

PERCEPTIONS OF CONSULTING IN THE US



Assesses the reputation of consulting firms,
as seen by clients

EXECUTIVE SUMMARY

Clients in the US are far more impressed with the quality of the services offered by consulting firms than they are by the value consulting firms add. Overall, 61% of US clients hold positive views about the collective capability of consulting firms, while only 32% think firms add value in excess of the fees they charge. This isn't wildly off from client's views elsewhere (globally, 57% of clients are impressed with quality and 36% see value added), but falling in line with average in a global market that's highly sceptical of the value consultants add is hardly cause for celebration.

But perhaps we shouldn't be surprised to see US clients thinking this way, as this assessment chimes with what we've observed about the shape of the US consulting market, which is rapidly bifurcating between low-cost, commoditised services on the one hand, and high-value, highly differentiated services in newer territories (think digital transformation) on the other. The commoditised part of the market is by far the largest, and is where consulting firms will find long engagements that keep their people off the bench for months, even years, at a time. In these services, quality matters a lot, but the value delivered may not be important at all. It's a solid, growing, and attractive market for consultants to play in, but it's growing much more slowly than the smaller, high-value end of the market where clients really report seeing bang for their buck.

The stars of this report are specialist firms: The likes of Oliver Wyman, Strategy&, and L.E.K. frequently top the ratings for quality and value. Clients clearly see a strong link between specialism and quality, and praise these firms for being more nimble in their approach than some of their larger counterparts. But specialists aren't the answer to all clients' problems—sometimes they need the breadth and scale of a generalist. So there's a challenge here for generalist firms: How can they meet that obvious demand for firepower while convincing clients that they offer quality and value, too?

But specialists face a pressing challenge of their own: Although pleasing those they come into contact with, they're a minor presence in the minds of clients, generally. Ensuring more people know of their brand and often impressive capabilities is vital—if a client isn't even thinking of a firm, it's going to be hard for that firm to get a foot in the door.

CONTENTS

Executive summary	2	Firm-by-firm analysis	50
Methodology	4	How to use this section	50
Definitions of industries and services	8	Accenture	51
The big picture: overall perceptions of consulting in the US	10	Aon Hewitt	51
Mindshare: Who are US clients talking about?	10	A.T. Kearney	52
Top rated firms for overall quality in the US	11	Bain & Company	52
Top rated firms for value in the US	15	The Boston Consulting Group	53
The relationship between quality and value	19	Deloitte	54
Most recommended firms	19	EY	54
Boutique is beautiful?	22	Hay Group	55
Top rated firms by service	23	IBM Global Business Services	55
Business strategy	23	KPMG	56
Financial management	25	L.E.K.	56
Business transformation	26	McKinsey	57
Digital technology & transformation	27	Mercer	57
Data & analytics	29	Oliver Wyman	58
Risk & regulatory-driven work	30	PwC	58
Operational improvement	31	Roland Berger	59
Existing technology	32	Strategy&	59
HR & change management	34	Towers Watson	60
Sales & marketing	35	About the author	61
The Big Four: Paying a generalist penalty?	36	Index	62
Top rated firms by industry	37	Client Perception Program	63
The importance of mindshare: Where have Oliver Wyman, L.E.K., and Strategy& gone?	37	About Source	64
Technology, media & telecoms	38		
Financial services	40		
Retail	42		
Manufacturing	44		
Services	46		
Healthcare	48		
Strategy& and PwC: two brands, one firm, but very different perceptions	49		

METHODOLOGY

Who did we talk to?

We have 2,178 responses from our survey of executives, directors, and senior managers in the US in November and December 2015, all of whom have been responsible for buying substantial volumes of consulting services in the previous year. They represent a wide range of industries and business functions, and 72% work in organizations that generate more than \$500m in revenue.

This report also includes qualitative research from interviews carried out in 2015 and 2016 with senior buyers of consulting in the US to bring aspects of our findings to life.

