



SANCHIT NANDA

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Speaking Engagements*

- **Importance of Patient Reported Outcome Measurement in Real World Setting** presented at 5th International Patient Safety Conference 2015, Bangalore
- **Leveraging Pharmacoeconomics in decision making** - 48th Annual Conference of Indian Pharmacological Society- IPSCON 2015, Rajkot
- **Leveraging Balance Score Card Approach in Pharmacoeconomics decision making** - 49th Annual Conference of Indian Pharmacological Society- IPSCON 2016, Chandigarh
- Panelist at **5th International Conference on Pharmaceutical & Medical Device Sector (FICCI)** 2020, Ahmedabad
- **Leveraging Digital Technology to Enhance Outcomes for Patient Support Programs** – Customer Experience Management Program, University of Hyderabad, School of Management Studies, 2022
- Panelist at **Pharma Leaders Connect 2023, The future of Pharma Ecosystem in a digitally transformed World**, conducted by APAC News Network

Publications (Co-authored)

A Guiding Framework for OPD & Private Health Insurance in India - Supply & Demand Side Analysis, 8th FICCI Health Insurance Conference, 2015

Cost Consequence Analysis in Heart Failure, CSI Journal, Dec'20

*Not Exhaustive

Senior Director, Global Patient Solutions, Gilead Sciences

Over 25 years' Experience with Regional & Country leadership roles across South & Southeast Asia

Passionate about unlocking value in Healthcare Ecosystem through establishing holistic value assessment and creating innovative solutions across patient journey. Developing new patient solutions, leveraging technology to improve/create new business models, creating Innovative partnerships with stakeholders across healthcare spectrum!

- Proven record of accomplishment in creating new business models, well recognized for leading new initiatives that set Industry benchmarks.
- Led partnerships with various start-ups across various healthcare delivery value chain elements unlocking new value drivers.
- Collaborated across stakeholders and pioneered the concept of Health Economics in India
- Have been part of number of Industry forums/task forces such as OPPI, FICCI, CII on Healthcare Access, Health Insurance, and policy issues.

INITIATIVE HIGHLIGHTS

First of kind industry initiatives, commercial solutions in the industry:

- 1st partnering deal of a patented product in India (2008)
- HEOR modelling for Institutional Business using local data (2012),
- Launch of Emerging Market Brands (2013) including **novel Biologics**
- Digital Patient Support Programs (2014)
- Unique healthcare financing solutions (2015)
- Outcome based Assurance Program (2017) incl. for **Monoclonal Antibodies (MABs)**
- Launch of first closed loop Patient Support Program (2017) for **Biologics**
- Private Insurance Inclusion for **MABs** for Retinal Disorders (2019)

Successfully set up **new functions like BD&L, Market Access, HEOR**. Both functions considered best in class. BD&L deals executed have contributed to over 350 US\$ Million Cumulative sales.

ACADEMIC CREDENTIALS

BSc (Hons) Zoology -Delhi1993 (University Rank Holder)

Post Graduate Program, Finance & Marketing, ISB Hyderabad

Pursuing **part time PhD**, 'Assessment of impact of Innovative Healthcare Access models in LMICs' from Manipal Academy of Higher Education, India.

AWARDS

- Winner of **Long Live Global Award (Innovation)** at Novartis in 2015 (Top 10-12 associates out of >1,00,000 receive the award by WW CEO)
- **Asia Middle East Africa Cluster Best Access Initiative Award 2018** at Novartis Pharmaceuticals
- **HealthTech Innovation Conclave Award (2022)** for pioneering Digital PSPs in India
- **Pharma Impact Award 2023** for Outstanding contribution to Pharma Industry by APAC News Network
