

# Agathoklis Andrianos' Final Report SBB - Confidential

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## Public Summary

Lead by a clear interest for the Healthcare and the Pharmaceutical industries I chose to conduct my SBB internship at Octoplus in Leiden. Octoplus (now Dr. Reddy's IPDO Leiden) is a company active in the Generic Pharmaceutical Industry. It is a B-2-B type of business providing Complex Injectable Drug R&D services to its parent company which is considered the main customer and to a small portion of collected clients out of the norm. More specifically, since 2013, Octoplus is a subsidiary of Dr. Reddy's Laboratories Ltd. Dr. Reddy's is one of India's top drug makers and develops and manufacturers branded and unbranded generic drugs and bulk pharmaceutical ingredients. Many people throughout the world do not have access to good health because they can't afford expensive medicines. Dr. Reddy's Generic Formulations business addresses this urgent need by offering more than 200 high-quality generic versions of expensive innovator medicines—at a fraction of the cost—in over 20 countries around the world. I became involved in this company as a Project Management Intern within the Project Management Office in Leiden.

Throughout these 6 months I was supervised by the Director of the Project Management Office and I was addressed with two main responsibilities.

- I had to execute a short-spanning project that would eventually enhance the company's scientific excellence profile. Hence, I had to develop an Academic Network of Research Groups in specific research fields that the company can use in the near future as a pool of potential co-operation possibilities with Academia. In addition to this, I had to develop a big-data analytics tool via R-Studio in order to establish an automated method of analyzing data from PubMed's data base. Last, I had to develop a scorecard using different assessment criteria that will enable the company to make strategic decisions regarding the scientists to be approached in the near future.
- I was appointed with the task of old project closures as a Project Management supportive task. As the integration with Dr. Reddy's was still ongoing at that time, all of the old business had to be formally terminated and all involved parties formed about the change that Octoplus' s acquisition would bring onto the provided services. I became actively involved in these processes and coordinated actions and communications with different stakeholders including internal departments and external clients.

All in all, I managed to understand the dynamics of a pharmaceutical company and witnessed firsthand what the role of a project manager looks like in a research-based corporate setting. This internship proved to be a great choice as I was given many responsibilities and opportunities for networking, learning and self-development, including an official external PMP training of the American PMI Institute and an internal course on Lean Six Sigma Green belt basics. Most importantly, I had the chance to work in a very international and diverse environment with very passionate people which I could easily approach for input in my projects.