

Experience of setting up a Statistical Consultancy business

*Trevor Lewis PhD, CStat, CSci, PStat
Director, TLwise Consulting Limited*

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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 9 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