

VAULT GUIDE TO THE
TOP 50
MANAGEMENT
AND STRATEGY
CONSULTING
FIRMS

MARCY LERNER
AND THE STAFF OF VAULT

© 2004 Vault Inc.

UNIVERSITÄT ST. GALLEN
HOCHSCHULE FÜR WIRTSCHAFTS-,
RECHTS- UND SOZIALWISSENSCHAFTEN
BIBLIOTHEK

Table of Contents

INTRODUCTION **1**

| | |
|-----------------------------|---|
| A Guide to This Guide | 1 |
|-----------------------------|---|

THE VAULT PRESTIGE RANKINGS **7**

| | |
|---|----|
| Ranking Methodology | 9 |
| The Vault 50 | 10 |
| Practice Area Ranking Methodology | 12 |

THE VAULT QUALITY OF LIFE RANKINGS **17**

| | |
|---|----|
| Quality of Life Ranking Methodology | 19 |
| Quality of Life: Top 10 | 20 |

OVERVIEW OF THE CONSULTING INDUSTRY **27**

| | |
|-------------------------------|----|
| The State of Consulting | 29 |
| Practice Areas | 31 |

THE VAULT 50 **35**

| | |
|---------------------------------------|-----|
| 1. McKinsey & Company | 36 |
| 2. Boston Consulting Group | 50 |
| 3. Bain & Company | 60 |
| 4. Booz Allen Hamilton | 72 |
| 5. Gartner | 88 |
| 6. Monitor Group | 94 |
| 7. Mercer Management Consulting | 104 |
| 8. Deloitte | 114 |
| 9. Mercer Oliver Wyman | 124 |

Vault Guide to the Top 50 Management and Strategy Consulting Firms
Table of Contents

| | |
|--|-----|
| 10. Mercer Human Resource Consulting | 134 |
| 11. A.T. Kearney | 142 |
| 12. IBM BCS | 154 |
| 13. Accenture | 162 |
| 14. Towers Perrin | 174 |
| 15. Roland Berger Strategy Consultants | 182 |
| 16. The Gallup Organization | 190 |
| 17. Parthenon Group, The | 200 |
| 18. Marakon Associates | 204 |
| 19. BearingPoint | 214 |
| 20. L.E.K. Consulting | 224 |
| 21. Capgemini | 234 |
| 22. Hewitt Associates | 246 |
| 23. Cambridge Associates | 252 |
| 24. Watson Wyatt Worldwide | 256 |
| 25. Stern Stewart & Company | 262 |
| 26. NERA Economic Consulting | 268 |
| 27. Arthur D. Little | 274 |
| 28. Advisory Board Company, The | 280 |
| 29. Hay Group | 286 |
| 30. Charles River Associates | 290 |
| 31. ZS Associates | 296 |
| 32. Mars & Company | 304 |
| 33. DiamondCluster International | 310 |
| 34. Putnam Associates | 320 |
| 35. Corporate Executive Board | 326 |
| 36. Kurt Salmon Associates | 334 |
| 37. PRTM | 342 |
| 38. PA Consulting | 350 |
| 39. Navigant Consulting | 356 |
| 40. Giuliani Partners | 360 |
| 41. First Consulting Group | 364 |
| 42. Dean & Company | 370 |
| 43. Katzenbach Partners | 380 |
| 44. OC&C Strategy Consultants | 388 |
| 45. First Manhattan Consulting Group | 392 |

Vault Guide to the Top 50 Management and Strategy Consulting Firms

Table of Contents

| | |
|----------------------------|------|
| 46. Aon Consulting | .400 |
| 47. Greenwich Associates | .404 |
| 48. Lexecon | .408 |
| 49. Huron Consulting Group | .416 |
| 50. Braun Consulting | .422 |

THE BEST OF THE REST

369

| | |
|---|------|
| Analysis Group | .428 |
| Applied Value | .433 |
| Brattle Group, The | .435 |
| Celerant Consulting | .439 |
| Celerity Consulting | .443 |
| CFI Group | .446 |
| Droege & Comp. | .451 |
| Easton Associates | .455 |
| ECG Management Consultants, Inc. | .458 |
| Edgar Dunn & Company | .461 |
| ENVIRON International | .464 |
| Exeter Group | .469 |
| Fletcher Spaght Inc. | .472 |
| Frost & Sullivan | .475 |
| FTI Consulting, Inc. | .479 |
| Haverstick Consulting | .484 |
| Health Advances | .489 |
| IMS Health Inc. | .494 |
| J.R. Bechtle & Co. | .499 |
| Kaiser Associates | .502 |
| LECG | .508 |
| Leigh Fisher Associates | .512 |
| Mellon Human Resources and Investor Solutions | .517 |
| Mercator Partners | .520 |
| Milliman | .523 |
| NorthBridge Group | .527 |
| Right Management Consultants | .530 |

Vault Guide to the Top 50 Management and Strategy Consulting Firms
Table of Contents

| | |
|-----------------------------------|-----|
| Segal Company, The | 534 |
| SOLVING International | 538 |
| Strategic Decisions Group | 541 |
| Superior Consultant Company | 547 |
| Triage Consulting Group | 542 |
| Trinity Partners | 557 |
| Value Partners | 560 |
| Vantage Partners | 565 |

APPENDIX **573**

| | |
|--------------------------|-----|
| Industry Buzzwords | 575 |
| Index of Firms | 581 |
| About the Author | 585 |