

SUMMER INTERNSHIP PROGRAM

at

Alchemver



12th May 2025 - 25th July 2025

A REPORT BY

Aishwarya Agarwal

Master of Business Administration

School of Pharmaceutical Management

Roll no 0600

2024-26

under the Mentorship of

Dr. Saurabh Kumar Banerjee



INTERNSHIP COMPLETION CERTIFICATE

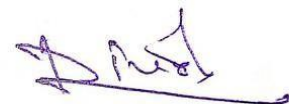
DATE: -25-07-2025

This is to certify that Ms. Aishwarya Agarwal, currently pursuing an MBA in Pharmaceutical Management from **IIHMR UNIVERSITY, Jaipur**, was working 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



+91-9900400855



contact@alchemver.com



www.alchemver.com

110, S.F Road, Siliguri Bazar, Siliguri,
Darjiling: 734005, West Bengal, India

IIHMR University Faculty Mentor Approval

This is to certify that **Ms. Aishwarya Agarwal** of academic year 2024-26 **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: 30/07/2025

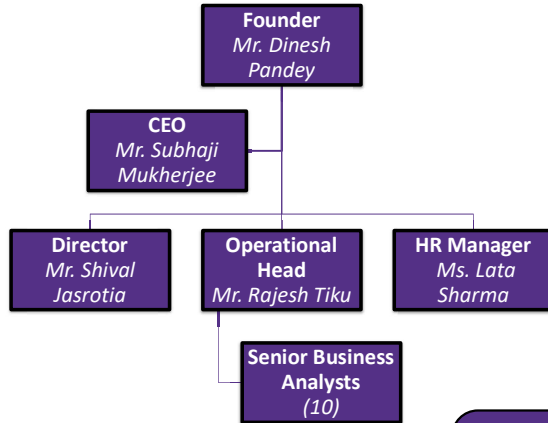
A blue ink signature of Dr. Saurabh Kumar Banerjee, consisting of stylized initials and a long horizontal stroke.

Dr. Saurabh Kumar Banerjee
Dean SPM

CAH MARKET and THERAPEUTIC LANDSCAPE

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

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.

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



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.

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 *Crinicerfont* 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.

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

Roll No. : 0600

Stream : MBA PM16



Reporting Format (Weekly)

Name of the Organisation: Alchemver

Area/ Department/ Project of Summer Internship Program: Pharma Consulting

Name of the Student: Aishwarya Agarwal

Roll no: 0600 Stream: Pharmaceutical Management

Week no: 01 From: 12/05/2025 to 16/05/2025

Activity Done	Preparation of Syndicate and Intelli Reports about various small industries that come under a single domain within a pharmaceutical industry such as • Global AI-Powered Pharma Automation Market • Global Pharma Cold Chain Automation Market • Global Automated Injectable Drug Manufacturing Market • Global Automated Tablet Coating System Market • Global Pharma Automation for Compliance Monitoring Market
Linking theory (Classroom learning) with practice at your organisation	Utilizing the concept of market analytics such as market size, overview, segmentation, targeting and driving factors along with studying the opportunities provided by each industry.
Gaps identified on the working area.	Insufficient data or inaccuracies can cause errors in the market analysis of each industry. Limited awareness of the industry-specific regulations can cause difficulties in forecasting future trends in the market.
Suggestions for improvement	Implementation of a digital solution for a centralized data-management system that provides a well-defined market report.
Plan for the next week	Conduct Competitor Analysis of all the industries with each other on the basis on industry type, regulatory requirements, and advancement with automation.

Signature of the Student



Approved by the IIHMR University's Mentor

On the last day of every week (Saturday) the report in the above format should be submitted to the faculty mentor. Submission of a total of 10 reports in 10 weeks is compulsory. Each report should not be more than 2 pages.

Reporting Format (Weekly)

Name of the Organisation: Alchemver

Area/ Department/ Project of Summer Internship Program: Pharma Consulting

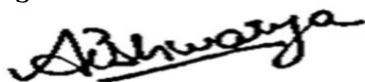
Name of the Student: Aishwarya Agarwal

Roll no: 0600 Stream: Pharmaceutical Management

Week no: 02 From: 19/05/2025 to 23/05/2025

Activity Done	Preparation of Syndicate Reports about various small industries that come under a single domain within a pharmaceutical industry. • Global Cloud-Based Automation in Pharma Market • Global Pharma Automation in Pharmacovigilance Market • Global Intelligent Process Automation in Pharmaceuticals Market • Global Automated Pharma Batch Record Management Market • Global Pharma Automation for Regulatory Documentation Market
Linking theory (Classroom learning) with practice at your organisation	Utilizing the concept of market analytics such as market size, overview, segmentation, targeting and driving factors along with studying the opportunities provided by each industry.
Gaps identified on the working area.	Insufficient data or inaccuracies can cause errors in the market analysis of each industry. Limited awareness of the industry-specific regulations can cause difficulties in forecasting future trends in the market.
Suggestions for improvement	Implementation of a digital solution for a centralized data-management system that provides a well-defined market report.
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Name of the Organisation: Alchemver

