

INTERNSHIP

at



by

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under the guidance of

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INTRODUCTION

Clarivate was formed in 2016, following the acquisition of Thomson Reuter's Intellectual Property and Science Business by Onex Corporation and Baring Private Equity Asia. It then merged with Churchill Capital in May 2019. Clarivate's customers include Academic Institutes, Corporate, Government, Legal Practices and Lifesciences and Healthcare organizations. Clarivate provides services focused on Scientific and Academic research, Biopharma Intelligence, MedTech Insights, Healthcare Business Insights, Intellectual Property Intelligence, Intellectual Property Lifecycle Management. Some of the well know Clarivate products are Web of Science, Cortellis, CPA Global, Compumark, Derwent World Patent Index, ScholarOne, MarkMonitor, Kopernio, Publons.

Clarivate is headquartered in Philadelphia, USA and has offices in various locations in USA, Australia, Canada, Brazil, China, India, Japan, Korea, Malaysia, Singapore, Taipei, Belgium, Germany, Italy, Spain, Serbia, Sweden, UAE, and United Kingdom. The company utilizes more than 8,400 employees in 40 countries across the globe. Clarivate has more than 3,000 employees in India with offices in Bangalore, Chennai, Gurugram, Hyderabad, Kolkata, and Noida.

Clarivate's Purpose is To Believe human ingenuity can transform the world and improve our future. Its Vision is to improve the way the world creates, protects, and advances innovation. Clarivate is on an entrepreneurial mission to be a trusted indispensable partner to innovators everywhere, delivering critical data, information, workflow solutions and deep domain expertise. Its core values are to aim for Greatness, to value every Voice and to own our Actions.

Clarivate key initiatives include Customer Delight in its core and is a key component taken very seriously and includes both internal customers i.e., colleagues and external customers. It believes that customers are our best source of innovative ideas.

Clarivate continuously strives to challenge the status quo and aims for continuous growth, performance improvements with customer delight as priority. Clarivate believes that best results in business comes from diverse, collaborative, and inclusive environment. It encourages

employees to own their actions, and act with integrity and requires them to be accountable to themselves, their colleagues, customers, and their community.

Clarivate also has various Colleague Resource Groups which include group of colleagues which work in areas of Volunteering Support, Women Empowerment, Cultural Diversity, LGBTQ+ Rights, Climate Change and Military Veterans Support.

I was assigned to U.S Managed Market Insights Team of DRG which is now part of Clarivate. The team is responsible for creating market access insights for various payers in the U.S Market.



Figure 1: Clarivate Logo

ORGANIZATION PROFILE

HISTORY

- Clarivate was formed in 2016, following the acquisition of Thomson Reuter's Intellectual Property and Science Business by Onex Corporation and Baring Private Equity Asia. It then merged with Churchill Capital in May 2019.
- Clarivate has been involved in numerous acquisitions since its inception. It acquired Publons in June 2017, which is a global platform for researchers where they can verify, track, and showcase their peer review.
- It then acquired Kopernio, an AI based startup which provides full text versions of selected scientific journal articles; in April 2018.
- Clarivate then acquired TrademarkVision later in 2018, which is provider of AI based trademark research solutions.
- It acquired two more organizations in 2019, one of them was SequenceBase, provider of patent information and search technology focusing on biotech, pharmaceutical industries.
- Second acquisition of 2019 was Darts-ip, a provider of law data and analytics to intellectual property professionals.
- In January 2020, Clarivate announced acquisition of Decision Resources Group, a global leader in healthcare research and consulting from Piramal Group for \$950 million (6900 Crore INR). The acquisition helped Clarivate to include services such as Biopharma Insights, Market Access Insights, MedTech Insights, Healthcare Consulting, Provider Insights and Healthcare Business Insights into its portfolio.
- Another major acquisition of 2020 was CPA global, global leader in intellectual property services.
- Clarivate has recently announced its intent to acquire ProQuest, a global leader in academic research, library database services. The deal is worth \$5.3 Billion and will help Clarivate include content management, citation management, library database in its portfolio.

