



THE BOSTON CONSULTING GROUP

# Fact Sheet

**President & Chief Executive Officer**

Hans-Paul Bürkner

**Chairman Emeritus**

John Clarkeson

**Chairman of the Board**

Carl Stern

**Chief Financial Officer**

Debbie Simpson

**Founded**

1963 by Bruce Henderson (1915-1992)

**Ownership**

The firm is privately held

**Headquarters**

Boston, Massachusetts

**Revenue**

2009: US\$ 2.75 billion

**Offices**

BCG has 69 offices in 40 countries

**Mission**

As the world's leading advisor on business strategy, we partner with clients in all sectors and regions to identify their highest-value opportunities, address their most critical challenges, and transform their businesses.

We seek to be agents of change—for our clients, our people, and society broadly. We are committed to creating competitive advantage through unique solutions and breakthrough ideas.

**Focus**

A general management consulting firm, BCG is regarded as a global leader in business strategy consulting. The firm has built its worldwide practice on intellectual leadership, and has helped change the way many corporations approach, and engage in, competition. Many of BCG's strategic concepts are taught at leading business schools and executive education programs around the world.

As part of its commitment to intellectual leadership, BCG encourages the widespread circulation of its ideas. BCG consultants have written books based on BCG concepts and insights, and have authored prize-winning articles for leading business publications.

## Concepts

BCG's focus on conceptual, strategic thinking has yielded many breakthrough ideas that have become classics of strategy. The experience curve, time-based competition, sustainable growth, and total shareholder value are BCG concepts that many organizations have leveraged to improve their competitive positions.

## Clients

BCG works with some of the world's most innovative companies. Many of BCG clients rank among the 500 largest corporations in North America, Asia, Europe, and Australia. BCG also advises mid-sized companies, nonprofit organizations, and government agencies. Globally, the firm also has a strong history of helping not-for-profit organizations make an impact on society.

## Consultants

BCG's consultants reflect the company's standards and global outlook. A majority of BCG's 4,400 consultants have advanced degrees from leading business schools—including the University of Chicago, Harvard, INSEAD, Kellogg, Stanford, and Wharton.

BCG values diverse perspectives, and its project teams reflect the company's global offices. The result is a cross-pollination of new ideas and viewpoints.

## Awards

BCG has been recognized by a variety of external organizations, including *FORTUNE*, *Working Mother*, and *Consulting* magazines and the Human Rights Campaign, for its strength as an employer and for the exceptional impact of its leading consultants.

## Areas of Expertise

BCG advises corporations in every global market and industry. The firm conducts research and analysis in several key areas of expertise:

## Industry Expertise

**Automotive**

**Biopharmaceuticals**

**Consumer Products**

**Energy & Environment**

**Engineered Products & Project Business**

**Financial Institutions**

**Insurance**

**Media & Entertainment**

**Medical Devices & Technology**

**Health Care Payers & Providers**

**Metals & Mining**

**Private Equity**

**Process Industries**

**Public Sector**

**Retail**

**Technology & Software**

**Telecommunications**

**Transportation, Travel & Tourism**

**Social Impact**

◇ Poverty & Hunger

◇ Global Health

◇ Education

◇ Community & Economic Development

◇ Arts & Culture

◇ Philanthropy

◇ Corporate Social Responsibility

## Capabilities

### Corporate Development

- ◇ Mergers & Acquisitions
- ◇ Divestitures
- ◇ Alliances & Joint Ventures

### Corporate Finance

- ◇ Value Creation Strategy
- ◇ Financial Management, Budgeting, Reporting

### Operations

- ◇ Cost Efficiency & Asset Optimization
- ◇ Lean
- ◇ Manufacturing
- ◇ Outsourcing/Business Process Outsourcing
- ◇ Program Management
- ◇ Service Operations
- ◇ Sourcing & Procurement
- ◇ Supply Chain Management

### Strategy

- ◇ Vision & Mission
- ◇ Corporate Strategy & Portfolio Management
- ◇ Business Unit Strategy
- ◇ Strategic Planning
- ◇ Future of Strategy

### Marketing & Sales

- ◇ Branding & Communication
- ◇ Consumer Insight

- ◇ Go-to-Market Strategy

- ◇ Marketing
- ◇ Sales & Channels
- ◇ Pricing

### Information Technology

- ◇ IT Strategy
- ◇ IT Transformation
- ◇ IT Sourcing
- ◇ IT Organization
- ◇ IT Performance

### Organization

- ◇ Organization Design
- ◇ Role of the Center
- ◇ People Management & Human Resources
- ◇ Change Management
- ◇ Leadership
- ◇ Engagement & Culture

### Innovation

### Turnaround

### Transformation

### Postmerger Integration

### Globalization

### Sustainability

### Managing in a Slow-Growth Economy

### Growth