Area/ Department/ Project of Summer Internship Program: Pharma Consulting

Name of the Student: Aishwarya Agarwal

Roll no: 0600 **Stream:** Pharmaceutical Management

Week no: 03 **From:** 26/05/2025 to 30/05/2025

Activity Done	Preparation of Executive Summary about various chronic diseases that navigate the pharmaceutical market. Applications of R-language in Pharma Analytics.
Linking theory (Classroom learning) with practice at your organisation	Utilizing the concept of disease overview and market analytics such as market size, segmentation, and driving factors along overall worldwide scenario. Influence of AI in forecasting future sales and data.
Gaps identified on the working area.	Insufficient data or inaccuracies can cause errors in the market analysis of each industry. Limited awareness of the industry-specific regulations related to AI can cause difficulties in forecasting future trends in the market.
Suggestions for improvement	Implementation of a digital solution for a centralized data-management system that provides a well-defined market report.
Plan for the next week	Conducting research on the influence of AI in pharmaceutical industry with its regulatory requirements and advancement with automation.

Signature of the Student



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Area/ Department/ Project of Summer Internship Program: Pharma Consulting

Name of the Student: Aishwarya Agarwal

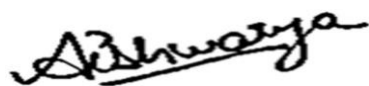
Roll no: 0600

Stream: Pharmaceutical Management

Week no: 04 **From:** 02/06/2025 to 06/06/2025

Activity Done	Preparation of Executive Summary about various chronic diseases that navigate the pharmaceutical market. Applications of R-language in Pharma Analytics.
Linking theory (Classroom learning) with practice at your organisation	Utilizing the concept of disease overview and market analytics such as market size, segmentation, and driving factors along overall worldwide scenario. Influence of AI in forecasting future sales and data.
Gaps identified on the working area.	Insufficient data or inaccuracies can cause errors in the market analysis of each industry. Limited awareness of the industry-specific regulations related to AI can cause difficulties in forecasting future trends in the market.
Suggestions for improvement	Implementation of a digital solution for a centralized data-management system that provides a well-defined market report.
Plan for the next week	Conducting research on the influence of AI in pharmaceutical industry with its regulatory requirements and advancement with automation.

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Reporting Format (Weekly)

Name of the Organisation: Alchemver

Area/ Department/ Project of Summer Internship Program: Pharma Consulting

Name of the Student: Aishwarya Agarwal

Roll no: 0600

Stream: Pharmaceutical Management

Week no: 05 **From:** 09/06/2025 to 13/06/2025

Activity Done	Preparation of Reports and PowerPoint Presentation about various forecasting methods for rare diseases within a pharmaceutical industry.
Linking theory (Classroom learning) with practice at your organisation	Utilizing the concept of market analytics, machine learning, forecasting methods with studying the opportunities provided by each industry.
Gaps identified on the working area.	Insufficient data or inaccuracies can cause errors in the market analysis of each industry. Limited awareness of the industry-specific regulations can cause difficulties in forecasting future trends in the market.
Suggestions for improvement	Implementation of a digital solution for a centralized data-management system that provides a well-defined market report.
Plan for the next week	Conducting research of all the industries with impact of forecasting tools on the basis on industry type, regulatory requirements, and advancement with automation.

