



THE BOSTON CONSULTING GROUP

Fact Sheet

President & Chief Executive Officer

Rich Lesser

Founded

1963 by Bruce Henderson (1915–1992)

Ownership

The firm is privately held

Revenue

2014: US\$4.55 billion

Offices

BCG has 85 offices in 48 countries

Total staff

2014: 10,500

Mission

As the world's leading advisor on business strategy, we partner with clients from the private, public, and not-for-profit sectors in all regions to identify their highest-value opportunities, address their most critical challenges, and transform their enterprises. We are committed to developing new insights and, through our customized approach, driving tangible results and making companies more capable.

Utilizing decades of industry experience and extensive functional expertise, we seek to be agents of change—for our clients, our people, and society overall. We work with organizations to tailor our concepts specifically to their needs and then implement those strategies to create sustainable advantage.

Focus

With more than 50 years of experience in making change happen, we have developed unique, practical, and proven approaches to mobilizing and enabling organizations. BCG does not believe in standard answers, because we know that custom solutions yield the greatest competitive advantage and value for our clients.

Working in collaboration with the client, we tailor our solutions to each organization, taking into account the client's unique position in the marketplace. We partner with our clients to develop new insights about the business, mobilize the organization to act, and drive real bottom-line results through effective implementation.

Insight

BCG is always exploring new ways for companies to create advantage, and our culture of innovative thinking has produced numerous ideas that have become standards of business strategy. Time-based competition, the growth share matrix, capabilities-based competition, and the experience curve are BCG concepts that many organizations have leveraged to improve their competitive positions.

BCG continues to lead the way on issues at the forefront of management thinking and practice, such as adaptive strategy, global advantage, talent and leadership, and the digital economy. We take pride in seeing our ideas successfully implemented.

Clients

BCG works with the most innovative companies in all regions around the globe, and many of them rank among the world's 500 largest corporations. BCG also advises midsize companies, not-for-profit organizations, and government agencies.

We build long-term partnerships with most of our clients, working with them on all issues that drive competitive advantage and performance. Utilizing our deep experience in all industry sectors, as well as our extensive functional expertise, we help clients develop and implement critical initiatives that lead to fundamental change and improvement in their competitive positions.

Additionally, our global presence makes us one of only a few firms that can deliver a truly unified team for clients—no matter where they are located.

A Commitment to High Standards

The effective management of risks across the whole enterprise is an absolute priority in today's environment. This applies not only to our client organizations but also within BCG. More than ever before, our stakeholders—our clients and staff, the business community, regulators, and the general public—rightly expect professional-services firms to demonstrate strong professional ethics. As trusted advisors, we have a responsibility to maintain the highest of professional standards—and to demonstrate to our clients that we are doing so.

BCG's organization includes a dedicated team of experts responsible for the oversight of risk management and professional standards worldwide. Our enterprise risk agenda is spearheaded by the Chief Risk Officer, who works directly with BCG's global and regional leadership and prioritizes and channels our risk-management efforts across each of our functions, locations, and practices. We also continuously invest to enhance our processes, including managing legal risk, ensuring rigorous information management, and ensuring the security of our people.

With this structure in place, we can be specific in our expectations and explicit in putting our values into practice through our professional standards, even in the most challenging environments.

Consultants

We value and utilize the unique talents that each individual offers, and the wide variety of our consultants' backgrounds reflects the importance we place on diversity. BCG consultants hold diplomas across a full range of disciplines—from business administration and economics to biochemistry, engineering, psychology, classics, and law.

Although our consultants develop deep knowledge in particular industries and functions, they remain generalists at heart, curious about all business issues and open to sharing their ideas and experience. Regardless of their tenure or focus, BCG consultants share a deep commitment to our clients and a passion for change.

Awards

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

Industry Expertise

Automotive
Biopharmaceuticals
Consumer Products
Energy & Environment
Engineered Products and Infrastructure
Financial Institutions
Health Care Payers & Providers
Insurance
Media & Entertainment
Medical Devices & Technology
Metals & Mining
Private Equity & Principal Investment
Process Industries
Public Sector

Retail
Hardware & Software
Telecommunications
Transportation, Travel & Tourism
Social Impact

- ◇ Environment
- ◇ Health
- ◇ Development
- ◇ Education
- ◇ Community
- ◇ Culture
- ◇ Business and the Social Sector
- ◇ Investing for Impact

Capabilities

Corporate Development

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

Corporate Finance

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

Technology

- ◇ Technology Strategy
- ◇ Technology in Business Transformation
- ◇ Technology Organization
- ◇ IT Sourcing
- ◇ IT Performance
- ◇ IT Capability Maturity Framework

Marketing, Sales & Pricing

- ◇ Marketing
- ◇ Sales
- ◇ Pricing
- ◇ Go-to-Market Transformation
- ◇ Customer Experience
- ◇ Center for Customer Insight

Operations

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

People & Organization

- ◇ Organization Design
- ◇ Role of the Center
- ◇ Human Resources
- ◇ Change Management
- ◇ Leadership & Talent
- ◇ Behavior & Culture

Strategy

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

Digital Economy
Globalization
Growth
Innovation
Managing in a Two-Speed Economy
Postmerger Integration
Risk Management
Sustainability
Transformation
Turnaround