

INTERNSHIP
At
Octavus Consulting
Noida

Internship Report Submitted to



The IIHMR University, Jaipur
for the partial fulfilment for the award of the degree
of Master of Business Administration (MBA)
in
Healthcare Analytics

by
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INTRODUCTION

With respect to my internship at Octavus Consulting, in line with the requirements of my MBA (Healthcare Analytics) program, I decided to join Octavus Consulting under the mentorship of Mr. Inigo Benze (Associate Director). Octavus Consulting is a healthcare and life sciences consulting company that provides strategic research, market intelligence, data analytics, and business consulting services to pharmaceutical, biotech, medtech, diagnostics, and digital health companies.

The primary benefit of my internship was gaining exposure to healthcare and life sciences consulting assignments and business research projects. During the period of my internship, I participated as a team member in different projects involving company and product profiling, competitive analysis, market research, secondary research, basic mergers and acquisitions (M&A) and deal landscape analysis, clinical trial landscaping, and screening of regulatory filings (such as 8-K, 6-K, 10-K, etc.).

I developed an understanding of healthcare and pharmaceutical consulting methodologies through my participation in various assignments. I gained hands-on knowledge of analysing secondary data, understanding clinical pipelines and trial landscapes, reviewing corporate and regulatory documents, and suggesting data-backed insights to support strategic decision-making for clients in the life sciences sector.

Through this internship, I acquired practical knowledge about pharmaceutical management and consultancy practices. The practical experience also helped me improve my analytical skills, problem-solving ability, communication skills, and teamwork skills while helping me get close interaction with highly professional healthcare and life sciences consultants. Through this practical experience, I have been able to develop my knowledge regarding healthcare, pharma and life sciences consulting and gain insights into how research and analytics contribute to better strategic decisions.

I would like to extend my sincere thanks and gratitude to my mentor and colleagues from Octavus Consulting for guiding me during this practical training experience. I am equally thankful to my professors from IIHMR University who have made this practical experience possible for me through their teachings.

OBJECTIVES

1. To get exposure to consulting and research activities in healthcare and life sciences and know how advisory services help organisations take better strategic decisions.
2. To gain understanding of company profiling, product profiling, competitive analysis and market research in the pharmaceutical and healthcare sector.
3. To learn methods for conducting secondary research on markets, pipelines, clinical trials, and deals, and for analysing information systematically.
4. To understand the basics of mergers, acquisitions and deal landscape analysis in pharma and healthcare, and how such transactions support growth and innovation.
5. To learn how to screen and interpret regulatory and financial documents (such as 8-K, 6-K, 10-K filings) to extract strategic and pipeline-related insights.
6. To build analysis skills by collecting, interpreting and analysing information from multiple secondary data sources.
7. To build personal and professional skills such as teamwork, communication, stakeholder management, problem-solving and report writing.
8. To get exposed to the best practices in healthcare, pharma and life sciences consulting and potential careers in research and advisory services.

ORGANIZATION OVERVIEW

Octavus Consulting is a boutique consulting firm focused on comprehensive business research, market intelligence, market research and data analytics for life sciences clients, including biopharma, medtech, diagnostics, nutraceutical and digital health companies. The firm supports clients by providing evidence-based insights on markets, competitors, products and pipelines, enabling better strategic and operational decisions in the healthcare sector.

Octavus offers services in several domains, including business research, competitive intelligence, product strategy support, market and pipeline assessments, and analytics-driven decision support. By leveraging its expertise in the life sciences domain and data analytics, Octavus helps organizations understand market dynamics, identify growth opportunities and improve the effectiveness of their strategies and operations.

This internship experience involved work done within the healthcare and life sciences research and consulting practice at Octavus Consulting. This practice helps pharmaceutical and healthcare companies, investors and other stakeholders by generating structured research and insights that support decision-making across products, portfolios and markets.

Services

- Business research and market intelligence
- Company profiling and competitive intelligence
- Product profiling and treatment landscape analysis
- Clinical trial landscape and pipeline mapping
- Basic deal and transaction screening in pharma and healthcare
- Data and evidence-based decision support for strategy and planning

Industries Served

Octavus serves clients in the life sciences ecosystem, including pharmaceutical companies, biotechnology firms, medtech and diagnostics companies, digital health players and healthcare-focused investors.

