

# AMCF

Association of Management Consulting Firms

*“As the leader of a large consulting firm, I welcome the opportunity to get together and learn from the experience of leaders from other global firms. Only AMCF gives me that.”*

*— Juan Pujadas, Vice Chairman, Advisory Services, PwC*

Leadership, Expertise & Professionalism



*"The Mission of AMCF is to promote an environment which fosters the success of management consulting firms worldwide and the value they deliver to their clients."*

AMCF is the premier international association of management consulting firms, comprised only of those firms that meet the highest standards of professional practice.

Our organization serves as a source of information about best practices in the management of consulting companies of all sizes. We provide a peer network and a forum for the exchange of new ideas and discussion of developments within the profession.

AMCF serves to reinforce the value management consultants deliver to all of

their key constituencies including:

- Members of the profession
- The buyers and users of consulting services
- Educational institutions that nurture the industry's next generation of talent
- Our partners who service the industry
- Government agencies and officials
- The media and the general public

*"In a highly energetic environment, AMCF manages to facilitate a great deal of collaboration at its events and the knowledge sharing among the members is extremely valuable."*

*— Mark Goodburn,  
Chairman of Global  
Advisory, KPMG*



# Join AMCF

*“Being on the board and serving on committees is a terrific benefit of membership and is key in developing our firm’s future leaders.”*

*— Donna Campbell,  
Americas Advisory Leader  
Major Transformation  
Programs, Ernst & Young*



## AMCF Full Membership

By joining AMCF, a consulting firm demonstrates a commitment to the profession and underscores its leadership position in the industry.

Any company or division of a company that is actively engaged in the business of advising organizations on key areas of management is eligible for Full Membership, provided the firm has been in business for a minimum of three years, has at least three full-time consultants on staff, and

has at least \$1 million in revenue. All employees of members firms are entitled to membership benefits.

## Start-Up Membership

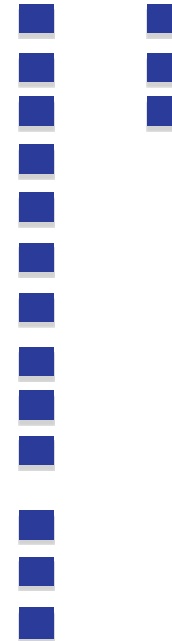
The Start-Up category is for newly formed firms that are incorporated but have not yet reached the revenue threshold required for Full Membership.

Start-Up Membership gives a view into the profession that would otherwise be unavailable to individuals/smaller firms.

## MEMBERSHIP BENEFITS

- |  | MEMBER | START-UP |
|--|--------|----------|
| Discounts for All Events and Research                        | ■      | ■        |
| Access to Members’ Only Section of Website                   | ■      | ■        |
| Business Referral Services                                   | ■      | ■        |
| Speaking & Presentation Platforms                            | ■      |          |
| Email Announcement of Membership                             | ■      |          |
| Firm Description on AMCF Website                             | ■      |          |
| Active Leadership in the Advocacy Activities                 | ■      |          |
| Committee and Board Participation                            | ■      |          |
| Affinity Group and Regional Leadership                       | ■      |          |
| Announcements on “Membership in the News” and in eNewsletter | ■      |          |
| Code of Ethics   | ■      |          |
| Free Copy of Operating Ratios Report (if participating)      | ■      |          |
| Free Job Postings  | ■      |          |

MEMBER START-UP



## ACTIVITIES

AMCF offers a variety of programs throughout the year, organized by both region and area of focus. Participants have collegial meetings in an atmosphere of trust, collaboration, and professionalism, where they can freely share insights and best practices with their peers and enjoy access to a network that includes industry leaders and luminaries.

### Leadership Forums

Leadership Forums, headlined by an illustrious roster of speakers, address trends and emerging issues impacting the management consulting industry. Annual events in the United States and abroad include:

- Washington DC Roundtable and Advocacy Programs
- China, India, and European Leadership Forums
- Small Firms Leadership Retreat
- US Regional Forums in San Francisco, Boston, Chicago, and Houston
- Horizon Series for Strategy Professionals
- Women's Leadership and Diversity Forum.

### Global Leadership Forum

Our annual meeting is attended by senior level executives from both AMCF member firms, experts from outside the consulting industry, academics, clients, government officials, and the media.

Past keynotes speakers have included John Clarkson, Chairman Emeritus, The Boston Consulting Group; Jeremy Siegel, Russell E. Palmer Professor of Finance at the Wharton School of the University of Pennsylvania; and author, consultant, and speaker Ram Charan.

A highlight of the Global Leadership Forum is the presentation of the Carl S. Sloane Award, given to an individual who has made significant contributions to the practice and understanding of management consulting. Past winners have included Michael Hammer, Ginny Rommetty, C.K. Prahalad, David Maister, Jim Champy, Gary Hamel, and Clayton Christensen.

*“AMCF’s affinity groups are led by experienced practitioners and industry leaders — people who understand what it takes to be a consultant. It’s a real differentiator for the association and participating member.”*

*— Roger Carlile, Executive Vice President and Chief Financial Officer, FTI Consulting*

*"The process of preparing for and then actually winning an AMCF Award for Value and Excellence in Consulting Projects deepened our relationship with the client that we submitted with. Thank you, AMCF!"*

*— J. Rajagopal, Executive Vice President & Global Head, Consulting, TCS*

### **AMCF Awards for Value and Excellence in Consulting Projects**

Consulting teams comprised of exceptional talent are a tremendous force in helping clients find solutions to critical challenges and moving them forward with sustainable solutions for their businesses. By applying deep industry knowledge and keen business acumen, the best consultants execute projects that deliver exceptional results and become more than trusted advisors – they are partners in the truest sense.

