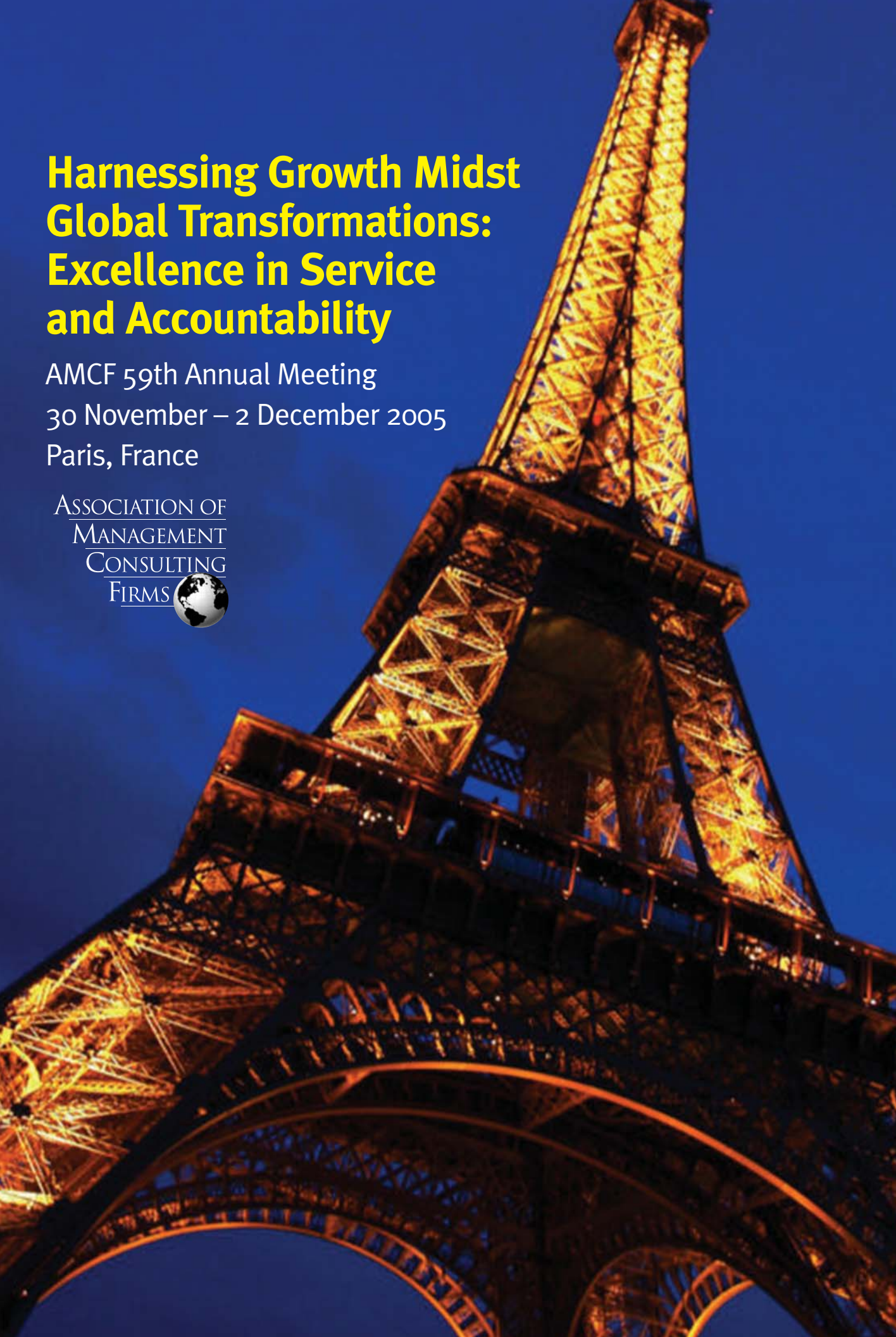


# Harnessing Growth Midst Global Transformations: Excellence in Service and Accountability

AMCF 59th Annual Meeting  
30 November – 2 December 2005  
Paris, France

ASSOCIATION OF  
MANAGEMENT  
CONSULTING  
FIRMS 



An aerial view of Paris, France, showing a dense urban landscape with traditional European architecture. The buildings are multi-story with light-colored facades and dark roofs. The streets are narrow and winding. The sky is a pale blue, suggesting a clear day. The overall scene is a classic Parisian street view.

# AMCF 59<sup>th</sup> Annual Meeting InterContinental Le Grand Hotel Paris 30 November – 2 December 2005

Paris – *the City of Lights* – awaits you!  
Paris offers you things to do, see,  
experience and eat no matter what your  
taste or interest. Whether you know  
the city and want to see places you  
have visited in the past or are  
coming for the first time, you'll  
enjoy the art, architecture,  
entertainment, music  
and exciting café life.

