

January 2023 Consultancy Newsletter

Happy New Year to you. Here's my roundup of **news in the consulting industry**. If you've read my articles before or heard me speak about getting hired by a consultancy, you'll know I try to ferret out information which will help your students track down a consulting role.

**A&M appointments - PA promotions - Bip builds - Kearney conversation - ERM expands - Big Four fees - PwC poaching**

**BCG X** is the new name for Boston Consulting Group's Tech and Design division.

<https://www.bcg.com/x> Watch a video of the firm "building tomorrow". BCG X's capabilities include AI and software, design, digital growth, ventures, deep tech and green tech.

<https://tinyurl.com/ypa284uh> BCG X has 3000 consultants in 80 offices. It expects to add **another 2000 consultants** in the short term.

Meet the New Boss

- **Bain & Co** reports that Hugo Parkinson will lead its **Advanced Manufacturing & Services** practice in Europe, the Middle East and Africa. He has particular expertise in defence and aerospace, holds an MEng from the University of Bristol and is an **ex-Royal Navy** submariner. <https://tinyurl.com/nhfjvvep>
- **Oliver Wyman** also reports the appointment of Lisa Quest as **Head of UK and Ireland**. She will lead the firm's businesses in the two countries whilst continuing to be co-head of the public sector practice in Europe. As a senior partner and member of the European leadership team, she specialises in **advising senior civil servants** and policymakers on data-driven transformational change. Her experience spans numerous industries and she is the recipient of many diversity awards. She has an MPA (Master of Public Administration) degree from the LSE. <https://tinyurl.com/4j4w6u22>
- Global consultancy **Alvarez & Marsal** continues the expansion of its Digital practice in EMEA with the arrival of two Managing Directors. John Woods will be a leader in **Digital Supply Chain and Operations**; Karim Chaabouni (a graduate of EDHEC) will spearhead growth of the **Digital Customer Experience** team in retail and consumer goods, and industrial and financial services sectors. <https://tinyurl.com/55t2txnh>
- Digital expert Palash Banerjee has joined **PA Consulting** as a partner in its **Energy and Utilities** practice. His main focus will be on clients in the water industry. Palash has an MBA from Henley Business School. <https://tinyurl.com/mrxdzzzv> PA's website shows **roles in Energy & Utilities**, based in **London and Utrecht** <https://tinyurl.com/4mzp8nvu>
- PA Consulting has also added an associate partner to its Energy and Utilities team. Rhys Vigna brings sector experience of commodity trading, infrastructure development, investment analysis and new market offtake models. <https://tinyurl.com/2y9t95cy> He holds a BBA from QUT.
- Change and transformation consultancy **North Highland** has a new international Managing Director, Anthony Shaw. He's a chemistry graduate from the University of Manchester. <https://tinyurl.com/yvj8ekmx>
- **Bip UK** (formerly Chaucer, and now part of the 4500 strong Italian consultancy Bip) has appointed Joep Alvarez-Perez as a partner and Head of Bip xTech in the UK. The consultancy is a leader in digital transformation. Bip xTech is the firm's Centre of Excellence for Technology, providing strategy services, implementation and integration around organisational transformation. <https://tinyurl.com/3kbdmej9> The careers site shows **446 open positions** <https://tinyurl.com/3nmeb6y5> See previous mentions of Bip <https://tinyurl.com/y2g2m9vu>

US website Managementconsulted.com has an interview with a partner in **Kearney's** Leadership, Change and organisation practice. The podcast covers Kearney's consulting service lines, its hiring criteria, the interview process and case study preparation. <https://tinyurl.com/szsa6mud> There are **over 140 roles** on its careers pages <https://tinyurl.com/4pnmrny>

#### Who's Eating Who?

- **PA Consulting** has taken over The Cambridge Group, a growth strategy consultancy which despite its name is based in Chicago. PA says the acquisition will enhance its growth and innovation strategy capabilities, and the **Chicago** office will become its **ninth site in the US**. PA's consumer and retail practice will also benefit from the TGC team's expertise in developing sustainable products, breakthrough innovations, and decreasing time-to-market. <https://tinyurl.com/bddy38c> In summer 2022 PA Consulting added Irish firm Design Partners to its strategy and design consultancy portfolio. <https://tinyurl.com/25z3ysvk> DP brought expertise in product strategy, design for sustainability, wearable technology, human interaction devices, and medical device design. There are over **500 roles** in The Netherlands, Norway, Sweden, the UK and the US on the PA careers website <https://tinyurl.com/2p8yyb6t>
- **Artefact**, a data transformation consultancy, has bought Arca Blanca, a fast-growing UK data consulting firm, to expand its presence in Europe. Arca Blanca's team of 50 data scientists, technology specialists, business consultants and industry professionals will join Artefact's 1000 employees around the world. <https://tinyurl.com/2kahv9xs>
- **EY** has bought ifbSE, a German finance and risk transformation and compliance consultancy. Its 400 staff in **Austria, Canada, Colombia, Luxembourg, The Netherlands, Poland, Switzerland and the US** will enhance EY's capabilities in financial and risk management. <https://tinyurl.com/msxtwduc>
- **Sustainability consultancy ERM** has featured in the newsletter on many occasions. (See <https://www.donleslie.uk/management-consultancy-newsletter-august-2022/>) . It has taken over yet another smaller firm to expand its digital technology capabilities – Libryo, a cloud-based **Environmental Health & Safety** regulatory intelligence platform. The new add-on will help clients with EHS compliance requirements. <https://tinyurl.com/yjc4wnad> There are some **900 jobs** on its website <https://tinyurl.com/4nekstef>