AMCF Awards for Value and Excellence in Consulting Projects are given each year in a wide range of categories, including Growth Initiatives, New and Digital Media, Corporate Responsibility, and Change Management.

### **Affinity Groups**

AMCF affinity groups create unique learning opportunities through the exchange of leading-edge ideas about best practices in managing consulting firms from a functional perspective with thought leadership from members, clients, experts, and academics. Platforms include meetings, webinars, and learning labs.

AMCF currently has affinity groups in Technology, Human Capital, Marketing, Operations and Financial Management, and Legal Practices.



The Operations and Financial Management Affinity Group each year produces the *Operating Ratios for Management Consulting Firms: A Resource for Benchmarking Survey*.

This survey tracks vital KPIs such as fee arrangements, financial operations, recruiting and staffing practices, and business development costs. Data is analyzed by specialty, annual billing revenues, consulting staff size, typical project size, and number of domestic offices.

*"The fact that all of AMCF's programs are available to our entire staff makes membership an excellent value."*

*— Terri Cooper, Principal, National Chief Inclusion Leader, Deloitte Consulting LLP*



## AMCF FOUNDATION

The AMCF Foundation's mission is to "Ensure sustainable growth of the management consulting industry through research, training, and education aimed at developing consulting professionals across the entire employee lifecycle." Below is a sampling of the Foundation's areas of focus and support:

### Research & Thought Leadership

The Foundation performs research and thought leadership on topics such as:

**Management Consulting 2020:** A forward-looking study using cutting-edge research to understand the coming changes to our industry;

**The Talent Equation:** A comprehensive examination of how consulting is viewed by those looking to enter the industry, both in the early stages of their careers and mid-career; as well as best-in-class strategies and systems for addressing talent issues within firms;

*"Through the Foundation for Excellence in Management Consulting AMCF has done a great job raising the profile of management consulting, which is critical as the industry looks to attract top graduates."*

*— Eric Speer, Managing Director, US East Division Leader, Towers Watson*



**Purchasing Trends of Users and Buyers of Consulting Services:** An in-depth look at where the opportunities in the marketplace are, and how well consulting companies are capitalizing on them.

### Training

AMCF provides low-cost training for employees of member firms on topics key to success in the industry. Training platforms include meetings, webinars, seminars, and learning labs. Courses are updated to meet consultants' most pressing needs.

### University Programs

Visit **AMCF's Consulting Career Connection** website ([www.consultingcareerconnection.org](http://www.consultingcareerconnection.org)). The CCC helps educate and inform undergraduates, MBA students, PhD candidates, and recent graduates about careers in consulting. This community-based, online destination offers advice from both peers and leading executives on getting started in consulting and how to be successful.

**The Richard Metzler Scholarship Award** is given annually to undergraduate and graduate students who exemplify a commitment to the profession, his or her community, and the understanding of the consultant's role as change agent.

### Associate Membership

The Associate Membership program is meant for any company or division of a company that is aligned with or provides services to the consulting industry. Software companies, executive recruitment firms, communications companies, real estate companies, eLearning, and training companies, etc., are invited to take advantage of this membership.

Academic institutions, nonprofits, and internal community groups are also eligible for Associate Membership.

*“As a boutique consulting firm we place a high priority on value and impact from external resources. The value we derive from AMCF’s research, events, and professional development pays for our membership dues many times over.”*

*— Rod Travers, Executive Vice  
President & Principal, The Nolan Company*

## ASSOCIATE MEMBERSHIP BENEFITS

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- Email Announcement of Membership
- Firm Description on AMCF Website



# AMCF Association of Management Consulting Firms

## Leadership, Expertise & Professionalism

### Full Membership

#### Download Application

	Gross Billings
<b>Start-up Category</b> <i>Annual dues: \$1,000</i>	<\$1M
<b>Category A</b> <i>Annual dues: \$5,000</i>	\$1M – \$10M
<b>Category B</b> <i>Annual dues: \$7,500</i>	\$10M – \$25M
<b>Category C</b> <i>Annual dues: \$10,000</i>	\$25M – \$100 M
<b>Category D</b> <i>Annual dues: \$15,000</i>	\$100 M– \$250M
<b>Category E</b> <i>Annual dues: \$20,000</i>	\$250M – \$500M
<b>Category F</b> <i>Annual dues: \$30,000</i>	\$500M – \$1B
<b>Category G</b> <i>Annual dues: \$45,000</i>	Above \$1B

### Associate Membership – Service Providers

#### Download Application

	Gross Billings
<b>Category A</b> <i>Annual dues: \$2,500</i>	\$1M – \$10 M
<b>Category B</b> <i>Annual dues: \$7,500</i>	\$10M – \$100 M
<b>Category C</b> <i>Annual dues: \$12,500</i>	Above \$100 M

Internal Consulting Units	
<b>Category A:</b> <i>Annual dues: \$7,500</i>	200 or fewer consultants globally
<b>Category B:</b> <i>Annual dues: \$12,500</i>	200 or more consultants globally

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Sally Caputo,  
 Acting President & CEO,  
 Chief Operating Officer

[www.amcf.org](http://www.amcf.org)