Signature of the Student



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Reporting Format (Weekly)

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Area/ Department/ Project of Summer Internship Program: Pharma Consulting

Name of the Student: Aishwarya Agarwal

Roll no: 0600 **Stream:** Pharmaceutical Management

Week no: 06 **From:** 16/06/2025 to 20/06/2025

Activity Done	Preparation of Reports and PowerPoint Presentation about Head and Neck Squamous Cell Carcinoma (HNSCC) within a pharmaceutical industry.
Linking theory (Classroom learning) with practice at your organisation	Utilizing the concept of market and data analytics along with forecasting methods to study the opportunities provided by each industry.
Gaps identified on the working area.	Insufficient data or inaccuracies can cause errors in the market analysis of each industry. Limited awareness of the industry-specific regulations can cause difficulties in forecasting future trends in the market.
Suggestions for improvement	Implementation of a digital solution for a centralized data-management system that provides a well-defined market report.
Plan for the next week	Conducting research of all the industries with impact of forecasting tools on the basis on industry type, regulatory requirements, and advancement with automation.

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Reporting Format (Weekly)

Name of the Organisation: Alchemver

Area/ Department/ Project of Summer Internship Program: Pharma Consulting

Name of the Student: Aishwarya Agarwal

Roll no: 0600

Stream: Pharmaceutical Management

Week no: 07 **From:** 23/06/2025 to 27/06/2025

Activity Done	Preparation of Reports and PowerPoint Presentation about Anaplan within a pharmaceutical industry for forecasting.
Linking theory (Classroom learning) with practice at your organisation	Utilizing the concept of market and data analytics along with forecasting methods to study the opportunities provided by each industry.
Gaps identified on the working area.	Insufficient data or inaccuracies can cause errors in the market analysis of each industry. Limited awareness of the industry-specific regulations can cause difficulties in forecasting future trends in the market.
Suggestions for improvement	Implementation of a digital solution for a centralized data-management system that provides a well-defined market report.
Plan for the next week	Conducting research of all the industries with impact of forecasting tools on the basis on industry type, regulatory requirements, and advancement with automation.

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Area/ Department/ Project of Summer Internship Program: Pharma Consulting

Name of the Student: Aishwarya Agarwal

Roll no: 0600

Stream: Pharmaceutical Management

Week no: 08 **From:** 30/06/2025 to 04/07/2025

Activity Done	Preparation of Reports and PowerPoint Presentation about oncology-based forecasting methods within a pharmaceutical industry for forecasting.
Linking theory (Classroom learning) with practice at your organisation	Utilizing the concept of market and data analytics along with forecasting methods to study the opportunities provided by each industry.
Gaps identified on the working area.	Insufficient data or inaccuracies can cause errors in the market analysis of each industry. Limited awareness of the industry-specific regulations can cause difficulties in forecasting future trends in the market.
Suggestions for improvement	Implementation of a digital solution for a centralized data-management system that provides a well-defined market report.
Plan for the next week	Conducting research of all the industries with impact of forecasting tools on the basis on industry type, regulatory requirements, and advancement with automation.

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Area/ Department/ Project of Summer Internship Program: Pharma Consulting

Name of the Student: Aishwarya Agarwal

Roll no: 0600

Stream: Pharmaceutical Management

Week no: 09 **From:** 07/07/2025 to 11/07/2025

Activity Done	Preparation of research and report about pharma economic modelling within a pharmaceutical industry for forecasting.
Linking theory (Classroom learning) with practice at your organisation	Utilizing the concept of advanced market access, HEOR and RWE analytics along with forecasting methods.
Gaps identified on the working area.	Insufficient data or inaccuracies can cause errors in the market analysis of each industry. Limited awareness of the industry-specific regulations can cause difficulties in forecasting future trends in the market.
Suggestions for improvement	Implementation of a digital solution for a centralized data-management system that provides a well-defined market report.
Plan for the next week	Conducting research of all the industries with impact of forecasting tools on the basis on industry type, regulatory requirements, and advancement with automation.

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Reporting Format (Weekly)

Name of the Organisation: Alchemver

Area/ Department/ Project of Summer Internship Program: Pharma Consulting

Name of the Student: Aishwarya Agarwal

Roll no: 0600

Stream: Pharmaceutical Management

Week no: 10 **From:** 14/07/2025 to 18/07/2025

Activity Done	Preparation of Reports and PowerPoint Presentation about Congenital Adrenal Hyperplasia (CAH) within a US pharmaceutical market for forecasting.
Linking theory (Classroom learning) with practice at your organisation	Utilizing the concept of market assessment and data analytics along with forecasting methods to study the opportunities provided by each industry.
Gaps identified on the working area.	Insufficient data or inaccuracies can cause errors in the market analysis of each industry. Limited awareness of the industry-specific regulations can cause difficulties in forecasting future trends in the market.
Suggestions for improvement	Implementation of a digital solution for a centralized data-management system that provides a well-defined market report.
Plan for the next week	Conducting research of all the industries with impact of forecasting tools on the basis on industry type, regulatory requirements, and advancement with automation.

