



# Pros and Cons of Freelancing

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## Biography:

- ▶ Pradeep Bangalore has a diverse background in the Clinical Trial Industry, with almost 25 years of experience and an MBA from NC State. He has been independent since 2008 and has co-founded Cesta Inc, an analytics consulting firm that helps clients excel. He is also a serial entrepreneur and has been involved in several startups throughout his career. Overall, Pradeep has a strong business acumen and a wealth of experience in the Clinical Trial industry.



# Typical Stats Analyst's Journey?

Based on ~25 years of experience this is what I have seen:





## Pros / For:

- Flexibility: Freelancing allows you to have a flexible work schedule, which can be beneficial if you have other passions to follow or responsibilities.
- High earning potential: Due to the high demand for specialized skill set required, SAS programmers can earn high hourly rates or project fees.
- Diversified Experience: As a freelance SAS programmer, you will have the opportunity to work on various projects, which can help you build your skills and expertise.
- Autonomy: As a freelancer, you are your own boss. You have the freedom to make your own decisions about negotiating the timelines of the deliverables / Chose your own benefits (Training / Attend conferences)



## Examples of Niche skillsets:

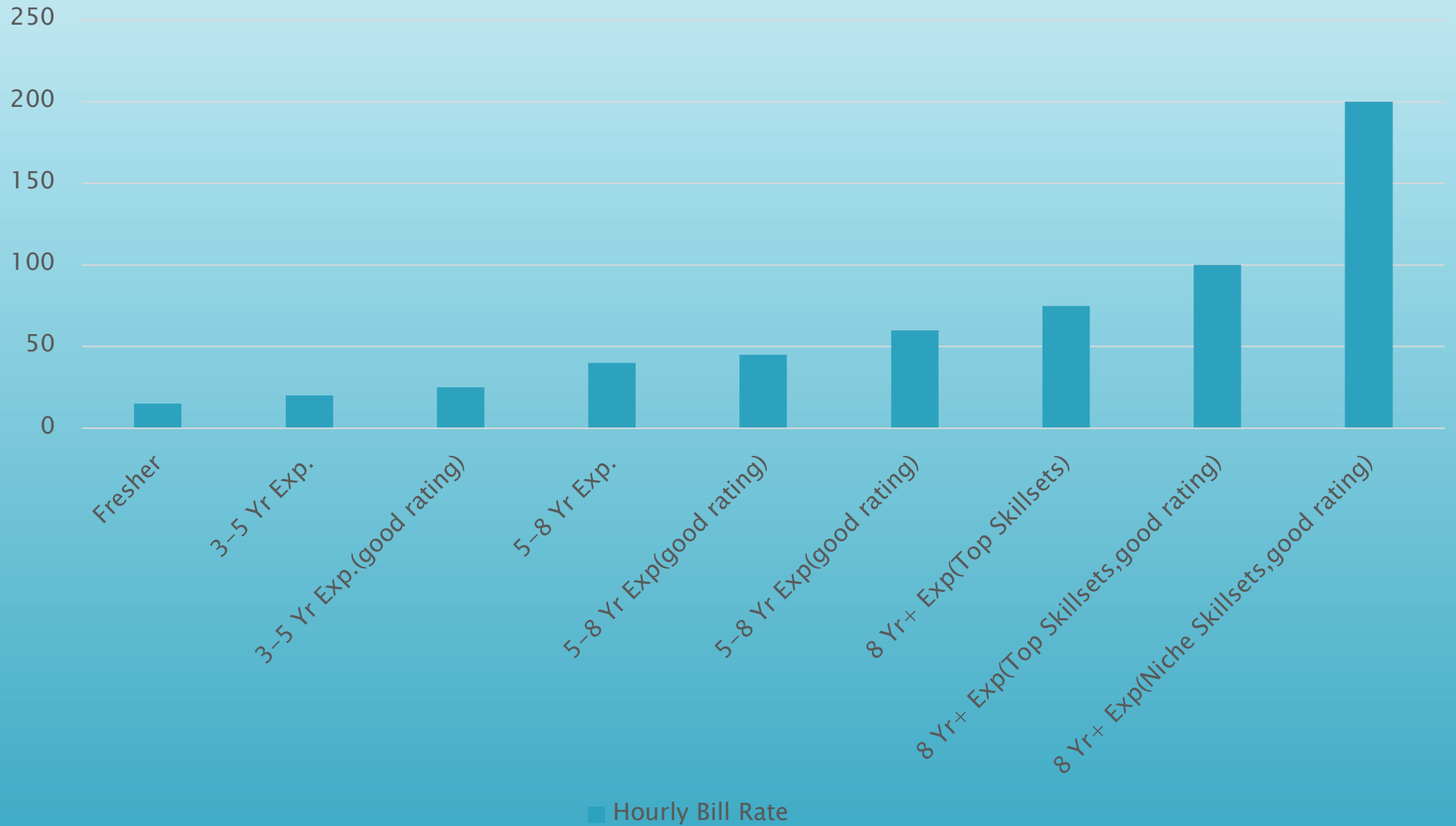
- Graphs
- Patient Profiles
- POP PK
- PK–Merge Analysis

## To get started :

- Upwork
- Fiverr
- Clora – Specific to Life Science Community (Organized)



## Freelancer – Salary Range:



Source: Upwork, Fiverr



## Cons / Against:

- Lack of stability: Freelancing can be unpredictable, and you may only sometimes have a steady stream of work.
- Need to find clients: As a freelancer, you will need to find clients and market your services, which can be time-consuming and challenging.
- Responsibility for your finances: As a freelancer, you must manage your finances, including paying taxes and managing cash flow.
- Lack of benefits: As a freelancer, you will only have access to employee benefits, such as health insurance or retirement plans, if you arrange them yourself.



## Cons / Against:

- High competition: While demand is high, so is competition. There are many qualified SAS programmers in the market and offshore outsourcing.
- Investment: Invest in your own SAS products(Expensive).
- Limited growth if no new skills: Constantly keep growing different Skills by investing your own money.
- You need self-discipline and time management skills to meet project deadlines and manage your workload effectively.





# Conclusion

- As the saying goes – “Grass is always green on the other side” . However – You must diligently evaluate the Job market situation and your current financial commitments, as it might take up to 4 months before you start getting any payment. Usually, upon invoicing – it takes on an average 30–60 days payment cycle.
- Short-term contracts pay higher compared to Long-term contracts. Ideally, taking up long-term contracts is beneficial at the beginning of a freelancing career.
- Overall, freelancing as a Statistical Analyst has both benefits and drawbacks, and it's essential to consider your personal needs and circumstances before taking a decision.



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