

# BREXIT AND THE CONSULTING INDUSTRY

*Are organisations in the UK going to get the support they need from consulting firms?*



# EXECUTIVE SUMMARY

- As the Brexit saga continues, with the recent Chequers cabinet meeting and the high-profile resignations that have followed, there is still uncertainty around the detail of the final Brexit deal for the business world.
- Time is running out as we get closer to the March 2019 deadline. This means the chances of walking away with no deal increases and the amount of work needed to prepare is likely to increase exponentially. This will create a sense of panic among business leaders.
- Consultants could benefit from this if they can demonstrate their Brexit expertise. However, our research shows us that consulting firms are just as unprepared as clients are to respond to the huge impact on businesses—whatever the final Brexit deal will be.
- We find that the Big Four are doing the most to position themselves as Brexit experts given their cross-disciplinary expertise and strong presence in financial services, but even this does not go far enough.
- All other consulting firms are lagging far behind and risk missing out on a huge proportion of the consulting contracts that will result from strategic decisions made around Brexit.
- As the battleground for consulting work hots up and all types of firm increasingly expand their service offerings to compete for new types of work, the repercussions of missing out on the programmes triggered by Brexit could be greater than expected.

## About Source

Source Global Research is a leading provider of information about the market for professional services. Set up in 2007, Source serves the professional services industry 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](#).

For further information please visit [www.sourceglobalresearch.com](http://www.sourceglobalresearch.com)

### Source Information Services Ltd

📍 20 Little Britain • London • EC1A 7DH

☎ +44 (0)20 3478 1207

✉ [info@sourceglobalresearch.com](mailto:info@sourceglobalresearch.com)

🌐 [www.sourceglobalresearch.com](http://www.sourceglobalresearch.com)

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