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Master Class Ep. 144 || "Pharma Supply Chain Management: Trends, Challenges & Innovations" || Friday, December 12, 2025, 10.00 AM – 01:00 PM IST (Offline)

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**From** IIHMRU President Office <presidentoffice@iihmr.edu.in>  
**Date** Tue 09-12-2025 19:00  
**To** Aditya Vyas <adityavyas.pm17@iihmr.in>

Dear Aditya Vyas,

Greetings for the day.

Hope this email finds you in great health.

IIHMR University takes the lead to organize a series of Master Classes specially curated for the students to enlighten and share insights on issues and initiatives of current interest. The University is conducting a session on December 12, 2025 – from 10.00 AM – 01:00 PM IST (Offline).

The masterclass will help students to understand "Pharma Supply Chain Management: Trends, Challenges & Innovations".

**Title** – "Pharma Supply Chain Management: Trends, Challenges & Innovations"

**Guest Speaker:** Ms Prajakta Shinde, Manager - Global Supply Chain Operations (GSCO), Lupin, Mumbai, Maharashtra, India

**Welcome:** Dr. Vinod Kumar SV, Professor & Dean In-Charge, SDGSPH, IIHMR University, Jaipur

**Moderator:** Dr. Susmit Jain, Associate Professor, IIHMR University, Jaipur

Dr Saurabh Kumar, Dean SPM, IIHMR University, Jaipur

**Date:** Friday, December 12, 2025

**Time:** 10.00 AM – 01:00 PM IST

**Mode:** Offline

The Session will be of Approx 165 minutes followed by 15-minute question-answer session (1 Hour duration). The target audience will be MBA PM 1<sup>st</sup> Year students along with Faculties and Team Members of Placements & Alumni Relations.

**IIHMR UNIVERSITY, JAIPUR**  
**EVENT OUTCOME REPORT**  
**“Master Class Episode 144”**

<b>“Master Class Episode 144”</b>
<b>TOPIC:</b> Pharma Supply Chain Management: Trends, Challenges & Innovations
<b>DATE:</b> December 12, 2025– from 10:00 AM – 01:00 PM IST.
<b>VENUE:</b> IIHMR University, Jaipur (Offline Mode)
<b>SPEAKER:</b> <u>Ms. Prajakta Shinde, Manager - Global Supply Chain Operations (GSCO), Lupin, Mumbai, Maharashtra, India</u>
<b>NUMBER OF PARTICIPANTS:</b> 157 students
<b>INTRODUCTION:</b> The Master Class 144 session titled “ <i>Pharma Supply Chain Management: Trends, Challenges &amp; Innovations</i> ” was held on <b>12<sup>th</sup> December 2025</b> at <b>IIHMR University</b> in offline mode. The session was Welcomed by. <b>Dr. Vinod Kumar SV</b> , Professor & Dean In-Charge, SDGSPH, IIHMR University, Jaipur, was moderated by <b>Dr. Susmit Jain</b> , Associate Professor, IIHMR University, Jaipur, <b>Dr Saurabh Kumar</b> , Dean SPM, IIHMR University, Jaipur
<b>Ms. Prajakta Shinde</b> is an award-winning supply chain professional, recognized as an Under-30 Supply Chain Superstar 2021. She has rich experience in strategy, analytics, and global demand planning across top pharma companies like Lupin, Cipla, Cadila, Intas, and Ajanta. Currently, she works as Manager – Global Supply Chain Operations at Lupin. .
<b>OBJECTIVE:</b> The objective of master class is to understand the structure and key components of the supply chain, the Agenda, Monthly Demand Planning Activities, S&OP and Pre- S&OP, Long Range Planning
<b>SALIENT NOVEL POINTS COVERED</b>
<b>1. History Of Supply Chain</b> Pfizer was the first to develop the global, multi-tier pharma supply chains, especially in vaccines and antibiotics. In India Ranbaxy is considered as first pharmaceutical company to introduce modern supply chain management practices
<b>2. Agenda</b> The agenda basically shows how the whole supply chain works step by step. It starts with forecasting, then moves into planning and S&OP, and finally ends with execution. All these stages are linked, so one step supports the next. It also shows that different teams need to work together for the plan to run smoothly. Overall, the agenda gives a clear flow of how decisions move from planning to actual action.
<b>3. Demand Planning Activities</b> Demand planning starts with preparing the monthly forecast. The teams then discuss and finalize the numbers so everyone is aligned. Clean data is uploaded into the system, and requirements are generated for production. This helps ensure the right products are planned at the right time.
<b>4. S&amp;OP and Pre-S&amp;OP</b> S&OP brings together demand and supply plans to make one common business plan. First, demand and supply teams review the data and fix any gaps. Pre-S&OP checks if the plan is realistic, and the

final S&OP meeting confirms it for execution. This keeps all departments working in the same direction.

