



LIFE SCIENCES PRACTICE

As a life sciences company, you need to concentrate on science, not insurance.

At Odell Studner, we advise life sciences companies throughout the entire growth cycle. We've worked with companies from the start-up phase all the way through commercialization. Our engagement consists of assessing your total cost of risk, providing the knowledge and tools to reduce your risk, and then working to either transfer risk (via contractual negotiation) or insure your risk in the most cost-effective manner.

Working only with established insurance carriers who understand this business, we create tailored risk management solutions. This may consist of partnering with other professionals in drafting an informed consent or protocol document or suggesting the most favorable indemnification wording in a contract or lease. **As your outsourced risk manager and broker, it is our responsibility to walk beside you as you grow and expand—anticipating your needs before they arrive and implementing efficient, economical solutions.**

Benefits of Working with Us

EXTENSIVE LIFE SCIENCES KNOWLEDGE

Our leadership team is deeply involved in the community and well networked among industry professionals. We understand the operations of life sciences organizations and bring that knowledge to your business.

COMMITTED TEAM

Our proactive, highly qualified team invests the time to fully comprehend the complexities surrounding your business. From in-house counsel to our claims management department, we deliver tailored solutions as well as a comprehensive range of services.

BROAD INSURANCE CARRIER AND PROGRAM NETWORK

We offer access to multiple insurance carriers and programs with solutions designed for the life sciences industry.

CLINICAL TRIAL EXPERTISE

We are highly skilled in placing product liability coverage for clinical trials. Our team offers services ranging from projected premiums to site selection, CRO review and sample informed consent/protocol wording.

CLIENTS WE SERVE

- Clinical-stage biotechnology firms
- Drug and device companies with FDA-approved, commercialized products
- Preclinical drug and device companies
- Publicly traded drug companies

RISK MANAGEMENT SERVICES

We provide traditional and non-traditional customized risk management programs, including:

- Risk reduction audits
- Claims management consulting
- Contract reviews
- Certificate management programs
- Benchmark peer reviews of limits
- OSHA audits

To learn more about life sciences solutions at Odell Studner, contact Wayne Crowther in our Life Sciences Practice Group: [484.535.1346](tel:484.535.1346) | wcrowther@odellstudner.com

