

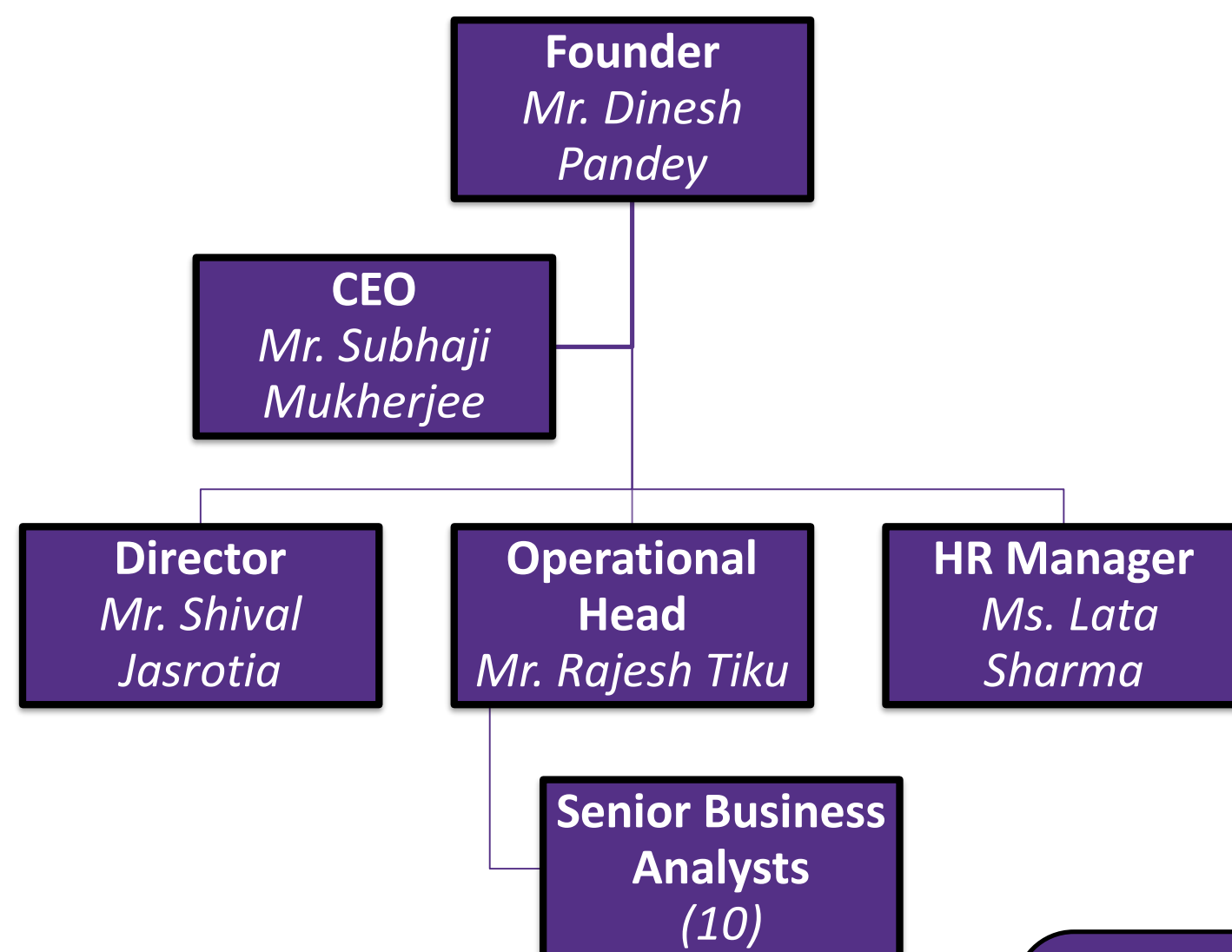
CAH MARKET and THERAPEUTIC LANDSCAPE

University Mentor : Dr. Saurabh Kumar Banerjee (Dean -SPM, IIHMR University, Jaipur)



Alchemver is a strategic life sciences consultancy that was established in 2021, providing pharmaceutical forecasting, market access, and HEOR capabilities. It follows a "Human Intelligence-First" philosophy by integrating AI-driven solutions and human expertise to assist global biopharma enterprises in drug development, commercialization, and market strategy.

ORGANISATION STRUCTURE



MISSION

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

VISION

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

INTERNSHIP PROJECT- Market Assessment of Congenital Adrenal Hyperplasia (CAH)

The project delivers an evidence-backed analysis of the CAH market, spotlighting unmet clinical needs, diagnostic inefficiencies, and payer-driven access dynamics. With the entry of *Crinercerfont* disrupting a 70-year therapeutic status quo, the study maps market entry levers, reimbursement scenarios, and competitive intelligence to inform go-to-market strategy for rare endocrine disorders.

SWOT ANALYSIS

STRENGTHS

- Alchemver positions itself as placing human wisdom ahead of adding tech.
- Profound penetration in AI/ML, predictive analysis, GenAI, BI, SQL, R/Python and cloud platforms.

WEAKNESSES

- In the process of developing name recognition compared to larger consultancies.
- High-scale growth without quality dilution may put margins under pressure.

OPPORTUNITIES

- Growing pharma need for hybrid AI-human processes provides them with a strong differentiation advantage.
- Surf the digital change wave against companies starved of automation.

THREATS

- Big-tech global companies or AI start-ups might undermine their value proposition/aggressively poach AI talent.
- Life-sciences healthcare consulting can cause expensive blunders.

THEORETICAL CONCEPTS

- Generative AI-Powered Forecasting
- Market Access and Analysis
- Health Economics and Outcomes Research

PRACTICAL APPLICATION

- Generating multiple uptake scenarios
- Mapping access barriers
- Estimating cost offsets from avoiding crisis and hospitalizations

LEARNINGS DURING INTERNSHIP

- Pharmaceutical Forecasting Techniques
- Health Economics and Outcomes Research (HEOR)
- Generative AI in Pharma Consulting

CHALLENGES DURING INTERNSHIP

- Navigating Complex Rare Disease Data
- Understanding US Reimbursement Ecosystem
- Adapting to Real-world Consulting Flow

SIP Organization : Alchemver

Industry Mentor : Mr Dinesh Pandey (Founder, Alchemver)

Presented By : Aishwarya Agarwal

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