Consulting industry research company Source Global Research has identified the **consulting services** clients are **most likely to buy** during these uncertain economic times: cybersecurity, data and analytics come top, whilst digital transformation, tech strategy and design/UX remain strong too. Sustainability holds its ground, and risk/scenario planning continue to be seen as important. <https://tinyurl.com/4wsy7xm9>

#### New Offices

- Global management consultancy **Oliver Wyman** has opened a new office in **Abu Dhabi**. The firm's IMEA (India, Middle East and Africa) region has offices in Dubai, Riyadh, Doha, Johannesburg, Mumbai and Delhi, and Oliver Wyman now has a global network spanning more than 70 cities across 30 countries, with a headcount in excess of 6,000 consultants. <https://tinyurl.com/2p94x9jk> See **careers** at <https://tinyurl.com/24e9hjtj> in consulting, digital & technology, analytics and research, co-creation and design. Earlier in the year it bought Booz Allen Hamilton's MENA practice (see <https://www.donleslie.uk/october-2022-consultancy-newsletter/>)
- **KPMG UK** has announced a £5.5 million investment in its flagship **Manchester** office. The firm will site Ignition North, a new 25,000sq foot collaborative hub designed to spark

innovation and support digital transformation there, as well as redesigning its wider office space. The new centre will be home to KPMG's Ignition team. Along with technology experts from across KPMG, Ignition will support clients from the start of an idea all the way through to the design, prototyping and development of solutions using a combination of methods, tools and technologies. KPMG's Manchester office is already home to 1,200 employees, including more than 260 people in technology roles. Ignition North will create jobs in the city as the firm recruits to support its new offering, and follows the launch of its London Ignition Centre in 2020. <https://tinyurl.com/bdz2f4rm> **Current consulting opportunities** with KPMG in Manchester are here: <https://tinyurl.com/4pwsr34k>

#### More From The Big Four

- A press release from **KPMG International** reports global revenues for 2022 at **\$35bn**, with consulting up 19%. The firm grew by 29000 staff, and gender parity has been reached on the global management team. <https://tinyurl.com/2n7w6uh3>
- Despite the global firm making \$45bn in 2022, **EY US** did not give a Christmas bonus to staff this year. It cited recessionary pressures, whilst cynics suggested it was looking to **cut payroll costs** and therefore increase its valuation ahead of the proposed consultancy/audit split. <https://tinyurl.com/3z5suebr>
- According to the Financial Times <https://tinyurl.com/ynmfs7ze> **PwC** is offering **direct entry partnership** to EY partners, exploiting the latter's uncertainty over the EY consulting/audit split. The US arm of PwC is targeting partners in cloud services, financial crime and ESG, and has reportedly said it has the capacity to add 500 partners in the next 18 months. EY counters that it has hired 20 US partners from PwC since mid-2021. A vote on the global split is slated to be taken by the 13000 EY partners during the first quarter of 2023.

Congratulations to students who have started with consultancy firms and thanks for telling me of your successes. Bayes Masters to **Accenture**; Bayes MBA to **Boston Consulting Group**; Bayes MBA to **EY-Parthenon**; Cambridge Judge MBA to **EY-Parthenon**; Cranfield MSc to **BCG Inverto**; Durham MBA to **Capgemini**; EMLyon MBA to **Capgemini**; Heriot-Watt MBA to **Orphoz McKinsey**; Kings College undergraduate to **McKinsey**; Lancaster MBA to **Turner & Townsend**; Newcastle MSc to **Frontis Thailand**; Oxford Saïd MBA to **McKinsey**.

During December I completed my 1:1 coaching commitments to Warwick Business School MBAs and delivered a seminar on consultancy to undergraduates at the London Institute of Business and Finance.

January finds me speaking at Aston Business School and Strathclyde Business School about careers in consultancy. I'll also be Zooming to University College Dublin and EMLyon Business School about the prospects for 2023 in international consultancy markets.

The next edition will be published at the beginning of February. Reply with **UNSUBSCRIBE** in the subject line if you wish to leave the circulation list.

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