Figure 1

Respondents' level of responsibility

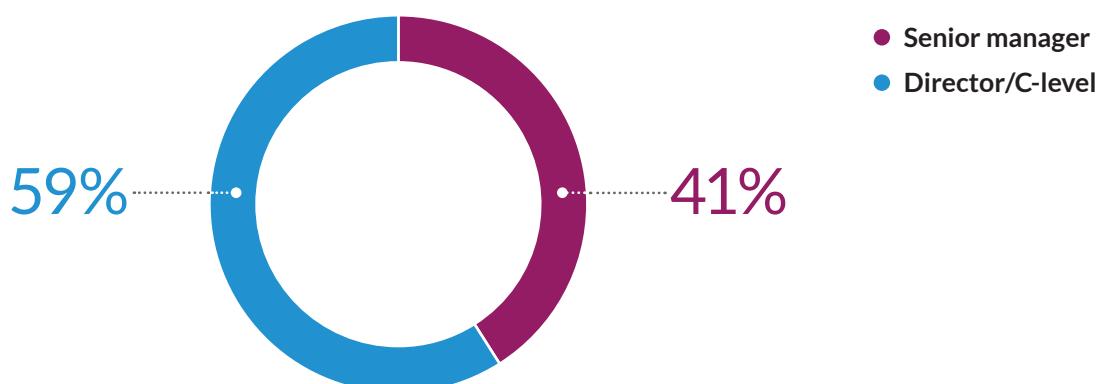


Figure 2

Respondents by industry

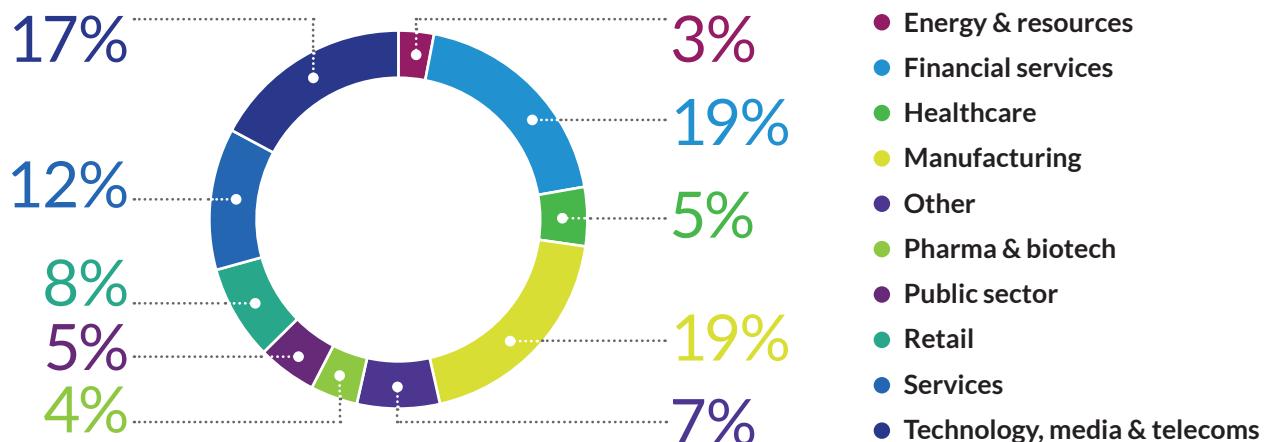
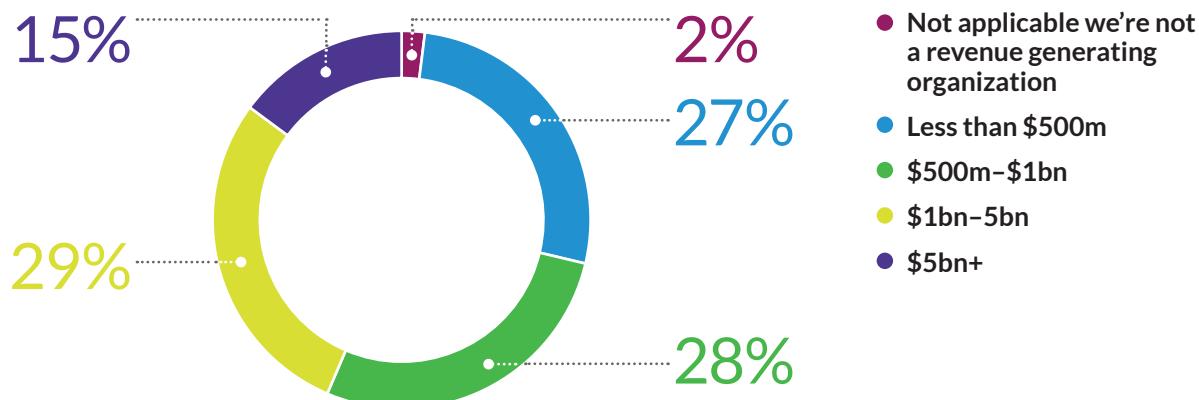


