

Invitation to attend the Guest Lecture- (Ms. Vrinda Mathur and Mr. Archit Karnik) in the teaching module of Market Access for Pharmaceutical Products on Jan 27 and 28, 2026

From: Saurabh Kumar saurabh@iihmr.edu.in

To: MBA PM -16 mbapm16@iihmr.in

Cc: IIHMRU Academics academics@iihmr.edu.in, Sadhana Pareek sadhana@iihmr.edu.in, Ritvika Singh Solanki ritvika@iihmr.edu.in

Date: Mon, 26 Jan 2026, 2:28 PM

Dear Students

Please find below the information regarding guest lecture by our Alumnus Ms Vrinda Mathur and Mr Archit Karnik in the teaching module of Market Access for Pharmaceutical Products on Jan 27 and 28, 2026

Speaker

Ms Vrinda Mathur

Alumnus SPM (2017 pass out)

Consultant, Market Access and Pricing

Trinity Life Sciences

Gurgaon

Classroom 206 (Second Floor)

Jan 27, 2026 (10.00 am -1.00 pm and 2.00-5.00pm)

1. Introduction to market access & Reimbursement (Lecture and Case Study)-**VM**
2. Health Technology Assessment and various international HTA bodies (Lecture and Case Study)-**VM**

Jan 28, 2026 (10.00 am -1.00)

3. Pricing Methodologies including deep dive on International Reference Pricing (Lecture and Case Study)-**VM**
4. Innovative contracting strategies/ Value based agreements (Lecture and Case Study)-**VM**

Jan 28, 2026 (2.00 -5.00)

Mr Archit Karnik

Alumnus HM (2017 pass out)

Assistant Manager, Strategy & Operations

KPMG

Gurgaon

Title: Careers in Healthcare Consulting: Roles, Firms & Growth Paths

Classroom 206 (Second Floor)

Kindly attend the sessions to enhance your intellect and explore the field of Market Access

Regards

Thanks & Regards,



Dr. Saurabh Kumar

PhD., M.Pharm, M.B.A

Dean

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IIHMR UNIVERSITY, JAIPUR
EVENT OUTCOME REPORT
“Know Your Alumni Episode 78”

EVENT: “Know Your Alumni Episode 78”
TOPIC: “Market Access of Pharmaceutical Products”
DATE: 28 January 2026 from 2:00 pm to 5:00 pm.
VENUE: IIHMR University, Jaipur, India
SPEAKER: Mr Archit Karnik, Assistant Manager, KPMG India (Alumnus, MBA Hospital & Health Management Batch 2015-17)
NUMBER OF PARTICIPANTS: 101
INTRODUCTION: IIHMR University, Jaipur, hosted an insightful "Know Your Alumni" session featuring a distinguished alumnus working with KPMG India, Mr Archit Karnik Sir and Ms Vrinda Mathur Ma’am with Trinity Lifesciences. The session focused on the critical topic of "Pricing Methodologies, including a deep dive on International Reference Pricing, Innovative contracting strategies/value-based agreements.
OBJECTIVE: The primary objectives of the session were: <ul style="list-style-type: none">• To understand various pricing methodologies in the pharmaceutical market access, with a focused application of international pricing (IRP) through real-world case studies.• To analyse the strategic importance of pricing decisions and their global impact on market access, reimbursement and product launch sequencing.• To gain insight into innovative contracting strategies and value-based agreements, and how they are used to align payer expectations with clinical and economic outcomes.• To develop a consulting-oriented mindset by learning how strategy consultants structure problems, apply analytical thinking and recommend data-driven solutions in market access.• To understand the skill requirements, challenges and career transition pathways into consulting roles, particularly in strategy consulting in Big 4 Firms.

