

ABeam Consulting Background

ABeam Consulting provides business transformation services that create strategic advantage, improve business processes, leverage technology innovation, and enhance organizational performance for leading multinational and domestic companies worldwide.

ABeam is one of the top three management consultancies in Japan, born from Deloitte Touche Tohmatsu in 2003, its history dates back to 1981. ABeam's success in Japan propelled its growth worldwide. In less than five years, ABeam has more than doubled in size, with 3,500 professionals serving more than 700 clients from 30 offices in 21 countries throughout the Americas, Asia and Europe.

A New Approach for Global Transformation

ABeam was determined to create a client-centric company from the outset. The company has **drawn upon its Japanese heritage for the global arena by having taken a “kaizen” perspective to the business of consulting and building on its reputation for teamwork.** Kaizen, the concept of continuous improvement made famous in the Japanese automotive industry, looks at both the whole and the individual components of a process, problem or organization to enable ongoing and incremental change. (The term “kaizen” comes from combining the Japanese words *Kai*, which means change, and *Zen*, which means good.)

Through this kaizen exercise, ABeam designed **a business that breaks through the common barriers to client success** – one that:

1. **Is measured by client-centric objectives**
2. **Rewards collaboration**
3. **Is built on non-hierarchical structures**
4. **Uses blended teams and approaches**

That's how the “Real Partner” concept was born.

Clients often fail to gain the results they expect from transformation initiatives because of the fundamental structure of traditional management consultancies, where the business is typically a loose federation – driven by country revenue objectives. Moreover, top leadership spends the majority of its time on internal issues.

In contrast, ABeam offers companies a new approach to operational improvement in a global consultancy without any geographical boundaries. Lead Client Service Partners (LCSPs) assemble support teams based on the right experience for the client's objectives – regardless of country base or position in the firm. ABeam's global management team spends the majority of its time engaged with clients, often assigned to projects by LCSPs.

The result is a client experience that is truly a “Real Partnership” – one that:

1. **Challenges assumptions**
2. **Views the business situation holistically**
3. **Seeks long-term results instead of short-term fixes**
4. **Values experience over textbook methodologies**

Professional experience, blended teams and a flat worldwide organization result in unmatched flexibility to meet each client's individual objectives. Such flexibility – from focused projects with local resources to global initiatives with multi-country teams – spans business and technology disciplines, language and cultural boundaries, and meets industry-specific needs.

Solutions require more than strategy, process, technology, and organizational design – they must also be implementable. ABeam professionals have been CEOs, CFOs and CIOs; supply chain, logistics and personnel directors; and management and technology consultants at leading firms around the world. This provides a practical perspective when recommending solutions, and more efficient approaches to deliver results quickly.

ABeam's 700 multinational and domestic clients can attest to the difference. **More than 70% of the firm's new business comes from existing clients.** Client relationships with ABeam principals go back five, 10 and in some cases, 15 or more years.

Blended Teams Strengthen Global Expansion

These two concepts – **kaizen and teamwork** – form the criteria not only for ABeam's approach to clients, but also for its international expansion in assembling management teams, acquisition candidates and affiliate relationships. Whether organically grown or acquired, ABeam's global organization consists of people who were drawn to the firm through a like-minded commitment, based on their past experiences in traditional management consultancies and as operational executives.

ABeam looks for "best in class" consulting firms with proven track records, entrepreneurial leaders who share a common "Real Partner" ethos, and domain expertise that complements ABeam's core service and industry capabilities. As important, leaders remain in place – many now with global responsibilities – sharing the Real Partner commitment to clients.

As a result of this blended approach, ABeam can bring a **broader set of solutions to domestic companies, and provide multinational companies with seamless worldwide support.** Today, ABeam supports clients throughout the Americas, Asia and Europe, many of which have undertaken large complex, global rollouts.

Real Solutions – Operational Breadth and Industry Depth

ABeam's **transformation services span the enterprise**, addressing:

Operational Strategy: Capabilities in Mergers & Acquisitions Advisory, Performance Benchmarking, Globalization Advisory, and Enterprise Performance Management, help clients to position for expansion, minimize risk, and make smarter investment decisions.

Business Process Improvement: ABeam's consultants help identify the issues that impede growth and profitability. Clients rely on us for Enterprise Resource Planning (ERP) implementations; Financial Advisory, Management and Control expertise, SOX and J-SOX compliance, Shared Services approaches, and Supply Chain Management (SCM) and Customer Relationship Management (CRM) solutions.

Technology Innovation: ABeam exploits technology to serve the needs of the business – not vice versa. Expertise in areas such as IT Advisory, Information Management, Business Intelligence, Software Evaluation, Selection and Implementation, Systems Integration, and Outsourcing helps clients ensure that information is both accessible and actionable, and that systems are both technically and cost efficient.

People and Organizational Performance: Experience in Organizational Design, Human Capital Management, Change Management, and Learning and Development optimize execution and improve bottom-line performance

As an important aside, ABeam's kaizen view to improve consulting mirrors the approach ABeam uses in working with its clients to solve their problems. In that sense, ABeam views business transformation “horizontally” and layers in the required vertical industry expertise for best practices.

ABeam's industry experience covers 17 different sectors, ranging from automotive to discrete and process manufacturing to public sector, and more. Global Industry Centers of Excellence are worldwide networks that utilize industry and operational expertise across the firm. The US leads the Global Aerospace Center of Excellence, the UK leads Utilities, and Japan leads Manufacturing, as examples.

For More Information

Please visit www.ABeam.com.

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