcare industries. The organization focuses on delivering value-driven solutions in areas such as forecasting, health economics and outcomes research, and sales analytics.

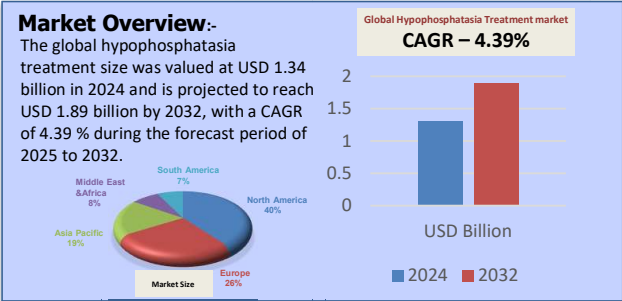
Alchemver provides strategic, data-backed insights that enable informed decision-making. What sets the company apart is its unique approach of integrating machine intelligence with ethical and context-rich human judgment, ensuring relevance and impact

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

Mission:- Elevate human intelligence assisted with latest technology creating a sum greater than its parts.



Project Description:- This project provides a comprehensive overview of Hypophosphatasia (HPP), a rare bone disorder, focusing on its disease characteristics, epidemiology, and current market landscape. It further delves into a detailed market assessment and access analysis, evaluating treatment availability, regulatory pathways, and access challenges. By combining clinical and commercial insights, the study highlights key opportunities and barriers in advancing therapeutic reach within the rare disease segment.



Strengths ❖ Technology-first model tailored for healthcare and life sciences ❖ Strong focus on innovation and AI-driven solutions	Weakness ❖ Limited brand visibility in a competitive market ❖ High dependency on evolving tech capabilities
Opportunity ❖ Rising demand for AI and analytics in rare diseases and pharma ❖ Potential for global expansion through strategic partnerships	Threats ❖ Intense competition from established consulting and AI firms ❖ Regulatory and data compliance risks in healthcare sectors

TOWS Analysis	Opportunities (O)	Threats (T)
Strengths (S)	❖ We can use our AI and tech strengths to make a real impact in rare disease analytics.	❖ Our innovation edge helps us stay ahead of competitors and navigate regulations.
Weaknesses (W)	❖ Partnering with known players can help us grow visibility and sharpen our tech game.	❖ Expanding our services and staying compliant helps us manage industry risks.

Theoretical Exposure ❖ Understanding concepts, principles, and theories through study ❖ Knowledge of market trends, growth drivers, and industry challenges ❖ Familiarity with treatment protocols and product usage ❖ Builds foundational understanding and analytical thinking	Practical Exposure ❖ Applying concepts in real-world scenarios through hands-on tasks ❖ Conducted market research and implemented forecasting techniques ❖ Researched emerging trends and unmet needs across therapeutic areas ❖ Enhances skills and bridges the gap between theory and practice
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Major Learnings during Internship:-

- ❖ Skill & Professional Development
- ❖ Industry Exposure & Practical Experience
- ❖ Research Proficiency & Strategic Intelligence Building

Challenges faced during internship:-

- ❖ Extracting Data through Secondary Research
- ❖ Data Accuracy and Reliability
- ❖ Technical Issues
- ❖ Communication Barriers
- ❖ Ethical Considerations
- ❖ Resource Constraints

Suggestions :-

- ❖ Establish regular in-person team meetings for better coordination and communication.
- ❖ Set clear and achievable project timelines to ensure productivity.
- ❖ Adopt a collaborative official platform for reporting and project management.

Name - Manashvi Gangrade
Stream - MBA-PM16
Roll no - 0665
University mentor - Dr Sudhinder Singh Chowhan
Organization mentor - Mr. Dinesh Pandey

Reporting Format (Weekly)

Name of the Organisation: Alchemver

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

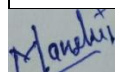
Name of the Student: Manashvi Gangrade

Roll no: 0665

Stream: MBA-PM (Batch-16)

Week no: 01 **From:** ...12/05/25.....to.....16/05/25.....

