

TIP OF THE MONTH FOR CHEMICAL CONSULTANTS

PRICING YOUR SERVICES – PART 2

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Last month we suggested an average fee based on 2-3 times what someone with your expertise makes in industry (see [Pricing Your Services, Part 1](#)). “Average” implies that fees will vary, depending on the size and nature of the assignment. For a large project that might take weeks or months, it is common to have a lower fee base than one that is only a few days. Some consultants might charge a lower fee for small companies with limited means than they would, say, as an expert witness for a billion dollar patent infringement case involving very large companies.

Another aspect of quoting fees is whether to have an open ended agreement based on an hourly or daily fee, or to quote a flat fee for the entire project. The latter is sometimes done for large complicated projects, such as engineering design. The flat fee will typically be part of a written proposal for the project. Proposals will be the subject of next month’s article. But a bit of advice worth mentioning here is to anticipate “project creep” in the case of large projects, so if you quote a flat fee, protect yourself by assuming the high end of the estimated time for the project.

Last month’s article provoked some comments which appeared in the [Chemical Consultants Network LinkedIn Page](#). Please join us to discuss this topic or any other related topics on chemical consulting.

Stay tuned for next month's tip on strategies to create a winning project proposal.

Have suggestions on topics/tips you want us to cover in future issues? [Email us](#)