#### 5. **Long-Range Planning**

Long-range planning looks at future demand and checks if the company has enough capacity and materials for coming years. It also helps plan new products and long-term supplier needs. This ensures the supply chain is ready for growth and market changes.

#### 6. **Execution**

Execution is where the approved plan is turned into real actions. Production is scheduled, raw materials are tested, and finished goods are released. Dispatch decisions like air or sea shipment are taken based on urgency. This step ensures products reach customers on time.

#### 7. **Decision-Making in Dispatch**

Air vs Sea Based on Service Level & Cost Optimization. A practical and modern point covered was how dispatch mode selection (air/sea) is not only logistical but a strategic service-level decision, balancing cost, speed, and customer expectations.

#### **Q&A and Interactive Session:**

The session ended with an interactive Q&A where students asked practical and career-focused questions. One of the main questions was about **how to start a career in Supply Chain Management** and what skills or qualifications are needed. Another key question discussed the **difference between hospital supply chain and pharma supply chain management**. These discussions helped the audience understand real-world applications of the topic. Overall, the Q&A made the session more engaging and informative for everyone.

**Conclusion:** Overall, the session gave a good understanding of how the supply chain works step by step, from forecasting to final execution. The discussion helped link classroom concepts with real industry examples, making everything easier to follow. The Q&A also added useful insights about careers and the differences in supply chain roles. The session was informative and helped everyone learn the topic in a practical way.

# Pharma Supply Chain Management: Trends, Challenges & Innovations

 Friday, December 12, 2025  10.00 AM – 1:00 PM IST  IIHMR University, Jaipur



WELCOME

**Dr. Vinod Kumar SV**  
Professor & Dean In-Charge  
SDGSPH, IIHMR University, Jaipur



SPEAKER

**Ms Prajakta Shinde**  
Manager - Global Supply Chain  
Operations (GSCO), Lupin, Mumbai, Maharashtra, India



MODERATOR

**Dr. Susmit Jain**  
Associate Professor  
IIHMR University, Jaipur



MODERATOR

**Dr Saurabh Kumar**  
Dean SPM  
IIHMR University, Jaipur



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## Master Class Episode 144

Date: 12/12/2025 (10:00 AM to 01:00PM)

### Attendance Sheet

Sr. No.	Students Name	Stream with Batch	Sign
1	TANYA MANI	MBA - PM - 17	Tanya Mani
2	SHREYA GHOSH	MBA - PM - 17	Shreya
3	VAISHNAVI BHOT	MBA - PM - 17	Vishnavi
4	CHAITANYA PAWAR	MBA - PM - 17	Chaitanya
5	TEJAS MORE	MBA - PM - 17	Tejas
6	DEEKSHA SINGH	MBA - PM - 17	Deeksha
7	Akash Bairagi	MBA - PM 17	Akash
8	Aditya Vyas	MBA PM 17	Aditya
9	Vansh Dawar	MBA PM 17	Vansh
10	Amisha Sharma	MBA PM 17	Amisha
11	Shruti Toma	MBA PM 17	Shruti
12	Khushi Srivastav	MBA PM 17	Khushi
13	Geetika Potnuru	MBA PM 17	Geetika
14	Sathi Chowdhury	MBA PM 17	Sathi
15	Sagar Verma	MBA PM 17	Sagar
16	Rajendra Rayput	MBA PM 17	Rajendra
17	Rishabh Pathak	MBA PM 17	Rishabh
18	Hansh Dwivedi	MBA PM 17	Hansh
19	Shreya Khare	MBA PM 17	Shreya
20	Manisha Singh	MBA PM 17	Manisha
21	Sejal Manojyadav	MBA PM 17	Sejal
22	Riddhi Umetha	MBA PM 17	Riddhi
23	K. Chetan Kumar	MBA PM 17	K. Chetan Kumar
24	J. Bhargav Ram	MBA PM 17	Bhargav
25	Aditi Gupta	MBA PM 17	Aditi

# Master Class Episode 144

Date: 12/12/2025 (10:00 AM to 01:00PM)

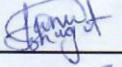
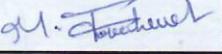
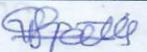
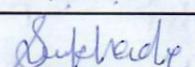
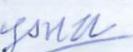
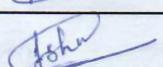
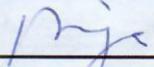
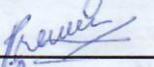
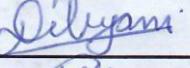
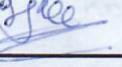
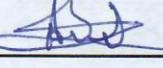
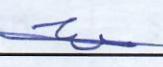
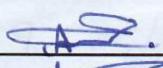
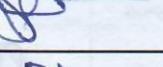
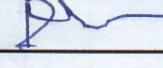
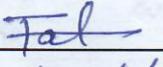
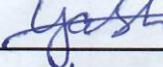
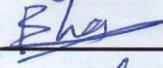
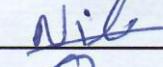
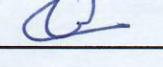
## Attendance Sheet