## How to reach AMCF:

Association of Management Consulting Firms  
380 Lexington Avenue  
Suite 1700  
New York, NY 10168  
Tel: 1.212.551.7887 Fax: 1.212.551.7934  
Email: [info@amcf.org](mailto:info@amcf.org)

## Registration Fee:

The registration fee depends on your firm's membership status in AMCF. Note: Registrants who work for organizations or institutions related to organizations which would qualify for AMCF membership are requested to register at the conference non-member rate. All fees are to be paid in US dollars by check or credit card. For other payment formats, please contact AMCF for directions.

## \*Additional person discount:

Firms are encouraged to send teams to maximize exposure to the wide range of program offerings. The first registrant pays the fee in force at that date. Additional member firm representatives pay \$2,300; additional non-member representatives, \$2,600. Name(s) changes are permitted at any time, without penalty or charge.

## Cancellation Policy:

Cancellations received by 22 September 2005 will be refunded in full. Cancellations received between 22 September and 1 November will be refunded less a \$500 administrative charge. Your registration may be transferred to another member of your organization at any time. No refunds will be made after 1 November 2005.

## Hotel Information:

InterContinental Le Grand Hotel Paris  
2 rue Scribe, 75009 Paris, France  
Tel: 33 (0)1 40 07 32 32  
Fax: 33 (0) 1 42 66 12 51  
Email: [Marjorie.roulin@ichotelsgroup.com](mailto:Marjorie.roulin@ichotelsgroup.com)  
Check-In Time: 15.00  
Check-Out Time: 12.00  
Daily rate: €280

Rooms must be guaranteed with a credit card number to receive a confirmation.

Booking information: cancellation fee for less than 48-hour notification of cancellation.

Cancellation of entire stay: if the hotel is informed 3-15 days prior to arrival then one-night stay will be charged.

Cut-off group reservation date is 17 November 2005.

**For speaker and program updates please see: [www.amcf.org](http://www.amcf.org)**

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InterContinental Le Grand Hotel Paris

## Harnessing Growth Midst Global Transformations: Excellence in Service and Accountability

### Wednesday 30 November 2005

18.30-20.30 Opening Reception  
InterContinental Le Grand Hotel Paris

### Thursday 1 December 2005

07.00 Breakfast  
08.45 Welcome –  
Jocelyn Cunningham, *Partner, Deloitte*

### Macroeconomic Environment

Sea changes in regional economies around the world, rapidly shifting market forces, emerging regulations, and unexpected events keep the global economic climate in constant motion. These dynamics impact deeply on the consulting industry. This first segment explores major underlying macroeconomic forces, with a particular emphasis on European issues, including the fluctuations of the euro and the evolving landscape of the European Union.

08.45 Keynote: **Global Perspectives:  
The Economic and Professional  
Services Environment**

*Tom Manning, Chairman  
China Board Directors*

09.30-10.15 Focus Presentation:  
**Issues in Competing Globally**

*Peter Wakkie, Executive Vice President  
& Chief Corporate Governance Officer  
Ahold*

10.15-10.45 Break

10.45-12.00 Panel: **European/Global Interface and the  
Challenges of Managing and Growing**

Moderator: Media representative

Panelists:

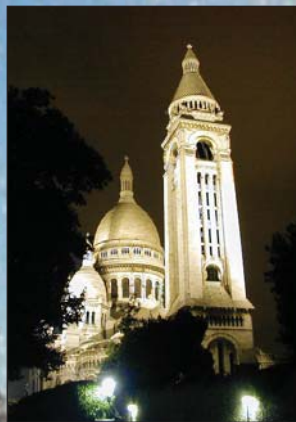
**Martin Bay, CEO, DB ProjektBau**

**Frank Zuure, Co-Principal,  
Larive Holding B.V.**

**Francois Dupuy, Senior Advisor**

*Mercer Companies, France, Professor Insead*

12.00-13.00 Lunch



## Growth – Opportunities and Challenges

Consulting firms seek growth and expansion, in offerings and market penetration. The exciting opportunities can translate into increased prestige, broader reach, and, most of all, increased revenues. Growth, however, has to be managed carefully for maximum profitability and quality maintenance, as it introduces significant challenges along the way. This segment examines several layers of the opportunities and challenges associated with growth, such as:

- Embracing growth opportunities and setting targets
- Managing the firm during expansions
- Maintaining high-quality client service
- Serving clients responsibly and with high ethical standards

13.00-14.15 Focus Presentations:

### **Variables, Opportunities, and Challenges to Growing Firms to Compete Globally**

**Per Bragee**, *Head of Global Consulting*  
TATA Consulting Services

**John Parkinson**, *Chief Technologist*  
*Americas Region*, Capgemini

14.15- 15.00 Panel Discussion:

Moderator: **Eric de Groot**, *Managing Partner*  
Boer & Croon Strategy and Management Group

