



# Fact Sheet

## **Chief Executive Officer**

Christoph Schweizer

## **Founded**

1963 by Bruce Henderson (1915–1992)

## **Ownership**

The firm is privately held

## **Revenue**

2020: US\$8.6 billion

## **Offices**

BCG has offices in more than 90 cities in over 50 countries

## **Total Staff**

2020: 22,000

## **Mission**

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 strive to make companies more competitive and unlock opportunities for growth, innovation, and value creation. We are committed to developing new insights and, through our customized approach, helping organizations navigate rapid change in today's digital world.

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 our clients to build the capabilities that enable organizations to achieve sustainable advantage. We are shaping the future. Together.

## **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 through deeper expertise and end-to-end support on topics such as digital innovation and transformation, big data and advanced analytics, growth, adaptive strategy, global advantage, and talent and leadership. 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.

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**

### **Education**

### **Media & Entertainment**

### **Technology Industries**

### **Telecommunications**

### **Biopharmaceuticals**

- ◇ R&D
- ◇ Commercial
- ◇ Operations
- ◇ Corporate Development
- ◇ Generics & Biosimilars
- ◇ Technology/Digital

### **Consumer Products**

- ◇ Accelerating Growth
- ◇ Winning in Digital
- ◇ Lean Operations
- ◇ Pricing
- ◇ Smart Zero-Based Budgeting
- ◇ Luxury

### **Energy & Environment**

- ◇ Upstream Oil & Gas
- ◇ Downstream Oil & Gas & Petrochemicals
- ◇ Power & Utilities
- ◇ Oilfield Services & Engineering
- ◇ Commodity Trading & Risk Management
- ◇ Green Energy & the Environment

### **Engineered Products & Infrastructure**

- ◇ Engineering, Construction & Infrastructure
- ◇ Machinery & Components
- ◇ Aerospace & Defense

### **Financial Institutions**

- ◇ Retail Banking
- ◇ Corporate Banking
- ◇ Capital Markets
- ◇ Asset & Wealth Management
- ◇ Transaction Banking
- ◇ Risk Management

### **Health Care Payers & Providers**

- ◇ Managing Health Care Costs & Quality
- ◇ Consumer-Centered Business Models
- ◇ Payer Operations
- ◇ Payer & Provider Collaboration & Vertical Integration
- ◇ Provider Cost & Quality Transformation
- ◇ Consolidating Provider Landscape

### **Insurance**

- ◇ Commercial Insurance & Reinsurance
- ◇ Life Insurance

### **Medical Devices & Technology**

- ◇ Strategy & Corporate Development
- ◇ Innovation
- ◇ Commercial
- ◇ Quality & Operations
- ◇ Technology/Digital
- ◇ Value-Based Health Care

### **Metals & Mining**

- ◇ Productivity
- ◇ Large Capex
- ◇ Next-Generation Mining
- ◇ Commercial Excellence
- ◇ Commodity Market Insights
- ◇ Steel & Metals

### **Principal Investments & Private Equity**

- ◇ Fund Strategy & Operations
- ◇ Transaction Services
- ◇ Portfolio Acceleration

### **Process Industries & Building Materials**

- ◇ Chemicals
- ◇ Forest Products, Paper & Packaging
- ◇ Agribusiness
- ◇ Heavy Building Materials
- ◇ Light Building Materials
- ◇ Builders' Merchants

### **Public Sector**

- ◇ Economic Development
- ◇ Defense, Justice & Border Protection
- ◇ Labor, Employment & Social Services
- ◇ Urban Infrastructure
- ◇ Digital Transformation & Technology
- ◇ Agency Transformation

### **Retail**

- ◇ Winning Strategies & Retail Transformation
- ◇ Delivering Value to Shoppers
- ◇ Excellence in End-to-End Retail Operations
- ◇ Critical Capabilities & Infrastructure for Retailers
- ◇ Retail Pricing Zones

### **Transportation, Travel & Tourism**

- ◇ Aviation
- ◇ Lodging & Leisure Travel
- ◇ Rail & Transportation Hubs
- ◇ Postal & Parcel
- ◇ Logistics
- ◇ Shipping

## Capabilities

### **Big Data & Advanced Analytics**

- ◇ Transforming Business Models
- ◇ Maximizing Value
- ◇ Getting Started
- ◇ Building Sustainable Capabilities
- ◇ Personal Data & Trust

### **Corporate Development & Finance**

- ◇ Portfolio Strategy & Capital Allocation
- ◇ Value Creation Strategy
- ◇ Value-Based Processes & Culture
- ◇ Finance Function Excellence

### **Globalization**

- ◇ Win in Emerging Markets
- ◇ Go to Market
- ◇ Create a Talent Advantage
- ◇ Forge International Partnerships
- ◇ Go Beyond BRIC
- ◇ Achieve Global Market Leadership

### **Innovation & Product Development**

- ◇ Innovation Strategy
- ◇ Research & Product Development

### **Marketing & Sales**

- ◇ Demand-Centric Growth
- ◇ Marketing Efficiency & Effectiveness
- ◇ Sales & Channel Transformation
- ◇ Pricing
- ◇ Go-to-Market in Rapidly Developing Economies

### **M&A & Divestitures**

- ◇ Target Identification
- ◇ Due Diligence
- ◇ Joint Ventures & Alliances
- ◇ Exit Strategies & Carve-Outs
- ◇ Divestitures
- ◇ IPOs & Spinoffs

### **Operations**

- ◇ Cost & Efficiency
- ◇ Supply Chain Management
- ◇ Research & Product Development
- ◇ Lean & Manufacturing
- ◇ Procurement
- ◇ Change Management

### **People & Organizations**

- ◇ Organization Design
- ◇ Leadership & Talent
- ◇ Behavior & Culture
- ◇ Human Resources
- ◇ Change Management

### **Social Impact**

- ◇ Total Societal Impact/Sustainability
- ◇ Sustainable Finance & Investing
- ◇ Global Health
- ◇ Global Development
- ◇ Education
- ◇ Climate & Environment

### **Strategy**

- ◇ Corporate Strategy
- ◇ Business Unit Strategy
- ◇ Strategic Planning
- ◇ Business Model Innovation
- ◇ Family Business

### **Technology & Digital**

- ◇ Digital Transformation
- ◇ Software & Agile
- ◇ Transformation of the Tech Function
- ◇ Technology Capability Build

### **Change Management**

#### **Growth**

#### **Lean & Manufacturing**

#### **Post-Merger**

#### **Integration Pricing**

#### **Procurement**

#### **Smart Simplicity**

#### **Sustainability**

#### **Transformation**