Sr. No.	Students Name	Stream with Batch	Sign
26	Neyana Sahu	MBA PM - 17	<u>Neyana</u>
27	Jitesh Yadav	MBA PM - 17	<u>Jitesh</u>
28	Jaswant Singh Sandhu	MBA PM - 17	<u>J</u>
29	Aditi	MBA PM - 17	<u>Aditi</u>
30	Deepanshu Sipra	MBA PM - 17	<u>Deepanshu</u>
31	AUM PALAN	MBA PM - 17	<u>Aum</u>
32	Aishwarya P. Nair	MBA PM - 17	<u>Aishwarya</u>
33	Ashish Ranjan Mishra	MBA PM - 17	<u>Ashish</u>
34	Sadischa Panda	MBA PM - 17	<u>Sadischa</u>
35	Prabhat	MBA PM - 17	<u>Prabhat</u>
36	Mihir Panchal	MBA PM - 17	<u>Mihir</u>
37	Riccha. Singh	MBA PM - 17	<u>Riccha</u>
38	Lopa. Mudra. Lenka	MBA PM - 17	<u>Lopa</u>
39	Tayanan Patel	MBA PM - 17	<u>Tayanan</u>
40	Ritam Paul	MBA PM - 17	<u>Ritam</u>
41	Vikash Balodiya	MBA PM - 17	<u>Vikash</u>
42	Ankush Patvare	MBA PM - 17	<u>Ankush</u>
43	Shriti Rathor	MBA PM - 17	<u>Shriti</u>
44	Avdhoot Gadekar	MBA PM - 17	<u>Avdhoot</u>
45	Akshay Shinde	MBA PM - 17	<u>Akshay</u>
46	Yash Shinde	MBA PM - 17	<u>Yash</u>
47	Anand Raj	MBA PM - 16	<u>Anand</u>
48	Avinash Panetrey	MBA PM - 16	<u>Avinash</u>
49	Yuvraj Kumble	MBA PM - 17	<u>Yuvraj</u>
50			

## Master Class Episode 144

Date: 12/12/2025 (10:00 AM to 01:00PM)

### Attendance Sheet

Sr. No.	Students Name	Stream with Batch	Sign
51	Tanushree Bhagat	PM - 16/17	
52	Geetee Geuel	PM - 17	
53	Poeti Neelbhan	PM - 17	
54	Shweta N. Wanthalde	PM - 17	
55	SAHIL	PM - 17	
56	Kriti Haday	PM - 17	
57	Jisha Palan	PM - 17	
58	Divya Tyagi	PM - 17	
59	Praleen	PM - 17	
60	Dibyam Kumar	PM - 17	
61	Hrishikesh Mohite	PM - 17	
62	Abhishajya Hanta	PM - 16	
63	ANSHI BULSARA	PM - 16	
64	Tanisha Bhatt	PM - 16	
65	Aastha Misra	PM - 16	
66	Utkarsh R. Singh	PM - 16	
67	Rishik Raj	PM - 16	
68	Santosh Das	PM - 16	
69	Shashikant Mahajan	PM - 16	
70	Devendra Chauhan	PM - 16	
71	Talken Dighe	PM - 16	
72	Yash Daga	PM - 16	
73	Bharat Devanga	PM - 16	
74	Nilesh	PM - 16	
75	Gautam Chitkara	PM - 16	

# Master Class Episode 144

Date: 12/12/2025 (10:00 AM to 01:00PM)

## Attendance Sheet

Sr. No.	Students Name	Stream with Batch	Sign
76	Pankaj yogi	PM - 16	Pha
77	Landep Singh	PM - 16	Sdpcd.
78	Sweta	PM - 16	Swety
79	Prishu	PM - 16	Prishu
80	Manjish Gupta	PM - 16	(Manjish)
81	Roshan Lathi	PM - 16	Fashion
82	Unmesh Patil	PM - 16	Unmesh
83	Pushkar Patil	PM - 16	Pushkar
84	Ishank Yadav	PM - 16	Ishank
85	Nilesh Singh	PM - 16	Nilesh
86	Divesh Bariskar	PM - 16	Divesh
87	Arpan Gosh	PM - 16	Arpan
88	Gantosh S. Dath	PM - 16	Gantosh
89	Mansi Mahakalkar	PM - 16	Mansi
90	Laxmi Punc	PM - 16	Laxmi
91	Sanjana Patil	PM - 16	Sanjana
92	Preeshant Beake	PM - 16	Preeshant
93	Yashdeep Deore	PM - 16	Yashdeep
94	Jaideep Singh	PM - 17	Jaideep
95	Divesh Bariskar	PM - 16	Divesh
96	Mahit Rajput	PM - 17	Mahit
97	Rahul Raj	PM - 17	Rahul
98	Nikhil Sharma	PM - 17	Nikhil
99	Samridhi Maheshwari	PM - 17	Samridhi
100	Narmi Sharma	PM - 17	Narmi
101	Neema Meena	PM - 17	Neema
102	Prajyadharshini S.	PM - 17	Prajyadharshini
103	Uttiche Bhattacharya	PM - 17	Uttiche
104	Harsh Sharma	PM - 17	Harsh
105	Shrawani Tilekar	PM - 17	Shrawani