ACTIVITIES / PROJECTS OTHER THAN DISSERTATION PERFORMED BY THE STUDENT

i. Company Profiling and Competitive Intelligence:

- Helped in preparing detailed company profiles for pharma, biotech and medtech companies, covering history, therapeutic focus, geography, key products and pipeline assets.
- Aided in benchmarking client and peer companies on portfolio breadth, pipeline maturity, deal activity and presence across regions.
- Supported competitive landscape mapping within selected indications and technology areas, identifying leading and emerging players.
- Contributed to structured company profile documents and comparison tables used in internal and client-facing deliverables.

ii. Product Profiling and Therapy Area Analysis:

- Prepared product-level profiles including mechanism of action, indications, line of therapy, dosage forms and clinical evidence.
- Reviewed secondary sources such as labels, publications and trial data to understand efficacy, safety and differentiating features.

- Analysed treatment landscapes in selected therapy areas to understand product positioning, competitive intensity and unmet needs.
- Drafted concise product and therapy summaries to be used in competitive intelligence and strategic assessments.

iii. Clinical Trial Landscape and Pipeline Mapping:

- Conducted secondary research on ClinicalTrials.gov and other registries to build clinical trial landscapes for selected indications and mechanisms.
- Captured information on trial phase, design, endpoints, sponsors, recruitment status and geography.
- Organised data to identify concentration of trials in certain modalities and lines of therapy, and to highlight potential gaps.
- Supported preparation of internal pipeline and trial landscape views for consulting assignments.

iv. Basics of Mergers, Acquisitions and Deal Landscape Analysis:

- Helped in screening information on mergers, acquisitions, licensing deals and collaborations in pharma and healthcare.
- Assisted in classifying deals by therapy area, development stage, modality and broad strategic intent.
- Related observed deal trends to broader themes such as innovation sourcing, patent expiry and competition.
- Linked these practical observations to my dissertation work on oncology M&A for deeper conceptual understanding.

v. Screening of SEC Filings (8-K, 6-K, 10-K, etc.):

- Reviewed SEC filings for selected US-listed pharma and biotech companies to extract business, pipeline and risk-related information.
- Identified disclosures about key products, clinical trial updates, regulatory events and strategic transactions.
- Prepared notes summarising the most relevant insights from filings to support company profiling and competitive intelligence.
- Improved familiarity with regulatory reporting formats and their application in consulting analysis.

vi. Secondary Research and Knowledge Support:

- Carried out secondary research using company websites, investor presentations, press releases, industry reports and scientific publications.
- Cross-checked data across multiple sources to ensure accuracy and consistency of information.
- Maintained organised notes and references for assignments to enable efficient reuse and verification.
- Contributed to internal knowledge documents and benchmarking sheets that may be used in future projects.

vii. Team Collaboration and Professional Exposure:

- Collaborated with consultants and other team members on various assignments.
- Participated in review meetings and discussions on interim findings and deliverables.
- Received feedback on analysis, structuring of outputs and communication, and applied it to improve the quality of my work.
- Gained exposure to consulting work culture, timelines, quality expectations and client-focused working style.

KEY LEARNINGS FROM INTERNSHIP

1. Knowledge of Healthcare and Life Sciences Consulting - Gained practical understanding of how consulting integrates market research, competitive intelligence and data analysis to support strategic decisions for pharma and healthcare clients.
2. Practice in Research and Consulting Problem-Solving - Acquired experience in defining problems, collecting and analysing secondary data, and summarising findings into structured insights and recommendations.
3. Understanding of Deal Trends and Strategic Transactions - Enhanced understanding of how mergers, acquisitions and partnerships support innovation, risk management and growth in pharma and healthcare.
4. Ability to Analyse Regulatory and Financial Documents - Improved ability to screen and interpret regulatory filings (such as 8-K, 6-K, 10-K) and identify information relevant for strategic and competitive assessments.
5. Process Orientation and Analytical Rigour - Developed an organised approach to research tasks, focusing on data accuracy, cross-checking of sources and clear documentation of findings.

6. Data Analysis and Evidence-Based Decision-Making - Strengthened skills in reading and interpreting secondary data, clinical pipelines and trial landscapes to derive evidence-based insights.
7. Professional Communication and Documentation - Improved skills in preparing analytical notes, reports and summaries suitable for internal and client use.
8. Teamwork and Stakeholder Management - Developed ability to collaborate with multidisciplinary teams, incorporate feedback and coordinate tasks within project timelines.
9. Organisation Culture and Professional Ethics - Gained exposure to professional workplace behaviour, confidentiality requirements and ethical handling of information in a consulting environment.