

# Experience of setting up a Statistical Consultancy business

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# Outline of presentation

Previous experience

Making the decision

Scope of work

Nature of consultancy business

The change

Reflection after 9 years

# Previous experience (1974 – 2004)

## University of Bradford

- Lecturer in Mathematical Statistics 1974/82

Integration & re-engineering of Pfizer global biometrics organisation, processes and systems 1989/2001

Pharma industry-wide stats expert/working groups (ABPI, EFPIA, ICH) 1991/2001

## Pfizer (multinational pharmaceutical company)

- Consulting Statistician 1982/90
- Head of Biometrics 1990/2000
- VP Development Operations 2000/04

Royal Statistical Society  
VP and Chair of PAC 1998/2000

Pfizer mergers & acquisitions (Warner-Lambert, Pharmacia) 2000/03

# Making the Decision



**Working with  
coach/mentor  
on career  
planning**

**Working with  
DBM career  
transition  
consultants**

**Attending  
course on  
'Starting your  
own business'**

**Discussing  
business  
options with  
Accountant**

# Scope of Work

**Initial plan/ideas**

**Statistical consultancy  
(clinical trials)**

**Management consultancy  
(change management)**

**Interim management  
(in pharma company)**

**Training, mentoring & coaching  
(professional development)**

**Reality**

**Working  
for  
biotechs**

- **Statistical advice on clinical study design, reporting and publications**
- **Exploratory analyses**
- **Advice at strategy meetings (management, key opinion leaders, due diligence)**
- **Advice on CRO engagement (SAPs, DMPs, quality processes, contracts)**

# Nature of consultancy business

Limited company  
(TLwise Consulting  
Ltd)

Clients (biotech  
companies;  
training providers)

Work from home  
(client visits,  
emails,  
teleconferences)

Consultancy  
agreements to  
reflect part-time  
nature of business

No intention to  
employ others  
(possible  
collaboration)

# The change

**Need to sell services & demonstrate professionalism**

**Need to take out Professional Indemnity Insurance**

**No infrastructure support (e.g. IT hardware & software; admin)**

**Need to be disciplined to keep records & meet admin deadlines (invoices, receipts, PAYE, VAT, accounts)**

**Less scope for work-based CPD ... need specific focus on keeping up-to-date**

# Be organised!



**Efficient  
admin  
processes**

**More time  
for  
consultancy**

**More  
interest and  
income**



# Reflection after 10 years

**Achieved desired work-life balance**

**Generated sufficient income**

**Did consultancy work I enjoyed doing – and added value**

**Maintained links with network of colleagues & friends**

**An accountant (and Excel spreadsheets) are strongly recommended**

**Complemented pro-bono work for RSS and Science Council**