



## The DK Pierce & Associates (DKP) Summer Internship

The DK Pierce & Associates, Inc. (DKP) summer internship is a dynamic immersion into the world of healthcare consulting. DKP works with biopharmaceutical clients on the development of and patient access to novel treatments for cancers, rare diseases and other complex conditions. Examples of our business services include:

- Assessing the design of clinical trials that will develop data for Food and Drug Administration (FDA) approval of an important drug or biological therapy;
- Researching the environment into which the new treatment will enter, specific to health insurance, hospitals and physician offices;
- Identifying and resolving possible patient financial toxicities that could preclude access to the treatments they need; and,
- Conducting daily tracking of how health insurance companies establish covered benefits for patients with cancers and rare diseases.

As a small specialized consultancy, everyone in the company may experience different responsibilities and utilize many strengths. Therefore, the summer internship program may encompass roles and experiences in your study focus, as well as stretching you to test other strengths and skills.

The DKP team is highly collaborative and with a strong desire to learn and innovate in an environment of biopharmaceuticals and healthcare that is changing every day. To find out more about DKP, including our vision, mission and values, visit the website at <http://www.dk Pierce.net>.

## Internship Time Commitment

The minimum time period for the 2019 summer internship program will run from Monday, June 3, 2019 through Friday, August 9, 2018 (10 weeks). Summer internships are full time positions (40 hours/week). Timing is flexible, if candidate wishes to extend the internship time period, or start/end earlier to coordinate with class scheduling.

## Payment

Interns are paid \$20.00 an hour, with the internship paid at \$8,000 for the 10-week term (pay will vary based on length of final internship). Payment will coincide with DKP employee payroll – twice per month. Specific timing is available upon enrollment in the program.

No other company benefits are provided, and interns must make their own housing, insurance, and transportation arrangements. Interns will receive the same holiday plan as DKP employees, with the July 4th holiday (July 4th, 5th).

We do not have travel or housing stipends available for out-of-town candidates, so you must be willing to cover your own living expenses if you are not already planning to be in the Indianapolis area.

## Eligibility

- Internships are open to students enrolled across a full spectrum of disciplines.
- Internships are open to students at different levels of academic study including those in bachelor's, master's, PharmD, and Ph.D. programs. We also welcome applications from recent graduates and those in between academic programs.
- Summer interns do not need to be U.S. residents, but must be authorized to be employed in the United States during the summer.
- Summer interns must be able to work onsite at DKP offices in Zionsville, IN for the entire internship term.

## Submission

All submissions for internships must be received by April 19, 2019, with interviews to occur within a week of that date. The submission should include a review of the following:

- Current studies, area of focus/major;
- The area of study within your major that holds the greatest interest for you;
- Which of the following projects applies your skills and knowledge best and why; and,
- What you consider your best strengths to be and how these would be applied in an internship program at a small consulting organization that has exposure with some of the largest biopharmaceutical companies in the US

The format of submission is at the intern candidate's preference. All should be submitted to [Jackie.Mueller@dkpierce.net](mailto:Jackie.Mueller@dkpierce.net). The final summer intern candidate will be selected by May 3, 2019.

## Applicable Careers

The experience gained from this internship can be applied to several careers, including:

- Business Analysis
- Health Policy and Medical Economics
- Financial Analysis
- Corporate Finance
- Risk Management
- Biopharmaceutical Consulting

# Summer 2019 Project Opportunities

The selected intern will execute two or more of the following projects, with the intended deliverables outlined at the end of each project scope detail. Prior to starting any of the projects, the intern will be immersed in the general nature of the company's work to apply that context to the project. Additionally, the experience will be working side-by-side with other DKP employees – both those in the Zionsville headquarters location as well as those in other states.

More detail on the specifics around these projects are available during the interview process.

## **1. Business Success Analysis:**

This project will review our ability to engage the right client at the right time for the right work, utilizing data generated through our Salesforce platform.

## **2. Financial Impact Analysis and Innovative Budgeting Models:**

This work will include understanding how we most effectively can create value-based budgeting to ensure that we can create differentiated services that are highly valued by our clients.

## **3. Biopharmaceutical Long-term Business Development Targeting:**

The opportunity of this project is to delve into the identification of clients and opportunities that ideally match the valuable services that we provide. This will include understanding our client environment, the unique niche in which we work, and the opportunities for early outreach to create the greatest opportunities for DKP – and the best value for the client.

## **4. Biopharmaceutical Consulting Industry Review and Opportunity Analysis**

This project will help DKP look for opportunities of innovation within the consulting environment, including expanding our service offerings, market messaging, and analytics of our market.

## **5. Innovative Drug Payment/Alternative Payment Methodologies Analysis:**

Drug pricing is a hot topic in politics and healthcare, and this project will dive into the complexities around the many variables affecting drug pricing and how an insurance company may pay for high cost therapies for cancers and rare diseases. This project will assess the potential "alternative payment methodologies" that exist and compare those to the current methodologies applied under healthcare today.

## **6. Women Owned Small Business (WOSB) Status and Application:**

This project will provide an outline of how certification as a WOSB (in conjunction with status as a Women's Business Enterprise) supports a small company's business opportunities within the biopharmaceutical industry, as well as in government initiatives.