

## CONSULTING TIP OF THE MONTH COMBINING CONSULTING WITH LABORATORY WORK

By Ron Bihovsky, Ph.D., Key Synthesis, LLC

Consultants frequently suggest solutions based upon their expertise which their clients subsequently investigate in the laboratory. For many chemical consultants, laboratory research was one of the most rewarding aspects of their careers. While most consultants function without a laboratory, some consultants successfully combine a chemical consulting practice with the experimental work that originally attracted them to chemistry.

A consultant interested in performing laboratory research must overcome all of the challenges faced by a consultant as well as additional issues inherent to setting up a laboratory. These include finding a location, securing funding, purchasing equipment, finding a research niche, marketing, pricing and identifying clients. These challenges are balanced by the satisfaction of knowing that one has succeeded in solving research problems or manufacturing products.

Some examples of the work done by chemistry consultants with laboratories include: Laboratory research to support patent applications and patent litigation; process improvement; safety assessment; polymer chemistry; synthetic chemistry; medicinal chemistry; custom synthesis; analytical chemistry and testing. The membership of [Chemical Consultants Network](#) includes chemical consultants who have established research laboratories to combine consulting with laboratory investigations.

Dr. Ron Bihovsky is an organic chemistry and medicinal chemistry consultant and the founder of [Key Synthesis LLC](#), a custom synthesis company specializing in synthesis of biologically active compounds. He also performs experimental work and testifies as an expert witness in pharmaceutical patent cases. He previously worked as a medicinal chemist in the pharmaceutical and biotechnology industry, and conducted research natural product synthesis in academia. He currently serves as chairman of the [Chemical Consultants Network](#).

For comments, or if you want to describe your combined lab and consulting practice, go to [the Chemical Consultants Network LinkedIn Site](#).

Register now for CCN's next webinar, featuring Dr. Marc Halpern on [Seven Effective Marketing Techniques for Chemical Consultants](#)

Should a consultant incorporate or not, and if so, how? Look for answers in the next two monthly articles in *The Distillate*.