**Per Bragee**, *Head of Global Consulting*  
TATA Consulting Services

**Fiona Czerniawska**, *Managing Director*  
Arkimedia

**Adam Frisch**, *Managing Director*, UBS

**John Parkinson**, *Chief Technologist*  
*Americas Region*, Capgemini

15.00-15.30 Break

15.30-17.00 Interactive Breakouts: **Firm Growth for Small, Midsize, and Large Firms**

Coordinators:

**Alan Andolsen**, *President*  
Naremco Services, Inc.

**Peter Brown**, *Vice Chairman*  
Kurt Salmon Associates

**Lanny Cohen**, *Vice President East Region*  
Capgemini Americas

**Jocelyn Cunningham**, *Partner*, Deloitte

**Gerard Debrinay**, *President*, Algae

**Eric de Groot**, *Managing Partner*, Boer & Croon Strategy and Management Group

17.00-17.45 Special Address: **Towards the Sustainable Organization of the 21st Century**

**Fons Trompenaars**, *Co-founder*  
Trompenaars Hampden-Turner

19.30

**AMCF Annual Banquet** – Hotel de Crillon

Master of Ceremonies:

**Peter Brown**, *Vice Chairman*, Kurt Salmon Associates, *Chairman*, AMCF

**Carl S. Sloane Award for Excellence in Management Consulting**

Honoree: **Edward deBono**

Foundation for Excellence in Management Consulting: **Richard Metzler** and **Roland Berger**

**Scholarship Awards**

## Friday 2 December 2005

07.00 Breakfast

08.45 Welcome

## Emerging Business Models and Globalization

Innovation and adaptation of business models optimum for firm management are key ingredients for success that are needed to respond to the macro transformations in the marketplace. Firms must follow the developments in Eastern Europe and Asia to be able to enter those markets. This segment of the program views some of the new approaches taken in creating new business models and adapting to the global marketplace transformation, regional regulations, and practices.

08.45-09.15 Keynote: **The 21st Century Consulting Firm Business Model**

**Pierre Danon**, *COO*, Capgemini

09.15-10.15 Focus Presentations: **Innovation in Organizing Consulting Firms**

**Gavin Potter**, *EMEA Leader of the Centre for Business Optimisation*, IBM

**Jim Sloane**, *Senior Partner*  
Deloitte Consulting, UK

10.15-10.45 Break

10.15-12.00 Panel: **The View from the Clients: Seismic Changes in Customer Demands**

Moderator:

**Gerard Debrinay**, *President*, Algae

Panelists:

**Kate Grussing**, *Chief Executive*  
Sapphire Partners

**Jack Kluepfel**, *Director - Worldwide Compensation Benefits*, Schlumberger

**Hans van Herwaarden**, *Chairman*  
The Quint Wellington Redwood Group

12.00-12.45 Closing Keynote: **Future Challenges in Consulting Markets**

**Bernard Bourigeaud**, *Chairman and CEO*  
Atos Origin

12.45 Lunch

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Excellence in Service and Accountability**



**59th Annual Meeting  
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**Registration Information**

**Before 10 August 2005**

Member	\$2,300	\$ _____
Non-Member	\$2,600	\$ _____
Companion	\$ 900	\$ _____

**After 10 August 2005**

Member	\$2,600	\$ _____
Additional Person Member Firm Discount*	\$2,300 x _____	= \$ _____
Non-Member	\$2,900	\$ _____
Additional Person Non-Member Firm Discount*	\$2,600 x _____	= \$ _____
Companion	\$ 900	- \$ _____

**After 20 October 2005**

Member	\$2,850	\$ _____
Additional Person Member Firm Discount*	\$2,300 x _____	= \$ _____
Non-Member	\$3,200	\$ _____
Additional Person Non-Member firm Discount*	\$2,600 x _____	= \$ _____
Companion	\$ 900	\$ _____

**TOTAL (payable in US Dollars) \$ \_\_\_\_\_**

\* Please see back of this page for explanation of additional person.

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NOTE SPECIAL NEEDS

**Payment Method:**  Check enclosed  AMEX  Diner's Club  MasterCard  Visa  
For other payment methods, please contact AMCF at [info@amcf.org](mailto:info@amcf.org) or 1.212.551.7887.

PLEASE PRINT CLEARLY:

CARD NUMBER EXPIRATION DATE

SIGNATURE REQUIRED FOR PROCESSING NAME AS IT APPEARS ON CARD

Completed form may be faxed to: 1.212.551.7934. You may register online at [www.amcf.org](http://www.amcf.org)



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380 Lexington Avenue, Suite 1700, New York, NY 10168  
Tel: 1.212.551.7887 Fax: 1.212.551.7934 Email: info@amcf.org

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**Zaedryn Estes**, *Consultant, Special Projects*

**Kathleen Fish**, *Director of Programs*

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## AMCF Annual Meeting Exhibitors to Date