Salient Novel Points Covered:

ROLE

- Mr Archit Karnik, Assistant Manager at KPMG India

KEY TAKEAWAY POINTS FROM THE SESSION:

- The session highlighted that pricing in the pharmaceutical market access is a strategic decision, not merely a financial exercise, with International Reference Pricing (IRP) playing a critical role in global launch and access outcomes.
- The speakers wanted to convey that real-world consulting requires a strong understanding of both theory and application, which was demonstrated through case-based discussions on pricing and innovative contracting models.
- Students were advised to develop strong analytical and problem-structuring skills, as these form the foundation of strategy formulation and client recommendations in consulting roles.
- The session emphasised that value-based agreements and innovative contracting strategies are increasingly important tools for balancing payer expectations, patient outcomes, and commercial sustainability.
- Students were reminded that transitioning into consulting demands continuous learning, adaptability, and effective communication, especially in fast-paced environments like Big 4 and strategy consulting firms.
- **Q&A and Interactive Session:**

Students asked about the importance of analytical skills in consulting roles.

→ The speakers explained how data-driven thinking and structured problem-solving are essential in consulting.

→ Students were advised to strengthen analytical capabilities through case studies, tools, and real-world applications.

Students asked about the challenges of transitioning into consulting, particularly for freshers.

→ The discussion highlighted the steep learning curve and fast-paced environment of consulting firms.


→ Students were encouraged to prepare early by building core skills, improving communication, and gaining relevant exposure.



Appropriate caption for the webinar: “Alumni Insights: Turning market access knowledge into consulting-ready insights.


KNOW YOUR ALUMNI SERIES
To build strong connections
between current and former
students

A Discussion on:

Careers in Healthcare Consulting:
Roles, Firms & Growth Paths

 Wednesday, 28th January 2026

 02:00 PM- 05:00 PM (IST) 

 IIHMR University, Jaipur



WELCOME
Dr Saurabh Kumar
Dean SPM
IIHMR University, Jaipur



OUR ALUMNUS
Mr Archit Karnik
MBA HM, Batch 20 (2015-17)
Assistant Manager, Strategy & Operations
KPMG, Gurugram,



Student Coordinator
Ms Sakshi Salni
MBA PM - 16
IIHMR University, Jaipur

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EPISODE

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EPISODE

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EPISODE





Know Your Alumni 78

Date: 28/01/2026 (02:00 AM to 05:00PM)

Attendance Sheet

Sr. No.	Students Name	Stream with Batch	Sign
1	Ayush Chaturvedi	Pharm. Management - 16	<u>Ayush</u>
2	Deepanshu Parewa	"	<u>Deepanshu</u>
3	Deeksha Gupta	"	<u>Deeksha</u>
4	Priyanshi Mandloi	"	<u>Priyanshi</u>
5	Divyanshu Das	"	<u>Divyanshu</u>
6	Arpan Gosh	"	<u>Arpan</u>
7	Tanoy Maji	"	<u>Tanoy</u>
8	Aishwarya Agawal	"	<u>Aishwarya</u>
9	Anshula Choyce	"	<u>Anshula</u>
10	TWISHA BHATT	"	<u>Twisha</u>
11	Anshu Bhatnagar	"	<u>Anshu</u>
12	Aastha Misra	"	<u>Aastha</u>
13	Divesh Baviskar	"	<u>D.B.</u>
14	Adheekshaja	"	<u>Adheekshaja</u>
15	NILESH SINGH	"	<u>Nilesh</u>
16	Shashikant Mahajan	"	<u>Shashikant</u>
17	Santosh Samyadokshi Dosh	"	<u>Santosh</u>
18	Rahul	"	<u>Rahul</u>
19	Sachin Verma	"	<u>Sachin</u>
20	Gaurav Chitkara	"	<u>Gaurav</u>
21	Pankaj Yogi	"	<u>Pankaj</u>
22	Drishthi Mahajan	"	<u>Drishthi</u>
23	Sueta Singh	"	<u>Sueta</u>
24	Talleen Dighe	"	<u>Talleen</u>
25	Yash Daga	"	<u>YD</u>

Know Your Alumni 78

Date: 28/01/2026 (02:00 AM to 05:00PM)