EXECUTIVE LEADERSHIP



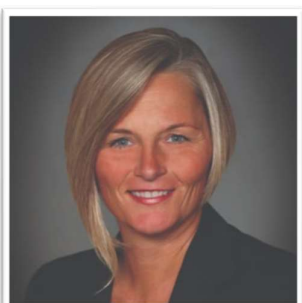
JERRE STEAD, CHIEF EXECUTIVE OFFICER



MUKHTAR AHMED, PRESIDENT SCIENCE GROUP



JEFF ROY, PRESIDENT IP GROUP



JULIE WILSON, CHIEF PEOPLE OFFICER

CLARIVATE OFFICES AROUND THE GLOBE

AMERICAS

Alexandria, USA
Bingham Farms, USA
Chandler, USA
Greater Boston, USA
Meridian, USA
Philadelphia, USA
Pittsburgh, USA
Sao Paulo, Brazil
Toronto, Canada

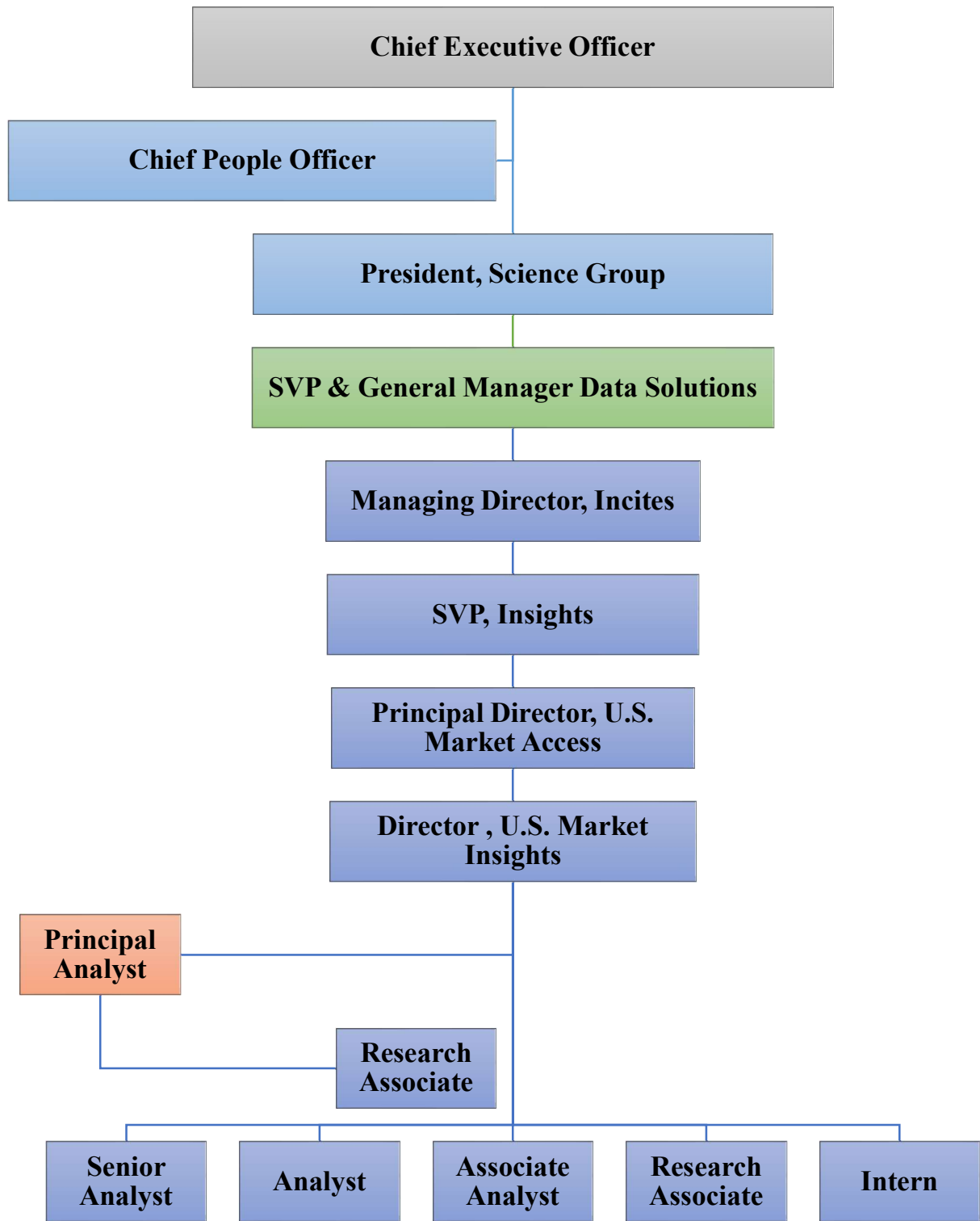
ASIA PACIFIC

Brisbane, Australia
Sydney, Australia
Beijing, China
Guangzhou, China
Hong Kong, China
Shanghai, China
Shenzhen, China
Suzhou, China
Bangalore, India
Chennai, India
Gurugram, India
Kolkata, India
Hyderabad, India
Noida, India
Tokyo, Japan
Seoul, Korea
Penang, Malaysia
Singapore
Taipei

EMEA

Antwerp, Belgium
Bruxelles, Belgium
Munich, Germany
Milan, Italy
Jersey
Belgrade, Serbia
Barcelona, Spain
Stockholm, Sweden
Dubai, UAE
Bicester, UK
London, UK

ORGANOGRAM: US MANAGED MARKET INSIGHTS TEAM



PRODUCTS AND SERVICES PROVIDED BY CLARIVATE

- Scientific and Academic Research
 - Discovery & Workflow
 - Analytics, Evaluation & Management
 - Publishing
- Biopharma Intelligence
 - Discovery, Clinical & Regulatory
 - Portfolio Strategy & Business Development
 - Commercial & Launch Strategy
 - Market Access
 - Customer Engagement
- Medtech Intelligence
 - Strategic Portfolio Planning
 - Launch Strategy
 - Commercial Effectiveness
 - Market Access
 - Product Lifecycle Management
- Healthcare Business Insights
 - Revenue Cycle Research
 - Supply Chain Research
 - Cost & Quality
 - Learning Programs
- Intellectual Property Intelligence
 - Patent Intelligence Software
 - Patent Search & Analytics
 - Trademark Research & Protection
 - Chemistry & Life Science
 - IP Data & APIs
- Intellectual Property Lifestyle Management
 - Patent & Trademark Management Software
 - Network Collaboration Tools
 - Domain Management
 - Patent & Trademark Management Services