Figure 3

Respondents by organization size (revenue)



What did we ask them?

Each respondent was asked to tell us about three consulting firms and was presented with a list of 19 leading consulting firms in the US. Clients did have the opportunity to tell us about consulting firms that weren't on the list, but this report focuses on the firms for which the number of responses was sufficient for us to carry out detailed analysis.

We asked each respondent to share their views on each of the three firms selected, focusing on the following areas:

- **Quality:** Their perception of the quality of service provided by each firm in ten different consulting services

- **Value:** Their view of how much value each firm added in relation to the fees paid for its services

- **Recommendations:** Whether they have recommended any of these firms for any consulting service

- **Attributes:** How they rate each firm and the individuals from it across a range of attributes.

Which firms are included in this report?

Clients were asked to select three firms from a list of 19 leading consulting firms in the US. For each firm we tried to get responses from at least 20 direct clients and 20 indirect clients, to give the reader a "20:20" rounded view of each firm. In most cases we have several times this amount of data, but for a very small number of firms (four, in this report) we have fallen slightly short of 20 for one type of client. Where this is the case, we've highlighted it in the firm's profile. Nonetheless, we do have enough data to provide a detailed profile of each firm we asked about.

Firm	Did we ask about this firm in this market?	Included in general analysis?	Detailed profile available?
Accenture	✓	✓	✓
Aon Hewitt	✓	✓	✓
A.T. Kearney	✓	✓	✓
Bain & Company	✓	✓	✓
BearingPoint	✗	✗	✗
The Boston Consulting Group	✓	✓	✓
Capgemini Consulting	✓	✓	✓
Deloitte	✓	✓	✓
EY	✓	✓	✓
Hay Group ¹	✓	✓	✓
IBM Global Business Services	✓	✓	✓
KPMG	✓	✓	✓
L.E.K.	✓	✓	✓
McKinsey & Company	✓	✓	✓
Mercer	✓	✓	✓
Oliver Wyman	✓	✓	✓
PA Consulting	✗	✗	✗
PwC	✓	✓	✓
Roland Berger	✓	✓	✓
Strategy&	✓	✓	✓
Towers Watson	✓	✓	✓

How we rank firms in this report

In this report, we reveal the top-ranked firms in five areas: mindshare, quality, value, and most recommended firm. We look at the top-ranked firms overall, but where we can, we also split the data to look at perceptions in each consulting service, by client type, by industry, and by function (that is, looking at how views of respondents in different industries, and different business functions vary). In breaking down the data to this level, our sample sizes can become quite small, so where it isn't big enough for us to be confident making a ranking, we've declined to do so. That means that in this report we are unable to provide a ranking for the energy & resources, public sector, and pharma industries, but we do for the other six industries we asked about. If you have questions about the industries we've omitted from this report, please contact [Sarah Burgess](#).

Mindshare: We base our rankings on the numbers of respondents talking about each firm, relative to each other. To calculate that, we awarded a score of 100 to the most-mentioned firm, and work out how many times each other firm was mentioned in relation to it.

