



# Real Partner.

**Real Solutions.  
Real Value.**



## ABeam At A Glance

ABeam delivers operational consulting services that drive strategic advantage, improve business processes, leverage technology innovation and enhance organizational performance for companies around the world.

We combine next-generation innovation, flexibility and creativity with the valued traditions of respect, teamwork and enduring relationships. Our commitment to clients honors long-term value over short-term gain.

We've designed our organization to serve clients best—with local understanding of client and market needs, nimble project teams and global centers of excellence that leverage

know-how and resources across enterprises and continents for fast, measurable results.

We offer expertise not only to solve today's problems, but also to create tomorrow's leading organizations. Whether it's viewing a challenge in a completely new way, or delivering competitive advantage with new applications, ABeam's experience, creativity and commitment drive your project's success, knowing where to go next, and how.

## REAL SOLUTIONS

ABeam's transformation services span the enterprise, addressing:

- **Operational Strategy:** Capabilities in Mergers & Acquisitions Advisory, Performance Benchmarking, Globalization Advisory and Enterprise Performance Management help you position for expansion, minimize risk and make smarter investment decisions.
- **Business Process Improvement:** We work with you to identify the issues that impede your growth and profitability, and design solutions accordingly. 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 your 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.

**ABeam's industry experience covers 17 different sectors**, ranging from aerospace to utilities. Global Industry Centers of Excellence leverage industry and operational expertise worldwide, ensuring consistent delivery and continuous innovation.

## REAL RESULTS

Effective operational solutions require more than a textbook mix of strategy, process, technology and organizational design – they must be practical.

Our consultants apply their experience to your unique business objectives for faster impact. We question assumptions and probe for unknowns to diagnose the underlying causes of your issues, treating not only your immediate symptoms, but also helping you create lasting value.

## REAL PARTNER

Born from Deloitte Consulting Japan in 2003, ABeam's history dates back to 1981. Clients propelled our worldwide expansion. By maintaining the best of its heritage and fostering a pragmatic perspective, ABeam has created the "best of all worlds" – a seasoned yet next-generation consulting firm.

The result is a client relationship that is truly a "Real Partnership" – one that:

- *Challenges assumptions*
- *Views your business situation holistically*
- *Seeks long-term results instead of short-term fixes*
- *Delivers practical solutions*

Standard consultancy relationships are typically "one way," but collaboration with colleagues and clients drives our performance. Teams that blend operational expertise across industries and a flat organization worldwide result in unmatched flexibility to meet your

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.

More than 70% of ABeam's new business comes from existing clients – many client relationships with ABeam's principals have grown over periods of five, 10 and 15 or more years. Each business improvement initiative builds on our clients' previous project successes.

## REAL REACH

Today, ABeam's 3,500 professionals serve more than 700 clients from 30 offices in 21 countries, with operations throughout the Americas, Asia and Europe. Clients are assured of coordinated and consistently high service levels and local relationships and support wherever they are located.

**How can we deliver Real Value for you? Contact us, or please visit [www.abeam.com](http://www.abeam.com) for more information.**

### ABeam Industry Experience

*Aerospace and Defense*  
*Automotive*  
*Chemical*  
*Consumer Products*  
*Energy*  
*Financial Services*  
*Food and Beverage*  
*High Tech and Electronics*  
*Industrial Products and Equipment*  
*Life Sciences*  
*Media and Communications*  
*Public Sector*  
*Retail*  
*Telecommunications*  
*Trading*  
*Transportation*  
*Utilities*