



# Navigating the Consultant Landscape in the Life Sciences

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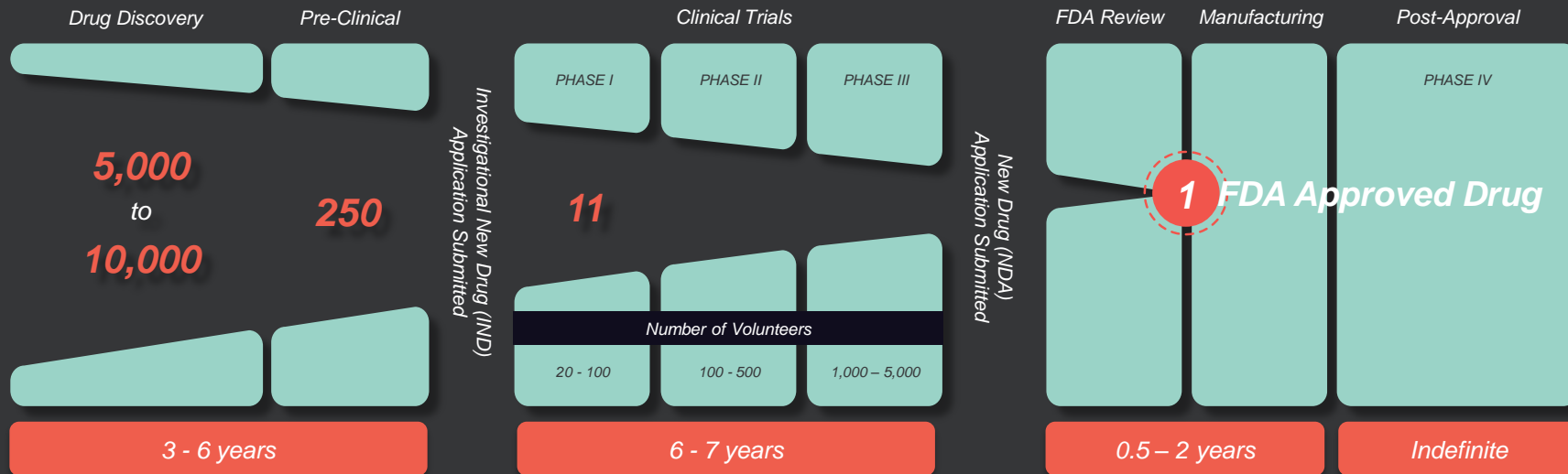
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# Background

- CEO, Clora
- VP Clinical Development, Kaleido Biosciences (a Flagship VentureLabs company)
- VP Clinical Development, GI Dynamics
- VP Clinical Affairs, Avedro

# The Discovery and Development Process

Given the cost and time to develop products, companies are increasingly outsourcing development activities to access specialized talent and to reduce fixed costs.



# The Cost of Delays in the Life Sciences Industry are in the Millions



**14 yrs.**

Time to bring a product to market



**51%**

Increase in industry freelancers over last 5 years



**\$2.6B**

Development costs to bring a product to market



**> 2x**

Pay vs. other industries



**\$250B**

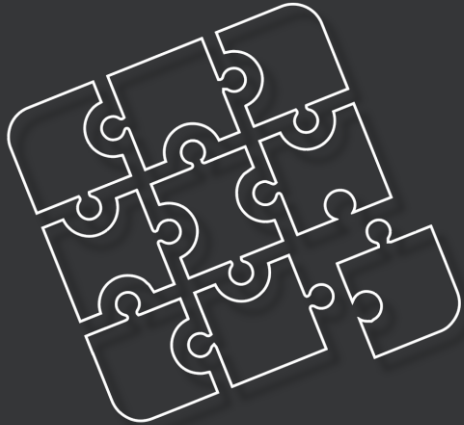
Spent annually on outsourcing



**1.5M**

Opportunity cost of a 1-day delay in development

# Life Science Companies Struggle to Find the Specialized Talent They clora. Need



Over **300 diverse specialties** are required to bring a product to market in the pharmaceutical, biotech, and medical device fields.



Fill rates are among the lowest and opportunity costs are the highest. It takes **over 40 days** to fill a consultant role and **55% of positions go unfilled**.



The industry is at a **tipping point**. While development costs are rising, there is immense **corporate and government pressure** to reduce costs.

# There's a Lot of Noise When Trying to Find a Consultant

## HOW TO FIND A CONSULTANT IN THE LIFE SCIENCES INDUSTRY

A guide to the cumbersome and frustrating methods to find a consultant in the life sciences industry.



