

# 22nd Annual Operating Ratios for Management Consulting Firms: *A Resource for Benchmarking*

## How Does Your Firm Compare?

*In order to reach the summit... Choose the right tools.*

Today business leaders are facing revenue and profit pressure. It all starts and stops with profitable revenue. Reliable tools enable you to evaluate your business against industry norms and adjust as necessary to maximize your firm's profitability. Now, more than ever, in these unsteady times, the **20th Annual Operating Ratios for Management Consulting Firms** gives a comprehensive, practical and accurate picture of the US and European management consulting business.

### NOTEWORTHY FINDINGS:

- 1. Total Consulting Revenues:** A 17.4% increase in total consulting revenues in 2005, following strong growth of 15.1% during 2004 and two prior years of declining profits.
- 2. Profits Per Partner:** \$217,136 –solid growth from the 2004 profits of \$173,187 per partner.
- 3. Personnel Productivity:** The typical firm generated \$264,421 in consulting fees per consultant during 2005 up from \$226,494 in 2004. This has been increasing steadily since 2002.
- 4. Female Senior Partners:** Female senior partners are employed at more than 58% of the surveyed firms, up from 36% in just five years.
- 5. Leverage:** The typical firm in 2005 employed 3.9 consultants for every partner. This figure decreased from the 2004 ratio of 4.4 consultants per partner.

Compare industry norms of fee arrangements, financial operating results, employee recruiting, compensation and benefits, billing procedures and a variety of other key management information.

In addition, the study provides:

- Nineteen-year data for tracking emerging developments in the industry
- Data aggregations and ratios to evaluate company performance relative to comparable firms in the consulting industry

**Don't miss ordering this invaluable survey.  
Your order form follows.**



# 22nd Annual Operating Ratios for Management Consulting Firms: *A Resource for Benchmarking*

The Association of Management Consulting Firms (AMCF) 2007 annual Operating Ratios for Management Consulting Firms: A Resource for Benchmarking is ready for distribution. The survey report (free to participating member firms) provides answers to your business analysis questions and more about managing a consulting firm.

*A comprehensive,  
practical and  
accurate picture  
of the US  
management  
consulting  
business.*

	Full Survey	Executive Summary	Excerpts
Member	\$595	\$350	\$275
Non-member	\$795	\$450	\$325

  

Title	Price	Quantity	Total

SUBTOTAL \_\_\_\_\_  
Shipping & Handling \_\_\_\_\_  
*(see below)*  
**TOTAL** \_\_\_\_\_

**Please Print Clearly**

NAME \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_ STATE \_\_\_\_\_ ZIP \_\_\_\_\_ COUNTRY \_\_\_\_\_

PHONE \_\_\_\_\_ FAX \_\_\_\_\_ E-MAIL \_\_\_\_\_

ACCOUNT NUMBER: \_\_\_\_\_ EXP. DATE \_\_\_\_\_

SIGNATURE \_\_\_\_\_ SIGNATURE REQUIRED FOR PROCESSING \_\_\_\_\_

**Check One:**

- US Mail \$10     Federal Express-Domestic \$25     Non-US \$35

**Check One:**

- AMEX     Visa     Master Card     Diner's Club