



Canadian Association of Management Consultants Association canadienne des conseillers en management

The **Single Voice** of Management Consulting in Canada

Join the Association today and receive a free copy of the *Summary Report on Management Consulting in Canada*

The Canadian management consulting industry is increasingly well placed to expand into more North American markets, and seize on opportunities in the United States – the largest global consumer of consulting services. That conclusion is among the findings in a comprehensive new study from Kennedy Information, Management Consulting in Canada, which was commissioned by the Canadian Association of Management Consultants (CAMC).

The study shows that, while there is increasing competition both in the U.S. and from overseas, there is also opportunity for Canadian firms to form strategic partnerships with competitors and seek business in other sectors beyond the heavily serviced Information Technology sector.

The Management Consulting in Canada report presents key data and charts opportunities in today's Canadian management consulting market, including:

- Market Size and Demographics
- Client Characteristics by Industry and Geography
- Competitive Landscape
- Human Resources Profile
- Key Drivers, Challenges and Trends

A sizable consulting market exists in Canada, accounting for \$6.7 billion in spending on consultants. And while much of the business is going to a short list of large firms, opportunities for smaller firms are increasing.

No.	Firm	2004 Total Consulting Revenues (\$ millions)
1	CGI	656
2	Accenture	613
3	IBM GS	556
4	Deloitte	230
5	CSC	191
6	Xwave	176
7	Fujitsu Consulting	150
8	Sierra Systems	139
9	HP Services	134
10	Bearingpoint	107

Average Hourly Billing Rates by Firm Size (Realized)

	Small	Mid-Sized	Large
Partner/VP	\$346	\$428	\$560
Manager/Project Leader	\$270	\$314	\$416
Senior/Experienced Consultant	\$224	\$264	\$299
Entry Level Analyst	\$126	\$154	\$163

Among the report's findings:

- The field is dominated by IT consulting and public sector work
- The Canadian market is attractive to Indian and Chinese entrants for a variety of reasons, especially the proximity to the U.S.
- Consulting in Canada is geographically diverse, with Ontario, Quebec, British Columbia, and Alberta serving as the major markets
- The Canadian consulting business is populated by experienced, and well-educated consultants
- The industry is increasingly responsive to emerging client needs

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Summary Report Costs

Member price	Free
Non-member price	\$395.00
Second copy	\$95.00
Annual Membership Fees*	\$375.00

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