## Master Class Episode 144

Date: 12/12/2025 (10:00 AM to 01:00PM)

### Attendance Sheet

Sr. No.	Students Name	Stream with Batch	Sign
106	Mansi Tupe	PM 17	<i>Mansi</i>
107	Pooja Chohaniya	PM 17	<i>Pooja</i>
108	Mulshanti Gupta	PM 17	<i>Mulshanti</i>
109	Anjali Lakhera	PM 17	<i>Anjali</i>
110	Prathamesh	PM 17	<i>Prathamesh</i>
111	Apurv Kumar	PM 17	<i>Apurv</i>
112	Prathamesh Sonawane	PM 17	<i>Prathamesh</i>
113	Prathamesh Bankan	PM 17	<i>Prathamesh</i>
114	Mahantesh S Kagale	PM 17	<i>Mahantesh</i>
115	Ritam Paul	PM 17	<i>Ritam</i>
116	Ritvik Gupta	PM 17	<i>Ritvik</i>
117	Yash Sonune	PM 17	<i>Yash</i>
118	Vipul Yadav	PM 17	<i>Vipul</i>
119	Vipin Pal	PM 17	<i>Vipin</i>
120	Sourabh Basaragao	PM 17	<i>Sourabh</i>
121	Pankaj Prajapati	PM 17	<i>Pankaj</i>
122	Sai Suleyman Deo	PM 17	<i>Sai</i>
123	Purna Borse	PM 17	<i>Purna</i>
124	Yash Rohil	PM 17	<i>Yash</i>
125	Mathukumalli Saini	PM-17	<i>Mathukumalli</i>
126	Yash Sonune	PM-17	<i>Yash</i>
127	Shaik Wasoem	PM-17	<i>Shaik Wasoem</i>
128	Kotha Neer Varshith	PM-17	<i>Kotha Neer Varshith</i>
129	Chalapatti Siva Krishna	PM - 17	<i>Chalapatti</i>
130	Ved Vija Chaudhary	PM 17	<i>Ved</i>
131	Lokesh Ranjan Maiti	PM 17	<i>Lokesh</i>
132	Shreeta Bhawonick	PM 17	<i>Shreeta</i>
133	Kriti HADD	PM 17	<i>Kriti</i>
134	Amritka Aaliya	PM 17	<i>Amritka</i>
135	Isha Palan	PM 17	<i>Isha</i>
136	Kasturi Suvantkar	PM-16	<i>Kasturi</i>
137	Archi Shukla	PM-16	<i>Archi</i>
138	Sakshi Seini	PM-16	<i>Sakshi</i>
139	VISHAL KUMAR	PM - 17	<i>Vishal</i>
140	SANKHANI PANDIT	PM - 17	<i>Sankhani</i>
141	Yogeshwari Tiwari	PM 17	<i>Yogeshwari</i>
142	Sonali Tomar	PM 16	<i>Sonali</i>
143	Ganhami Ramteke	PM 16	<i>Ganhami</i>
144	Priyanka Singh	PM 16	<i>Priyanka</i>
145	Aditi Tulpural	PM 16	<i>Aditi</i>
146	Arpan Ghosh	PM 16	<i>Arpan</i>
147	Amerisha Mahadevan	PM-16	<i>Amerisha</i>
148	Janay Singh	PM - 16	<i>Janay</i>
149	Wingdipan Dus	PM - 16	<i>Wingdipan</i>

# Master Class Episode 144

Date: 12/12/2025 (10:00 AM to 01:00PM)

## Attendance Sheet

Sr. No.	Students Name	Stream with Batch	Sign
150	Deeksha Gupta	PM - 16	<u>xx</u>
151	Priyanshi Nandwani	PM - 16	<u>PL</u>
152	Aishwarya	PM - 16	<u>xx</u>
153	Shivikar Patidar	PM - 16	<u>xx</u>
154	Acepanu Parenu	PM - 16	<u>PL</u>
155	Anshula	PM - 16	<u>Anshula</u>
156	Abhishek R	PM - 17	<u>Abhishek</u>
157	Gaurik Rayhan Saha	PM - 17	<u>Gaurik</u>
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