

'Developing creative solutions to meet the unique demands of the Life Sciences Industry.'



Lifescience Dynamics Ltd
28 Briar Dene
Pinkeys Green
Maidenhead
Berkshire
SL6 6SF
England UK

Registered in England No. 5214740

Why hire a consultant?

There is typically a compelling organisational need that drives a firm to seek outside assistance. Consultants can be as asset to an organisation and help enhance overall performance. The role of consultants play varies with the objective and resources of the internal group. There is no on model fit all solutions.

The factors that most commonly lead clients to contact are:

- **Performance**
 - The organisation seeks to improve the current level of performance in order to meet changing standards and to maintain competitiveness.
- **Change**
 - The organisation must establish or reform strategy, operations, usually due to external pressures (e.g. from funding sources, regulatory agencies, or the Board).
- **Support**
 - The organisation needs assistance in making constructive decisions regarding key strategic or operational issues.

- **Expertise**

The organisation seeks experts with the knowledge and skills necessary to address its needs.

- **Resources**
 - The organisation has inadequate internal resources to satisfy a short-term requirement.
- **Ideas**
 - The need for the fresh views and approach of an objective outsider - a perspective that company personnel can't see because they are too close to the situation.
- **Objectivity**

*‘Developing creative solutions
to meet the unique demands
of the Life Sciences Industry.’*



- The external consultants are free of internal agendas, politics and influences and therefore can provide independent views.
- **Contacts**
 - In many cases consultants have contacts of value.
- **Primary data**
 - Consultants serve as anonymous collectors of primary CI/MR data for an organisation. The benefit is that they do not reveal interest in an area, so they can get more honest and revealing answers from interviewees.