Quality: We base our rating on the sum of the proportion of people who describe quality as either "high" or "very high". Where that produces an equal result between two firms, we take into account the share who have described quality as "very high" to determine the order in which they are ranked.

¹ Our survey was launched before Korn Ferry's acquisition of Hay Group completed in December 2015.

Value: We base our rating on the sum of the proportion of people who say that the value a firm delivers is greater (to any extent) than the fees it charges. Where that produces an equal result between two firms, we take into account the extent to which value is seen to be greater than fees (respondents had the choice of saying it was twice, five times, or ten times greater than fees) to determine the order in which they are ranked.

Most recommended: We base our ranking on the proportion of people who say they have recommended a firm. Where that produces an equal result between two or more firms, those firms simply tie.

New for 2016:



The Source badge—an award given to those firms that have been rated number one by clients in a given region/sector for mindshare, quality, and value. If your firm has a badge next to its name and you'd like to find out more about how to use it externally please contact [Ella-Sian Jolley](#).

The difference between direct and indirect clients

We talk about two types of clients in this report: direct and indirect.

Direct clients are clients who either have very recent experience of working with the firm they chose to tell us about or are working with it now.

Indirect clients are clients who feel qualified to share an opinion about a firm but aren't among their direct clients. They may have had exposure to the work the firm has done elsewhere in their organization or have simply formed an impression based on reading a firm's thought leadership or being exposed to its marketing in some other form. In simple terms, indirect clients are prospects.

The differences between the opinions of these two types of clients tell us a lot about the differences between expectation (indirect clients) and reality (direct clients). But it also tells us something about the differences between a firm's marketing and what it actually delivers.

Discover more online

The data contained and referred to within this report is also available online, where it can be sorted and filtered according to your preferences. In fact, some of the charts contained in the report link directly through to the online database. Note that wherever you see a quick code next to the title of a chart, that code can be entered into the search function of the database to reproduce exactly the same chart.

When you log on, you'll notice that in some areas there's data that's in a faded grey color. This is where we have data, but it's not a big enough sample to include in a ranking in this report. Nonetheless, we share it online in case you do want to see what indirect operations clients in the public sector (or a similarly complex split) think of a particular firm. If you have any questions about any of the data, please contact [Sarah Burgess](#).

To find out how you can get access to the online database, please contact the person in your organization who bought the report or email ella-sian.jolley@sourceglobalresearch.com

Definitions of industries and services

Industries



Energy & resources

Energy

Includes the exploration and production of energy, including oil, gas, coal, and renewables.

Utilities

Includes the delivery of electricity, gas, water, sanitation, and other related services.

Primary resources

Includes agriculture, chemicals and chemical products, commodities, forestry, fishing, metals, mining, and plastics.



Financial services

Banking

Includes retail banking, commercial banking, and lending.

Insurance

Includes general insurance (e.g., motor, home, pets, health—anything on an annual contract), life insurance, pension products, retirement planning.

Private equity

Includes both consulting work for private equity firms and consulting work with private equity portfolio businesses.

Capital markets

Includes investment banking, trading of stocks and financial products, corporate finance, and broking.

Investment and wealth management

Includes private banking, high net-worth banking, investment management, trust funds, the management of pension funds, and asset management.



Manufacturing

Aerospace

Includes space research and technology, the manufacture of aircraft, aircraft parts, rockets and other space equipment, and tanks and ammunition.

Automotive

Includes the manufacture of motor vehicles, industrial vehicles, and vehicle supplies and parts.

Construction

Includes surveying, architectural, and engineering services, heavy construction, house building, and the building of infrastructure.

Consumer packaged goods

Includes the manufacture of clothes, foods, alcohol, tobacco, furniture, home furnishings, cleaning products, small arms, children's toys, and sports equipment.

Consumer and industrial electronics

Includes electrical components, household and industrial appliances, commercial and professional equipment.

Industrial products

Includes industrial machinery, steel and metal products, and plastic products.



Pharma & biotech

Includes research into and the production of drugs, biological products, medicinal chemicals, and life sciences.



