

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

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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

School of Pharmaceutical Management

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IICHMR 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: IICHMR University, Jaipur, India

SPEAKER: Mr Archit Karnik, Assistant Manager, KPMG India (Alumnus, MBA Hospital & Health Management Batch 2015-17)

NUMBER OF PARTICIPANTS: 101

INTRODUCTION: IICHMR 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:

- 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 Salin
MBA PM - 16
IIHMR University, Jaipur

77
EPISODE

78
EPISODE

79
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	Pham. Management - 16	<u>Ayush</u>
2	Deepranshu Parewa	"	<u>Deepranshu</u>
3	Deeksha Gupta	"	<u>Deeksha</u>
4	Priyanshi Mandloi	"	<u>Priyanshi</u>
5	Divyanshu Das	"	<u>Das</u>
6	Arpan gosh	"	<u>Arpan</u>
7	Tanoy Majhi	"	<u>Tanoy Majhi</u>
8	Aishwarya Agarwal	"	<u>Aishwarya</u>
9	Anshula chayee	"	<u>Anshula</u>
10	Twisha Bhatt	"	<u>Twisha Bhatt</u>
11	Anshu Bulzara	"	<u>Anshu</u>
12	Aastha Misra	"	<u>Aastha</u>
13	Divesh Barishkar	"	<u>D.B.</u>
14	Adhikshaj	"	<u>Adhikshaj</u>
15	NILESH SINGH	"	<u>Nilesh</u>
16	Shashikant Mahajan	"	<u>Shashikant</u>
17	Santosh Sonnyudorshi Doshi	"	<u>Santosh</u>
18	Rahul	"	<u>Rahul</u>
19	Sachin Verma	"	<u>Sachin</u>
20	Gautam Chittkara	"	<u>Gautam</u>
21	Pankaj Yogi	"	<u>P.K.</u>
22	Drish Mahajan	"	<u>Drish Mahajan</u>
23	Sweta Singh	"	<u>Sweta</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	Pharma Manag. - 16	Singh
27	Neeraj. S	"	Neeraj
28	Reetika Ray	"	Reetika
29	Nandini Basu	"	Nandini
30	Devendra Singh Chouhan	"	Devendra
31	Bhavat Devangan	"	Bhavat
32	Binni Singh	"	Binni
33	Poojas Kaur	"	Kaur
34	Avneel Gupta	"	Avneel
35	Shisham Sharma	"	Shisham
36	Avinash Pandey	"	Avinash
37	Aanand Ray	"	Aanand
38	Kulpa S.	"	Kulpa
39	Gaksli Saini	"	Saini
40	Archit Shukla	MBA PM 16	Archit
41	Saarthak Kumar Karmi	MBA PM 16	Saarthak
42	Paras Gupta	MBA TM.	Paras
43	Ramsh Bhatti	MBA PM	Ramsh
44	Kasturi Sawant	MBA TM	Kasturi
45	Aditi Mishra	"	Aditi
46	Priyanka Singh	"	Priyanka
47	Sejal Singh Tomar	"	Sejal
48	Sudhanshu Solanki	"	Sudhanshu
49	Yogaysh Khare	"	Yogaysh
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 Panthore	11	Nikita
53	Anuja Yerkentwani	PM-1C	Anuja
54	Kunal Sapkal	PM-1G	Kunal
55	Rishikesh ^{Pathi} Timkar	PM-1G	Rishikesh
56	Bhavesh Parikh	PM-1G	Bhavesh
57	Aniket Ingole	PM-1G	Aniket
58	Jyoti Icanwala	PM-1G	Jyoti
59	Devam Ravali	PM-1G	Devam
60	Mansi Gupta	PM-1C	Mansi
61	Mansi Gaikwad	PM-1C	Mansi
62	Mansi Gaikwad	PM-1C	Mansi
63	Shreuti Badweik	PM-1G	Shreuti
64	Jayati Goyal	PM-1G	Jayati
65	Akshita Taiswal	PM-1G	Akshita
66	Tahmavi Patel das	PM-1G	Tahmavi
67	Sandeep Patel	PM-1G	Sandeep
68	Janak Padole	PM-1G	Janak
69	Shubham Sharma	PM-1G	Shubham
70	Ishank Yadav	PM-1G	Ishank
71	Pankaj Yogi	PM-1G	Pankaj
72	Shittari R.K	PM-1G	Shittari
73	Madhusudan S.D.	PM-1G	Madhusudan
74	Naman	PM-1G	Naman
75	Ankush Kumar	PM-1G	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	Manashvi' garyod	PM-11	h
77	Ushiraneh mehrotra	PM-11	h
78	Abhinav Patidar	PM-16	Ab
79	Abhinav choudhary	—c—	Ab
80	Deepanjali Kumar	PM-16	Deepanjali
81	Sneeta Kumar	PM-16	Sneeta.
82	Ishing shergarh	—c—	Ishing
83	Navyan Nuyak	—c—	Navyan
84	Parvita Gupta	—c—	Parvita
85	Sachethu kum	—c—	Sachethu
86	Purnima kum	—c—	Purnima
87	Bhavneet Singh	—c—	Bhavneet
88	Juhu Jain	PM-16	Juhu
89	Akshat Shimal	PM-16	Akshat
90	Skashu dashtani	PM-16	Skashu
91	Mansi Mahakalkar	PM-16	Mansi
92	Laxmi Punse	—c—	Laxmi
93	Anveekha Denji	PM-16	Anveekha
94	Amit Kumar	PM-16	Amit
95	Roshan Lathi	—c—	Roshan
96	Maniish Gupta	—c—	Maniish
97	Umesh Patil	—c—	Umesh
98	Jashodeep deoore	—c—	Jashodeep
99	Ayantika kulkarni	—c—	Ayantika
100	Hemarangam	PN-16	Hemarangam
101	Mohit Bhadorda	0628	Mohit
102	Devam Raval	0688	Devam
103			
104			
105			

Total - 101