Activity Done	• Induction program • Interaction with mentors • Market research on the healthcare segment focused on global market • Secondary Research
Linking theory (Classroom learning) with practice at your organisation	• Research Methodology • Market Outlook • Market trend analysis • Market Segmentation Analysis • Market Competitive Landscape
Gaps identified on the working area.	• All was good
Suggestions for improvement	• As per my opinion till now no need for improvement
Plan for the next week	• Will continue detailed market research on the healthcare segment focused on global market.



Signature of the Student

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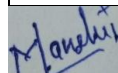
Name of the Student: Manashvi Gangrade

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Stream: MBA-PM (Batch-16)

Week no: 02 **From:** ...19/05/25.....**to.....**23/05/25.....

Activity Done	• Comprehensive Global Market Research on the Healthcare Sector • Estimated the overall market size and projected its future growth trends. • Reviewed data forecasts specifically for the years 2025 and 2032. • Calculated the Compound Annual Growth Rate (CAGR) and provided a detailed interpretation of its implications.
Linking theory (Classroom learning) with practice at your organisation	• Classroom methodologies were applied to estimate the market size and anticipate future growth patterns. • Forecasting techniques
Gaps identified on the working area.	• No gaps found apart from the physical interaction with the team because of Work from Home format
Suggestions for improvement	• Interaction with the Interns can be increased.
Plan for the next week	• On Monday meeting will be arranged in which the schedule of the whole will be discussed with us.



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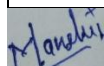
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Stream: MBA-PM (Batch-16)

Week no: 03 **From:** ...26/05/25.....to.....30/05/25.....

Activity Done	• Worked on a detailed report under the Therapeutic Outlook segment, focusing on the area of Orphan Diseases. • The report spans six key areas: ➤ 1) Bone Disorders ➤ 2) Complement System Disorders ➤ 3) Cystic Fibrosis ➤ 4) Hereditary Angioedema ➤ 5) Lysosomal Storage Disorders ➤ 6) Neurological & Neuromuscular Disorders.
Linking theory (Classroom learning) with practice at your organisation	• Market Assessment & Forecasting • Market Analysis • Strategy and Secondary Research • Validation & Profiling
Gaps identified on the working area.	• No gaps found apart from the physical interaction with the team because of Work from Home format.
Suggestions for improvement	• Interaction with the interns can be increased.
Plan for the next week	• On Monday meeting will be arranged in which the schedule of the whole will be discussed with us.



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Reporting Format (Weekly)

Name of the Organisation: Alchemver

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

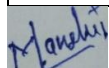
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Stream: MBA-PM (Batch-16)

Week no: 04 **From:** ...02/06/25.....to.....06/06/25.....

Activity Done	• Worked on Project titled "Analog Analysis and Attribute Analysis Using AI" • In the context of healthcare and pharma, with a focus on real-world forecasting.
Linking theory (Classroom learning) with practice at your organisation	• Secondary Research • AI-based analysis to real-world healthcare forecasting. • Using modeling and validation
Gaps identified on the working area.	• No gaps found apart from the physical interactions with the team because of work of home format.
Suggestions for improvement	• Interaction with the interns can be increased.
Plan for the next week	• On Monday meeting will be arranged in which the schedule of the whole will be discussed with us.



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Reporting Format (Weekly)

Name of the Organisation: Alchemver

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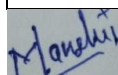
Name of the Student: Manashvi Gangrade

Roll no: 0665

Stream: MBA-PM (Batch-16)

Week no: 05 **From:** ...09/06/25.....to.....14/06/25.....

Activity Done	• Worked on a Project titled "Oncology Forecasting" • This project covers: ➤ Market overview and current landscape ➤ Key challenges ➤ 5 essential dimensions of oncology forecasting ➤ Forecasting models, tools and technologies ➤ Detailed case study to illustrate real-world application.
Linking theory (Classroom learning) with practice at your organisation	• Research methodology • Patient segmentation • Forecasting models • Forecasting tools and techniques
Gaps identified on the working area.	• No gaps found apart from the physical interactions with the team because of work of home format.
Suggestions for improvement	• Earlier, interaction was limited, but it has now improved significantly.
Plan for the next week	• On Monday meeting will be arranged in which the schedule of the whole will be discussed with us.



