

Life Sciences Review

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Vendor ViewPoint

EMPOWERING LIFE SCIENCE STARTUPS WITH STRATEGIC FINANCE, ACCOUNTING AND HR

Claire Martell, CEO, Murdock Martell

How Murdock Martell Helps Founders Stay Focused on Innovation

Bringing a life-changing therapeutic, diagnostic, or medical device to market is one of the most ambitious challenges a founder can pursue. But while early-stage companies in the life sciences are working to solve complex scientific problems, they're also navigating fundraising, building infrastructure, and recruiting specialized teams—all with limited budgets and under tight timelines and evolving regulations.

At Murdock Martell, we exist to take that burden off their shoulders.

We specialize in finance, accounting, and HR consulting for early-stage life science and medtech startups. Our goal is simple: let founders focus on the science, while we manage the finance, accounting and people functions that bring success and drive sustainable growth.

Supporting Founders from Pre-Seed to Exit

Startups face constant trade-offs between managing burn and accelerating progress. We provide fractional support that adapts to your needs—from basic operational accounting to strategic financial leadership. Whether you're preparing for your first board meeting, raising a Series A, or planning your exit strategy, we deliver right-sized solutions for every phase.

Our services include:



Claire Martell



Finance & Accounting

- Budgeting, forecasting, and scenario planning
- Cash flow and runway analysis
- Operational accounting, including payroll, AP/AR
- Audit prep, GAAP compliance, early grant reporting
- Due diligence and investor readiness
- Exit and IPO support

We combine the insights of seasoned CFOs and managers with the execution power of degreed staff accountants to

create a cost-efficient, scalable model that evolves as your company grows.

HR and Recruiting That Scales with You

Your people are your greatest asset—and one of your largest early expenses. Our HR professionals help build compliant, sustainable systems to support a growing workforce.

We provide:

- HR infrastructure and policy development
- Benefits setup and multi-state labor law compliance
- Employee onboarding and performance management
- Compensation benchmarking
- Employee relations and reduction in force management
- Specialized recruiting to fill finance, accounting and HR roles as you grow

From your first hire to your exit, we help create a foundation that supports culture, compliance, and retention.

Why Life Science Startups Trust Murdock Martell

We understand the urgency, unpredictability, and regulatory complexity of life science, diagnostic and medical device startups. Our team is made up of industry veterans, including CPAs, former Big 4 professionals, and HR experts—with over 80% having direct life sciences or medtech experience.



At Murdock Martell, our vision is to empower life science and tech founders by taking the weight of finance, accounting, and HR off their shoulders—so they can stay focused on what matters most: advancing innovation, securing funding, and improving lives. We bring seasoned expertise, flexible support, and trusted partnership to every stage of their growth

Startups choose us because we are:

- Strategic – Senior leadership experience tailored to high-growth companies
- Flexible – Services that scale with your needs and stage
- Embedded – We act as an extension of your team, not outside consultants
- Cost-effective – A blended team structure ensures high value and low overhead
- Proven – We've supported clients through venture rounds, FDA approvals, M&A, and IPOs

We've helped founders get investor-ready, navigate exits to firms like Boston Scientific and Becton Dickinson, and even operate without a full-time CFO through a public offering.

Who We Are

Founded in 2007 and based in the San Francisco Bay Area, Murdock Martell is a boutique firm focused on startups and high-growth companies in life sciences, tech, and deep tech.

Our team:

- Holds decades of experience across the startup lifecycle
- Includes 100% professionals with startup exposure
- Offers certified expertise in accounting, finance, and HR
- Has a track record of long-term, high-impact client relationships

We're not just advisors—we're partners. Our goal is to help build companies from the ground up with the financial clarity, operational rigor, and people power they need to thrive.

Murdock Martell - Your Chief Financial Resource Trusted. Nimble. Embedded.

Let's talk about how we can support your company's next stage.

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About Life Sciences Review

The Life Science Industry is unique due to the high risk involved throughout the processes and outcomes, reward for innovation, strict regulations, long product life cycles, R&D tax credits, and, most notably, its end products having the quality to impact lives and the connected spheres of society in several ways. With evolving demographics, the Life Sciences space is witnessing a paradigm shift. Factors such as mounting cost pressures, advancing digitization, scientific breakthroughs, and innovative and powerful competitors are changing this space's outlook. Successful Life Science organizations will likely be smaller, more specialized, automated, digital, and agile in their operations and a lot more integrated with providers, partners, and consumers.

The life sciences industry comprises Pharmaceutical, Biotech, Medical Device, and Diagnostic companies. Leadership skills and knowledge needed to manage, shape, and lead these organizations are unique due to inherent risk/reward and dependence on solution and services partners.

Through its print and digital magazines, website, and newsletters, Life Sciences Review aims to provide real-life knowledge, best management practices, and advances in the science, technology, solutions, and service offerings by vendors to assist organizations to thrive in these challenging times.

Our contributors are senior-level managers and professionals from organizations in the Life Sciences industry. We aim to bring buyers' perspectives, needs, and challenges in managing their organizations and working with solutions and services providers. Our goal is to provide a vendor-neutral platform where leaders in the Life Science Industry can learn from challenges facing their peers and approaches being taken by different organizations to make their organizations successful.

Some of the areas we cover are Compliance, Analytics, Regulatory affairs, Product design and development, product testing and validation, Auditing and assessment, Toxicology services, 3PL services, Clinical Operations, and Training/Education.

We invite solutions and service providers from the Life Sciences industry to advertise with us and get exposed to a community that not only understands what they are offering but is continually looking for new services, technologies, and solutions for their organizations

We do welcome opinion contributions from Industry insiders sharing their experiences, ideas, and advice to their peers.

Life Sciences Review magazine is published from Fort Lauderdale, FL, with editorial support from our editors located all over the U.S. and in Europe and APAC countries.