

Management Consulting Firms Should Consider Investing In M&A, TBRC Report Suggests

LONDON, GREATER LONDON, UK, February 1, 2019 /EINPresswire.com/ -- Companies in the management consulting market are strategically undertaking mergers and acquisitions, [Management Consulting Services Global Market Report 2018](#) from [The Business Research Company](#) shows. M&A growth strategies help companies acquire new product lines and expand their geographic markets. For example, the top three management consulting firms in 2017, Deloitte, Accenture, and PwC, which together generated about 8% of the worldwide revenues from management consulting services, have recently invested in acquiring companies:



Global Management Consulting Services Market, Key Competitor Market Share In 2017, By Percentages

Deloitte acquired all the businesses of Monitor Group for an undisclosed amount. This acquisition enhances Deloitte's ability to serve clients, from strategy to implementation. Monitor Group is a leading global strategy consulting firm specializing in providing business strategy advisory services to the senior management of organizations and governments. Accenture acquired London-based marketing and sales consultancy, Brand Learning for an undisclosed amount. This collaboration helps Accenture extend its sales and marketing. Brand Learning offers marketing capability development consulting and training, headquartered in London with offices in New York and Singapore. The company services 160 clients in over 60 countries. PwC acquired the strategic consulting division of Booz & Company and renamed it Strategy& (pronounced Strategy and). The deal amount is estimated to have been over \$1 billion. Booz & Company is a global leader in business consulting services, and specializes in the energy, media, healthcare, chemicals, financial services, telecommunications, automotive, aerospace, technology, and fast-moving consumer goods (FMCG) markets.

The top five competitors in the management consultancy market made up more than 11% of the global total in 2017.

Other major players are forming joint ventures or buying small and mid-sized companies to acquire new technologies and capabilities or gain access to clients. For instance, in 2016, Boston Consulting Group (BCG) acquired Inverto, a German based supply chain and procurement consulting company, to diversify its range of services for clients in the procurement and operations segment. The acquisition is expected to add 130 management consultants and aims to tap the fast growing market for digitalization in procurement, by using Industrial 4.0 and technology integration in the wider operations chain of BCG. Similarly, in 2018, QVARTZ, a Nordic-origin strategy consulting firm, announced a joint venture with Boer & Croon, a corporate

finance and management firm based in Amsterdam worth €1.3 billion, to expand its footprint in Netherlands.

Where To Learn More

Read [Management Consulting Services Global Market, Opportunities And Strategies To 2022](#) from The Business Research Company for information on the following:

Markets Covered: The report covers the global design, research, promotional and consulting services market, financial advisory market, HR advisory market, operations advisory market, technology advisory market, and strategy advisory market.

Data Segmentations: Management consulting services market size, global and by country, historic and forecast size, and growth rates for the world, 7 regions and 12 countries; by product segments – (financial advisory, HR advisory, operations advisory, technology advisory, strategy) market size, historic and forecast size, and growth rates for the world, 7 regions and 12 countries.

Global design, research, promotional and consulting services market size, historic and forecast growth rates, by segment growth rates.

Management Consulting Services Market Organizations Covered: Deloitte Touche Tohmatsu Limited, Accenture, PwC, KPMG International Cooperative, Ernst & Young Global Limited.

Regions: North America, Europe, Middle East, South America, Africa, Asia Pacific

Time Series: 2013-17 actuals, 2017 estimates, 2017-21 forecasts.

Other Information And Analyses: Management consulting services market comparison with industry metrics, total enterprises, average spending on management consulting services by an enterprise, employment in services industry as percentage of total employment, number of management consultants, average management consulting services market revenue per management consultant, by country; management consulting services market size, percentage of GDP, per capita average management consulting services expenditure, global, management consulting services market comparison with macro-economic factors across countries, management consulting services market size, percentage of GDP, by country, management consulting services market customer information, management consulting services market key mergers and acquisitions, market drivers and restraints, trends and strategies, PESTLE analysis.

Sourcing and Referencing: Data and analysis throughout the report are sourced using end notes.

Strategies For Participants In The Management Consulting Services Industry: The report explains over 24 strategies for management consulting sector companies, based on industry trends and company analysis. These include management consulting companies considering a shift from hourly rates to value-based pricing. This shift can help companies increase their revenues and profitability; and PwC's growth strategy which is to strengthen its advisory division by expanding its services to small and medium social enterprises.

Opportunities For Management Consulting Sector Companies: The report reveals where the global management consulting services industry will put on most \$ sales up to 2021.

Number of Pages: 237

Number of Figures: 101

Number of Tables: 102

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Specialized Design Services Global Market Opportunities and Strategies to

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