Healthcare

Includes private- and publicly-funded healthcare, hospitals, laboratories, and medical equipment.



Public sector

Government

Includes federal/national, state/regional, local government, emergency services, justice, social services, public transport, and conservation.

Education

Includes public and private schools, universities, and libraries.

Defense

Includes national security and consulting around defense issues.



Retail

Includes the selling of clothes, food, consumer goods, and automobiles.



Services

Logistics

Includes warehousing, storage, packing and crating, and distribution including cargo, freight, and haulage.

Business services

Includes services relating to law, accountancy, IT maintenance, security systems, advertising, employment agencies, and vehicle leasing.

Leisure

Includes museums, art galleries, theatre, golf courses, hotels, hospitality, travel agencies, restaurants, and bars.

Real estate

Includes estate agencies and operators of residential and commercial buildings.

Transportation

Includes private and people-related transportation, including airlines, airport management, train operators, rail infrastructure management, water transportation, courier services, and private bus services.



Technology, media & telecoms

Telecoms

Includes telephone, mobile, digital, and other communication services.

High-tech

Includes IT related devices, computer and computer related devices, audio and video equipment, broadcasting and communication equipment.

Media

Includes radio, television and digital broadcasting stations and services as well as printing and the publishing of newspapers, periodicals, and books.

Services



Financial management

Includes finance function and budgeting/financial planning process.



Risk & regulatory

Includes responding to regulation, technology and security risk services, operational risk, financial risk, program risk.



HR & change management

Includes HR strategy and effectiveness, benefits, compensation and pensions, change management, internal communications, organizational design and culture, stakeholder management, team effectiveness and collaboration, leadership and governance, performance management, talent management/training and development.



Operational improvement

Includes business continuity and recovery, knowledge management, Lean and Six Sigma, property and estate management, quality and performance management, supply chain management, cost-cutting, innovation, M&A integration, managing quality, post-M&A integration, process design and re-engineering, procurement/purchasing, research and development, benchmarking, distribution strategy, environmental, sustainability and CSR, and operational review.



Strategy

Includes business and financial modelling, corporate re-structuring, corporate recovery and turnaround, corporate strategy, market analysis and strategy, market research, policy formulation, strategic sourcing/offshoring strategy, due diligence and valuation, infrastructure/asset financing and management, PFI, mergers and acquisitions, customer service, new product development, branding, marketing and channel management, customer relationship management, pricing, sales force effectiveness, category management, sales and distribution planning.



Technology

Includes ERP consulting, IT training, application of new technology, hardware/software selection, IT design and build, IT strategy, planning and review, IT testing and integration, management information and business intelligence, requirements definition, web and internet consulting, project and program management (e.g., where consulting firm has been engaged to run a specific project that it is otherwise not involved in).

INDEX

A

Accenture 6, 10, 13, 15, 16, 17, 27, 28, 29, 32, 33, 37, 40, 41, 42, 43, 45, 51

Aon Hewitt 6, 12, 13, 16, 17, 40, 41, 52

A.T. Kearney 6, 11, 12, 13, 14, 15, 16, 17, 18, 20, 22, 23, 24, 25, 26, 27, 31, 32, 34, 35, 40, 41, 44, 45, 51

B

Bain & Company 6, 12, 13, 14, 15, 17, 20, 21, 23, 24, 35, 39, 40, 41, 46, 47, 52

C

Capgemini Consulting 6, 13, 15, 17, 28, 29, 33, 39, 41, 53

D

Deloitte 6, 10, 13, 17, 36, 37, 46, 47, 48, 54, 61

E

EY 6, 12, 13, 17, 38, 39, 54

H

Hay Group 6, 12, 13, 14, 16, 17, 18, 21, 29, 32, 34, 39, 42, 43, 44, 45, 55

I

IBM GBS 6, 10, 11, 12, 13, 14, 15, 17, 18, 20, 27, 28, 29, 30, 31, 32, 33, 37, 38, 39, 41, 42, 43, 44, 45, 46, 47, 48, 50, 55

