

MEDIA ADVISORY

The Future of Management Consulting: CMC-Canada to Unveil Results of Major Research Study

Toronto, October 19, 2011 – The Canadian Association of Management Consultants (CMC-Canada) will release to its members and the public the results of a comprehensive study on the current state of the Canadian management consulting industry on Thursday, October 20, 2011. The report, based on a study conducted by Carolyn Vose & Associates in 2011, outlines the size of the industry, the split of revenues between private and public sector activities, the share of the market between large and small players, the activity in each service area, and the range of billing rates, and highlights some of the key issues facing the industry:

Challenges and Transformative Trends: The study identifies several inter-related trends that are shaping the future of management consulting in Canada -- influencing structure, competition, and profitability.

- **The War for Talent (Aging Population and Talent Scarcity):** One of the key findings of the study is that this trend will impact both clients and firms as the demand for management consulting services grows and when the impact of the baby boom reaching retirement takes full effect. The battle to attract – and retain – the best people is already underway and is becoming fierce.
- **Attracting Talent for your Firm:** Similar to the above, but focused on an audience of consulting professionals. Talent management is seen as a challenge associated with the current growth opportunity, but consulting firms must also address their own critical skill shortages as they develop their practice.
- **Convergence:** The changing boundaries of industries – this is one of the reasons why consultants will remain in demand. Industry expertise, short-term horsepower, and intellectual capital augmentation are all driving this trend.

Glenn Yonemitsu, CMC, MBA, Chief Executive Officer, CMC-Canada will be available for one-on-one interviews immediately following the release of the study to discuss the results and their implications for the management consulting industry in 2011 and beyond.

In addition, CMC-Canada will make available regional spokespeople in areas across Canada to better meet the needs of your readers. Please contact Andrea Vandenberg to make these arrangements.

Event Details:

Name: Management Consultants' Day

Date: Thursday, October 20, 2011

Location: Ballroom II, Manitoba Club (194 Broadway, Winnipeg, MB)

Schedule/Speakers:

9 – 9:45 a.m. – Keynote Speaker, David Richert, Canadian Professional Race Car Driver

10 – 11 a.m. – 2011 Industry Study Results

11 – 12:15 p.m. – Roundtable Discussions

12:15 – 12:45 p.m. – CMC-Canada Annual General Meeting

1:45 – 2:30 p.m. – Keynote Speaker, Jeff Stoughton, Two-Time World Curling Champion

Media Contact

If you are interested in attending this event, or would like to speak with Glenn Yonemitsu, please contact:

Andrea Vandenberg,
Manager, Communications & Marketing
CMC-Canada
Telephone: (416) 860-1515 x5
E-mail: avandenberg@cmc-canada.ca

About CMC-Canada

CMC-Canada (the Canadian Association of Management Consultants) fosters excellence and integrity in the management consulting profession as a whole. CMC-Canada administers, and its provincial Institutes confer, the CMC designation in Canada. The Association and its members advocate for the CMC designation and are dedicated to advancing the profession and delivering the benefits of those efforts to the client community. CMC-Canada is a founding member of the International Council of Management Consulting Institutes (ICMCI). For more information, please visit cmc-canada.ca

About Carolyn Vose & Associates

Carolyn Vose & Associate (CVA) specializes in market research for service organizations operating in business-to-business markets. For more information, please visit carolynvoseassociates.com