Pros and Cons of Freelancing

- Pradeep Bangalore
- linkedin.com/in/pradeep-bangalore-mba-786a9a1
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.
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/Choose 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:

Hourly Bill Rate

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.
Name: Pradeep Bangalore
Affiliation: Cesta Inc.
Contact Number: 919–607–6066
E–mail: pbangalore@cestatech.com
Website: www.cestatech.com
Twitter: @pkb40877
LinkedIn: linkedin.com/in/pradeep-bangaloree-mba-786a9a1