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Reporting Format (Weekly)

Name of the Organisation: Alchemver

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

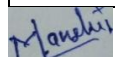
Name of the Student: Manashvi Gangrade

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Stream: MBA-PM (Batch-16)

Week no: 06 **From:** ...16/06/25.....to.....21/06/25.....

Activity Done	• Worked on project of Market assessment of Gastric cancer, with a focus on the U.S. landscape. • Conducted in-depth research: ➤ Disease overview ➤ Current incidence and mortality trends ➤ Treatment algorithms, Patient journey and flow projections for 2025 ➤ Epidemiology assessment, and the current standard of care in the U.S. market
Linking theory (Classroom learning) with practice at your organisation	• Secondary Research • Market forecasting & Market trends • Disease epidemiology & Analysis
Gaps identified on the working area.	• No gaps found apart from the physical interactions with the team because of work of home format.
Suggestions for improvement	• Some guidance regarding market analysis should be provided.
Plan for the next week	• On Monday meeting will be arranged in which the schedule of the whole will be discussed with us.



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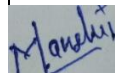
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Stream: MBA-PM (Batch-16)

Week no: 07 **From:** ...23/06/25.....**to.....**27/06/25.....

Activity Done	• Developed a Comprehensive Deck on: • 1) Specialty Pharmacy ➤ Covers applications in pharma analytics, Measures dimensions & KPIs and Case-based Insights • 2) Open-Source vs Custom Solutions ➤ Covers R/Python libraries and Cloud platforms
Linking theory (Classroom learning) with practice at your organisation	• Secondary Research • Pharma analytics • healthcare systems
Gaps identified on the working area.	• No gaps found apart from the physical interactions with the team because of work of home format.
Suggestions for improvement	• None as of now
Plan for the next week	• On Monday meeting will be arranged in which the schedule of the whole will be discussed with us.



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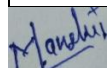
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Roll no: 0665

Stream: MBA-PM (Batch-16)

Week no: 08 **From:** ...30/06/25.....to.....04/07/25.....

Activity Done	• Compiled a Structured Dataset of Pharmaceutical Colleges in Karnataka. • Collected and organized verified information including: ➤ College names ➤ Official websites ➤ LinkedIn profiles ➤ Contact numbers from official sources
Linking theory (Classroom learning) with practice at your organisation	• Data management • Research methodology • Data sourcing & Validation
Gaps identified on the working area.	• No gaps found apart from the physical interactions with the team because of work of home format.
Suggestions for improvement	• None as of now
Plan for the next week	• On Monday meeting will be arranged in which the schedule of the whole will be discussed with us.



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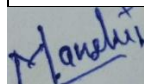
Name of the Student: Manashvi Gangrade

Roll no: 0665

Stream: MBA-PM (Batch-16)

Week no: 09 **From:** ...07/07/25.....to.....11/07/25.....

Activity Done	• Created a deck on Core BD Responsibilities (MSA focused) & Key strategies to secure MSAs. • Working on Hypophosphatasia project comes under rare bone disorder segment with the focus on U.S Landscape.
Linking theory (Classroom learning) with practice at your organisation	• Secondary Research • Research methodology
Gaps identified on the working area.	• No gaps found apart from the physical interactions with the team because of work of home format.
Suggestions for improvement	• None as of now
Plan for the next week	• Will be continuing with this hypophosphatasia (rare bone disorder) project itself.



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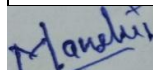
Name of the Student: Manashvi Gangrade

Roll no: 0665

Stream: MBA-PM (Batch-16)

Week no: 10 **From:** ...14/07/25.....to.....25/07/25.....