K

KPMG 6, 10, 13, 17, 36, 47, 48, 54, 56

L

L.E.K. 2, 6, 13, 15, 17, 18, 20, 21, 22, 23, 24, 25, 26, 27, 28, 30, 31, 33, 34, 35, 37, 56

M

McKinsey & Company 6, 10, 13, 16, 17, 24, 42, 43, 44, 45, 46, 47, 52, 57

Mercer 6, 12, 13, 16, 17, 20, 29, 38, 39, 43, 48, 57

O

Oliver Wyman 2, 6, 11, 12, 13, 14, 15, 16, 17, 18, 20, 21, 22, 23, 24, 25, 26, 27, 29, 30, 31, 32, 34, 35, 37, 38, 39, 40, 41, 58

P

PwC 6, 13, 17, 27, 36, 49, 54, 58

R

Roland Berger 6, 13, 17, 18, 59

S

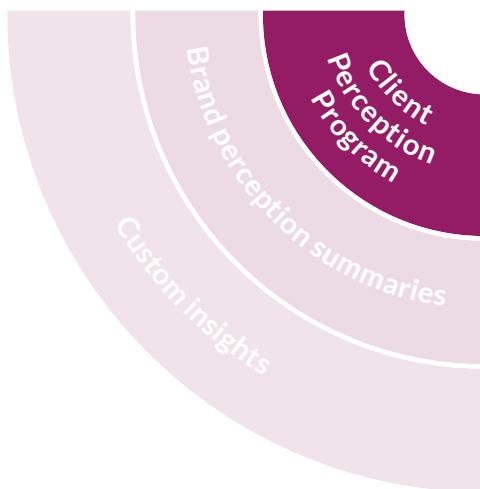
Strategy& 2, 6, 11, 12, 13, 14, 17, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 37, 44, 45, 49, 59

T

The Boston Consulting Group 6, 13, 16, 17, 20, 42, 43, 46, 47, 48, 53

Towers Watson 6, 12, 13, 17, 18, 46, 47, 60

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The newest of our major research programs, our *Client Perception Program* is a suite of eleven reports which assess the reputation of consulting firms, as seen by clients.

At the heart of the program are two important questions:

- What is the reputation of a consulting firm?
- What do clients think about the quality of service and the value added by consulting firms?

The first section of each report looks at the perceptions of clients in the market as a whole (either by geography or industry) and ranks the top three firms in each of the following areas: mindshare (how likely clients are to be thinking about a consulting firm), quality, value added, and likelihood to be recommended. The report then looks at perceptions by consulting service (and where relevant, by industry), ranking the top three firms for each. In our analysis we draw on our extensive knowledge of the consulting market to explain why particular firms are perceived as they are, and highlight interesting stories within the data along the way.

Finally, the report looks at clients' perceptions of individual firms in the relevant market. It compares each firm's mindshare, quality, and value perceptions with those of the leading firms, as well as comparing the views of direct and indirect clients to highlight the challenges that need to be addressed either during a project, or by marketing. The report also highlights which services clients are recommending each firm for, and what they perceive to be each firm's strongest attributes.

The Client Perception Program can help you to:

- Understand how your consulting firm compares with competitors in the market
- Understand what clients and prospects see as your core strengths
- Where your clients think you can improve, and where they want you to make improvements

Geographies and industries covered in this program:

GCC	Energy & resources
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About Source

Source Global Research is a leading provider of information about the market for management consulting. Set up in 2007 with offices in London and Dubai, Source serves both consulting firms and their clients with expert analysis, research, and reporting. We draw not only on our extensive in-house experience but also on the breadth of our relationships with both suppliers and buyers. All of our work is underpinned by our core values of intelligence, integrity, efficiency, and transparency.

Source was founded by Fiona Czerniawska and Joy Burnford. Fiona is one of the world's leading experts on the consulting industry. She has written numerous books on the industry including: The Intelligent Client and The Economist books, Business Consulting: A Guide to How it Works and How to Make it Work and Buying Professional Services.

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