>30 days to find a consultant | Opportunity cost = \$45M+

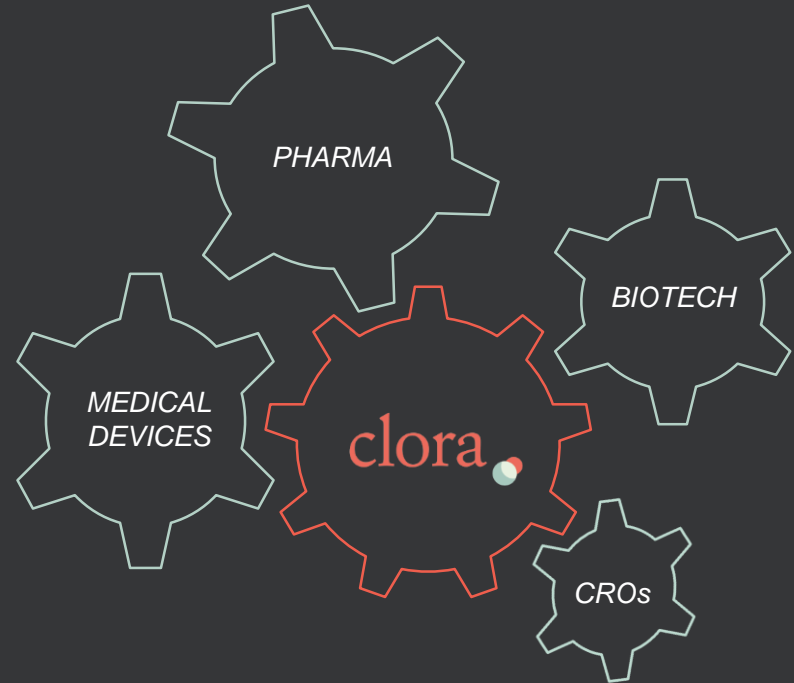
# How to Select the Best Consultant?

1. Do they have the right skill set?
2. Have they worked with startups in the past?
3. Do they have the appropriate context to succeed?
4. Do they complement your team & accelerate pace to inflection points?
5. Have they previously succeeded with similar projects?



## What is Clora?

Clora is a tech-enabled marketplace that provides life science companies of any size access to world-class, specialized consultants.

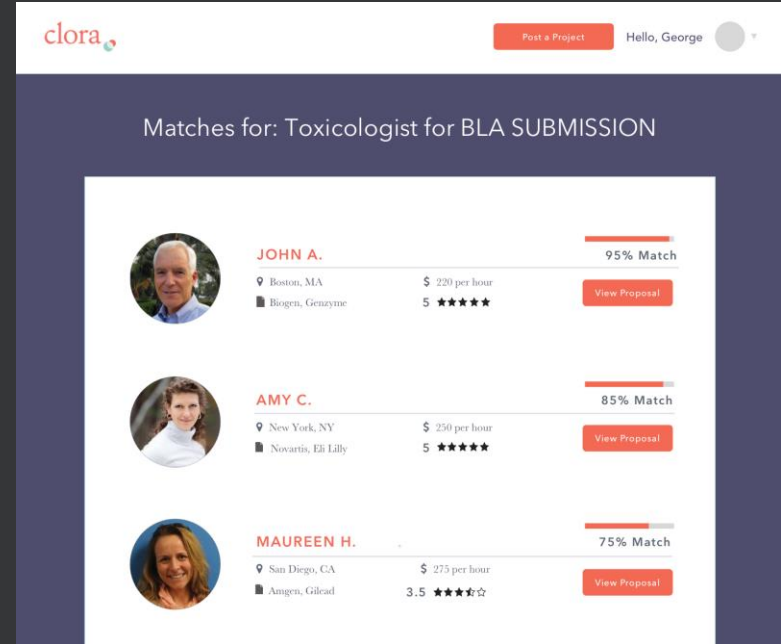
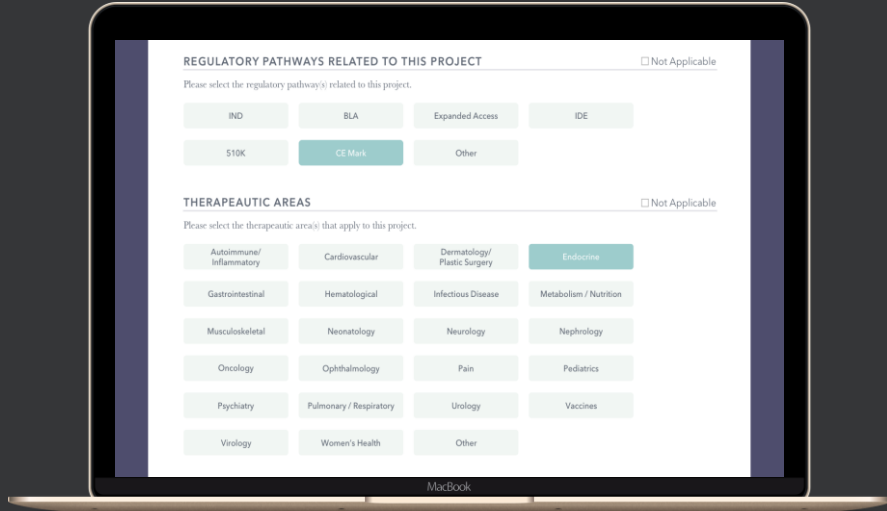




# Accelerate and De-Risk Product Development by Accessing the Best Consultants



*All signal, no noise.*



Thank you.

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