Activity Done	• Worked on Hypophosphatasia project comes under rare bone disorder segment (orphan disease) with the focus on U.S Landscape. • This project covers: ➤ Overview of disease ➤ Disease Epidemiology ➤ Current treatment landscape ➤ Market Assessment ➤ Market Access ➤ Global market overview
Linking theory (Classroom learning) with practice at your organisation	• Secondary Research • Pharmacology • Market trend analysis & Market access strategy • Market Overview
Gaps identified on the working area.	• This week no gap was identified.
Suggestions for improvement	• None as of now
Plan for the next week	• None as of now



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Compiled Reporting Format

Name of the Organisation: Alchemver

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

Name of the Student: Manashvi Gangrade

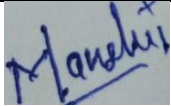
Roll no: 0665

Stream: MBA-PM16

Activity Done	Over the course of ten weeks, I had the opportunity to work on a wide variety of projects that expanded my understanding of market research in the healthcare and pharmaceutical sector: • Participated in an induction program and interacted with mentors to understand the company's expectations and working environment. • Conducted global market research focused on healthcare trends, growth projections, and calculated CAGR. • Developed a detailed Therapeutic Outlook report on Orphan Diseases including bone disorders, cystic fibrosis, and lysosomal storage diseases. • Worked on the "Analog Analysis and Attribute Analysis Using AI" project, applying AI-based tools for real-world forecasting in pharma. • Contributed to an Oncology Forecasting project covering market trends, patient flow, and treatment modeling. • Conducted a comprehensive market assessment of gastric cancer in the U.S., covering epidemiology, standard of care, and treatment algorithms. • Created insightful decks on Specialty Pharmacy and on comparing Open-Source vs Custom Data Solutions. • Compiled and verified a structured dataset of over 150 pharmaceutical colleges in Karnataka. • Developed BD strategy decks focusing on Master Service Agreements (MSAs). • Engaged in a deep-dive project on Hypophosphatasia, focusing on U.S. market access and rare bone disorder dynamics.
Linking theory (Classroom learning) with practice at your organisation	Throughout this internship, I was able to successfully bridge theoretical knowledge from my MBA coursework with real-world applications: Research Methodology: Applied in data collection, secondary research, market sizing, and forecasting. • Market Segmentation and Competitive Analysis: Used in orphan disease and oncology projects to assess disease burden, treatment options, and competitive landscape. • Forecasting Techniques: Developed growth projections for markets like gastric cancer and oncology using

	CAGR, scenario planning, and modeling. • Pharmacology and Epidemiology: Incorporated into disease-specific projects to understand treatment algorithms and standard care protocols. • Data Management and Validation: Key in compiling datasets like pharmaceutical colleges' information and patient journeys. • Market Access and Strategy Formulation: Practical exposure through MSA strategies and market access plans for rare diseases. • AI Tools and Healthcare Analytics: Utilized in the AI-driven analog/attribute analysis project to create future-focused forecasting frameworks.
Gaps identified on the working area.	While the internship experience was largely smooth and enriching, the following areas were noted as potential gaps: • Limited Physical Interaction: The work-from-home format sometimes restricted spontaneous team collaboration and learning through informal exchanges. • Initial Communication Hurdles: In the early weeks, intern interaction was limited, but it gradually improved through regular Monday meetings. • Guidance on Market Analysis: In some phases, additional structured guidance or review on complex analytical tasks would have enhanced learning further.
Suggestions for improvement	Based on my experience, the following suggestions could enhance future internship experiences: • Enhanced Virtual Engagement: Conducting weekly virtual brainstorming or learning sessions beyond scheduled meetings could foster better team bonding and knowledge sharing. • More Mentorship Touchpoints: Regular one-on-one check-ins with project mentors could help interns stay aligned and deepen their understanding of assigned tasks. • Collaborative Projects Among Interns: Assigning interns cross-functional mini-projects may enhance teamwork and practical exposure.
Key Learnings	This internship has been a significant stepping stone in my professional development. Key takeaways include: • Gained hands-on experience in market research within the healthcare and pharmaceutical industries. • Learned to translate complex datasets and theoretical insights into actionable market strategies. • Developed skills in forecasting, epidemiology analysis, competitive benchmarking, and business development planning.

	• Enhanced proficiency in secondary research, AI-driven analytical tools, and presentation building. • Built a practical understanding of how strategic decisions in pharma are informed by market insights and data-driven analysis.
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Signature of the Student

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