

Largest Bay Area Management Consulting Firms

(Ranked by number of Bay Area consultants)

Rank	Prior	Company Address Phone/fax Web site	Consultants: Bay Area/ Firmwide	Sales: 2006 2005 (in millions)	Sample of specialties	Sample of industries served	Top Bay Area executive
1	1	Accenture 560 Mission St., San Francisco 94105 (415) 537-5000/(415) 537-5042 www.accenture.com	1,649 NR	\$16,650 \$15,550	Management consulting, systems integration/technology, outsourcing	High tech, financial services, products, resources	Christopher DiGiorgio Managing director
2	2	Deloitte Consulting LLP 50 Fremont St., San Francisco 94105 (415) 783-4000/(415) 783-4079 www.dc.com	980 36,015	\$7,750 \$7,160	Strategy & operations, technology integration, human capital, enterprise applications	High tech, health care & life sciences, public sector, financial services	Sandra Shirai Regional managing principal
3	3	M Squared Consulting Inc. 111 Sutter St., Ste. 850, San Francisco 94104 (415) 391-1038/(415) 981-6731 www.msquared.com	333 481	NR NR	Process improvement & change management, marketing, project/program management	High tech, financial services, health care	Alex Dodd CEO
4	4	Mercer Human Resource Consulting 3 Embarcadero Center, Ste. 1500, San Francisco 94111 (415) 743-8700/(415) 743-8950 www.mercerhr.com	200 17,000	\$2,960 \$2,730	Retirement, health & benefits, human capital compensation, outsourcing & investment	All	Gerry Murphy Market leader
4	5	Triage Consulting Group 221 Main St., Ste. 1100, San Francisco 94105 (415) 512-9400/(415) 512-9404 www.triageconsulting.com	200 235	NR NR	Managed care payment reviews, litigation support	Health care	Patricia Lee-Hoffmann President
6	9	SageGroup Strategies Inc. 1370 Third St., Ste. 110, Alameda 94501 (510) 865-2480/(510) 865-6654 www.sagegroupstrategies.com	165 1,350	NR NR	Troubled-company turnarounds, financing, crisis management, corporate reorganizations	All	Larry Lindsey Managing director
7	6	Booz Allen Hamilton Inc. 101 California St., San Francisco 94111 (415) 391-1900/(415) 627-4283 www.boozallen.com	153 19,000	\$4,000 \$3,500	Strategy, organization, information technology, operations	Health, financial services, consumer/retail, transportation	DeAnne Aguirre, Paul Kocourek Senior vice presidents
8	8	Watson Wyatt Worldwide 345 California St., Ste. 1500, San Francisco 94104 (415) 733-4310/(415) 733-4199 www.watsonwyatt.com	140 6,700	NR NR	Global employee benefits/compensation, investment consulting, HR administration	Technology, health care, manufacturing, business services, biotechnology, food and beverage	Rick Beal Managing consultant
9	6	Navigant Consulting Inc. 1 Market St., Spear St. Tower, Ste. 1200, San Francisco 94105 (415) 356-7100/(415) 356-4005 www.navigantconsulting.com	108 1,934	\$681.7 \$575.5	Dispute, investigative, regulatory and business advisory	Legal, construction, health care, energy	Avram Tucker Managing director
10	17	Compensation Design Group Inc. 101 California St., San Francisco 94111 (415) 618-6000/(415) 618-6065 www.cdworldwide.com	77 214	NR NR	Executive compensation, board of directors compensation, corporate governance	All industries	Frank Glassner CEO
11	NL	RoseRyan Inc. 35473 Dumbarton Court, Newark 94560 (510) 456-3056/(510) 456-3063 www.roseryan.com	70 110	\$10.5 \$15	Accounting and finance, corporate governance, business information systems	Life science, high tech, manufacturing, clean-tech	Mike Rose CEO
12	12	Armanino McKenna LLP 12667 Alcosta Blvd., San Ramon 94583 (925) 790-2600/(925) 790-2601 www.amllp.com	65 71	NR NR	Risk management services, IT solutions, business valuations	Technology, manufacturing, distribution, law	Andrew Armanino Managing partner
12	10	Protiviti Inc. 50 California St., Ste. 1700, San Francisco 94111 (415) 402-3600/(415) 291-8736 www.protiviti.com	65 2,900+	\$543 \$479	Business risk, technology risk, internal audit, IT applications controls	Technology, retail, life sciences, professional services	Robert Hirth Managing director