Attendance Sheet

Sr. No.	Students Name	Stream with Batch	Sign
26	Utkarsh K. Singh	Pharmacy Manag. - 16	Singh
27	Neeraj. S	"	Neeraj
28	Reetika Raj	"	Reetika
29	Nandini Baswa	"	Nandini
30	Devendra singh choudhan	"	Devendra
31	Bhanat Devangan	"	Bhanat
32	Bhaneet Singh	"	Bhaneet
33	Pooja Kishi	"	Pooja
34	Avishal Gupta	"	Avishal
35	Shresham Sharma.	"	Shresham
36	Avinash Pandey	"	Avinash
37	Aanad Raj	"	Aanad
38	Kaushal S.	"	Kaushal
39	Sakshi Saini	"	Sakshi
40	Anchi Shukla	MBA PM 16	Anchi
41	Saanshu Kumar Karni	MBA PM 16	Saanshu
42	Pooja Gupta	MBA PM.	Pooja
43	Vansh Bhatt	MBA PM	Vansh
44	Kasturi Sawark	MBA PM	Kasturi
45	Aditi Mishra	"	Aditi
46	Priyanka Singh	"	Priyanka
47	Sonal Singh Tomar	"	Sonal
48	Sudhanshu Solanki	"	Sudhanshu
49	Vijay Kumar Khare	"	Vijay
50	Shreeta Kumari	"	Shreeta

Know Your Alumni 78

Date: 28/01/2026 (02:00 AM to 05:00PM)

Attendance Sheet

Sr. No.	Students Name	Stream with Batch	Sign
51	Ankita Vyas	11	Ankita
52	Nikita Panthare	11	Nikita
53	Anuja Yerkuntwar	PM-16	Anuja
54	Kunal Sapkal	PM-16	Kunal
55	Rishikesh Timkar ^{Patil} 1	PM-16	Rishikesh
56	Bhavesh Parihare	PM-16	Bhavesh
57	Aniket Indrani	PM-16	Aniket
58	Tyot Kanuriya	PM-16	Tyot
59	Devam Rawal	PM-16	Devam
60	Mansi Gupta	PM-16	Mansi
61	Mansi Gokhale	PM-16	Mansi
62	Mansi Gokhale	PM-16	Mansi
63	Shrutti Badweik	PM-16	Shrutti
64	Jagruati Goyal	PM-16	Jagruati
65	Akshita Jaiswal	PM-16	Akshita
66	Jahnavi Patidar	PM-16	Jahnavi
67	Sandeep Patel	PM-16	Sandeep
68	Janak Padole	PM-16	Janak
69	Shubham Sharma	PM-16	Shubham
70	Ishank Yadav	PM-16	Ishank
71	Pankaj Yogi	PM-16	Pankaj
72	Shruti R.K	PM-16	Shruti
73	Madhusudan S.D.	PM-16	Madhusudan
74	Naman	PM-16	Naman
75	Ankush Kumar	PM-16	Ankush

Know Your Alumni 78

Date: 28/01/2026 (02:00 AM to 05:00PM)

Attendance Sheet

Sr. No.	Students Name	Stream with Batch	Sign
76	Maneshu' ganyode	PM-11	W
77	Shiranth mehra	pm-11	u
78	Abhinav Patidar	PM-16	AB
79	Abhinav Chaudhary	— c —	e
80	Deepanjali Kumar	PM-16	Deepanj
81	Shweta Kumar	PM-16	Shweta
82	Ishini shagaran	— c —	Sh
83	Nanyan Nanyak	— c —	Sh
84	Pooja Gupta	— c —	Sh
85	Sachin Kumar	— c —	Sh
86	Pooja Nini	— c —	Sh
87	Bhaleet Singh	— c —	Sh
88	Juhi Jain	PM-16	Sh
89	Akshat Shrivastava	PM-16	Sh
90	AKASH KASHI	PM-16	Sh
91	Mani Mahakulkarni	PM-16	Sh
92	Laxmi Punse	— c —	Sh
93	Anuradha Dangi	PM-16	Sh
94	Anid Kumar	PM-16	Sh
95	Roshan Lathi	— c —	Sh
96	Manish Gupta	— c —	Sh
97	Umesh Patil	— c —	Sh
98	Jashodeep deore	— c —	Sh
99	Ayankhan kulaskar	— c —	Sh
100	Hemangam	PM-16	Sh
101	Mohit Bhadani	0628	M
102	Devam Raval	0688	D
103			
104			
105			

Total-101