- Intellectual Property Services
 - Patent Search & Analytics
 - Patent & Trademark Maintenance
 - Filing & Prosecution Support
 - Domain Optimization

KEY LEARNINGS FROM INTERNSHIP

- **Health Plan Profiles:** Created more than 30 Health Plan Profiles of various Insurance Companies based out of Minnesota, Ohio, and Washington. The Insurance Companies include National Health Plans such as Aetna, UnitedHealth, Anthem, Centene, Cigna etc, and some local health plans such as ProMedica, Medical Mutual of Ohio, Kaiser Permanente, BCBS of Minnesota, HealthPlan, BCBS of Texas.
- **Health Plan Analysis Report:** Collaborated with Senior Analyst for creating Health Plan Analysis of state Washington and Wyoming. The HPA report is an analysis of all the major insurance companies based out of a particular state. The source of data is gold standard DRG data, internal resources, proprietary tools, real world data and secondary research from various sources
- **Market Overviews:** Collaborated with Senior Analyst for creating one of the most detailed report in the team, known as Market Overviews. My work was mainly focused on Payer Section of the Market Overview.
- **Federal and State Policy Tracker:** Worked on an internal tool named Federal and State Policy tracker, which focuses on creating a database of various legislations related to pharmaceutical industries passed by a particular state in last one year.
- **Contacts Database:** Worked on a project where I was responsible for doing secondary research for creating Key Leadership Team of major Payer organizations in the USA.
- **Completed a DRG proprietary Learning Course Certification on US Market Access.** It was 22 Module course which had topics such as Managed Market Essentials, Medicare Advantage, Health Insurance Market Places, HEOR etc.
- **Learn about Payers, PBMs, IDNs, ACOs, MCOs and other aspects of U.S. Managed Market.**