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Reporting Format (Weekly)

Name of the Organisation: Alchemver

Area/ Department/ Project of Summer Internship Program: Pharma Consulting

Name of the Student: Aishwarya Agarwal

Roll no: 0600

Stream: Pharmaceutical Management

Week no: 11 **From:** 21/07/2025 to 25/07/2025

Activity Done	Preparation of Reports and PowerPoint Presentation about Congenital Adrenal Hyperplasia (CAH) within a US pharmaceutical market for forecasting.
Linking theory (Classroom learning) with practice at your organisation	Utilizing the concept of market and data analytics along with forecasting methods to study the market access provided in the segment.
Gaps identified on the working area.	Insufficient data or inaccuracies can cause errors in the market analysis of each industry. Limited awareness of the industry-specific regulations can cause difficulties in forecasting future trends in the market.
Suggestions for improvement	Implementation of a digital solution for a centralized data-management system that provides a well-defined market report and real-time data.
Plan for the next week	Conducting research of all the industries with impact of forecasting tools on the basis on industry type, regulatory requirements, and advancement with automation.

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Compiled Report

Name of the Organisation: Alchemver

Area/ Department/ Project of Summer Internship Program: Pharma Consulting- Forecasting Division

Name of the Student: Aishwarya Agarwal

Roll no: 0600

Stream: MBA Pharmaceutical Management

Activity Done	Developing a comprehensive Market Assessment and Access Report focused on Congenital Adrenal Hyperplasia (CAH), a rare endocrine disorder. The project specifically analyzed the U.S. pharmaceutical landscape up to 2024. My work involved: • Assessing the diagnostic and screening ecosystem in the U.S., including the role of newborn screening and LC-MS/MS. • Conducting an in-depth pipeline and clinical trial analysis, tracking key therapies like crinecerfont (Neurocrine) and tildacerfont (Spruce Bio). • Evaluating payer access trends, pricing sensitivities, and value communication strategies for novel CAH treatments. • Creating strategic frameworks including SWOT analysis, bar chart comparisons (sensitivity/specificity), and timeline pyramids. • Compiling findings into a 40-slide market access strategy deck, integrating data from the official websites
Linking theory (Classroom learning) with practice at your organisation	This project allowed me to directly apply concepts from my MBA in Pharmaceutical Management to a real-world consulting environment: • Health Economics & Outcomes Research (HEOR): Used to evaluate the cost-effectiveness and clinical utility of emerging CAH therapies. • Market Forecasting Models: Applied CAGR and epidemiological modeling to estimate market potential. • Regulatory Affairs: Studied FDA approval pathways and orphan drug designations. • Pharmacovigilance & Rare Disease Strategy: Integrated early diagnosis and real-world

	patient outcomes into access frameworks. • Market Access Planning: Mapped out access levers such as payer coverage, Medicaid formularies, and unmet need positioning.
Gaps identified on the working area.	1. Limited availability of uniform, national newborn screening data, resulting in fragmented understanding of disease burden. 2. Inconsistent use of second-tier diagnostic tools like LC-MS/MS across states, impacting early detection accuracy. 3. Low payer confidence in new therapies without long-term real-world evidence or post-marketing data. 4. Absence of standardized rare disease value frameworks in payer negotiations. 5. Lack of centralized CAH-specific datasets, hindering long-term planning and forecasting.
Suggestions for improvement	• Develop a nationwide RWE platform for CAH using screening and claims data to support payer negotiations. • Establish a centralized clinical trial dashboard for rare endocrine disorders to facilitate transparency and competitive intelligence. • Promote the use of state-specific access simulation models to predict payer response in high-variability geographies. • Encourage cross-functional collaboration among medical, access, and HEOR teams in pharma consulting organizations. • Integrate patient and caregiver voices into access decision-making to enhance value storytelling and policy impact.
Key Learnings	• Understood the complexity and high-stakes nature of market access in rare diseases, where small patient pools require precision strategies. • Gained the ability to translate technical scientific information into strategic insights for pharma stakeholders. • Improved proficiency in creating data-driven visual decks using real-world datasets and forecasting tools. • Realized the importance of early diagnostics and how screening technologies shape access to care. • Strengthened my capacity to manage an end-to-

	end consulting project, from landscape scanning to insight delivery.
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Signature of the Student

Ashwarya

Approved by the IIHMR University's Mentor