14	19	HFS Consultants 505 14th St., 5th floor, Oakland 94612 (510) 768-0066/(510) 768-0044 www.hfsconsultants.com	64 98	\$10.4 \$8.8	Hospital turnarounds, accounting and financial management, health information management	Hospitals, skilled nursing facilities, medical groups, senior housing	Richard Gianello President
15	NL	A.T. Kearney 255 California St., Ste. 1200, San Francisco 94111 (415) 490-4000/ www.atkearney.com	56 1,500	\$750 \$700	NR	NR	Andrew Green Partner
16	15	Archstone Consulting 1 Bush St., San Francisco 94104 (415) 249-3500/(415) 249-3501 www.archstoneconsulting.com	45 300	\$65 \$43	Strategy, operations improvement, CFO services	High tech, consumer products, aerospace and defense, pharmaceuticals and biotech	Eric Schlumpf Principal, West region leader
17	20	Milliman Inc. 650 California St., 17th floor, San Francisco 94108 (415) 403-1333/(415) 403-1334 www.milliman.com	42 950	\$472 \$435	Employee benefits, 401(k), health care, workers compensation	All industries	Rich Wright Principal
18	18	Regent Pacific Management Corp. 433 California St., Ste. 210, San Francisco 94104 (415) 391-8500/(415) 391-8539 www.regent-pacific.com	39 50	NR NR	Crisis and interim management, restructuring for acquisition, exit or renewal	Technology and commercial, consumer and retail	Gary Sbona CEO
19	NL	Huron Consulting Group 100 California St., Ste. 800, San Francisco 94111 (415) 395-1738/(415) 395-1705 www.huronconsultinggroup.com	33 1,002	\$288.6 \$207.2	Disputes and investigations, strategic and operational consulting, restructuring	Higher education, health care	James Leach Managing director
20	20	Kurt Salmon Associates 345 California St., Ste. 2500, San Francisco 94104 (415) 296-9200/(415) 397-2836 www.kurtsalmon.com	32 300	NR NR	Strategy, process, infrastructure, implementation	Retailing, consumer products, and health care	William Pace CEO
21	22	Strategic Decisions Group 735 Emerson St., Palo Alto 94301 (650) 475-4400/(650) 475-4401 www.sdg.com	30 58	\$28 \$30	Enterprise risk management, organizational decision competency, business strategy	Technology, telecommunications, energy, financial services	Carl Spetzler CEO
22	15	Hewitt Associates LLC 1 Embarcadero Center, San Francisco 94111 (415) 433-6000/(415) 837-1780 www.hewitt.com	25 24,000	\$2,760 \$2,830	Communications, talent & organization, health management	Technology, banking, energy & oil, retail	John Bomba Principal
23	NL	Jefferson Wells 301 Howard St., Ste. 1030, San Francisco 94105 (415) 229-8600/(415) 229-8601 www.jeffersonwells.com	23 2,035	\$373 \$386	Internal audit, financial operations, technology, tax	Financial services, technology, health care, retail	Tom Broderick Managing director
24	11	Lee Hecht Harrison 235 Pine St., Ste. 1400, San Francisco 94104 (415) 434-0125/(415) 362-3585 www.lhh.com	20 2,000	\$140 \$140	Career transition & outplacement, leadership development	Financial services, high tech, biotechnology, manufacturing	Julie Beck Managing director
25	NL	Point B Solutions Group One Market, Spear Tower, Ste. 3600, San Francisco 94105 (415) 962-7100/(415) 962-7102 www.pointb.com	17 330	\$60 \$46	Acquisition integration, product/service launch, large system implementations	Retail, financial services, health care, high tech	Keola Caindec Practice director

This List includes management consulting firms with an office in Alameda, Contra Costa, Marin, San Francisco and San Mateo counties, or the city of Palo Alto.

NL = Not listed. NR = Not reported. ¹Bay Area consultants number is an SFBT estimate. *Aon Consulting (#14 on last year's list) and McKinsey & Co. declined to provide information to the San Francisco Business Times.
Ranking based on number of Bay Area consultants as of 7/1/2007.

Researched by Kayla Platt