

# AN INTRODUCTION TO OLIVER WYMAN

Oliver Wyman is a global leader in management consulting. With offices in 50+ cities across 25 countries, Oliver Wyman combines deep industry knowledge with specialized expertise in strategy, operations, risk management, and organization transformation. The firm's 3,000 professionals help clients optimize their businesses, improve their operations and risk profile, and accelerate their organizational performance to seize the most attractive opportunities.

## OUR IMPACT

Clients turn to us for help solving their most pressing issues. Whether their challenge is to find new avenues of growth, optimize operations, improve their risk profile, or inspire the organization to act in different ways, clients look to us for insight and tangible results. They value our deep industry knowledge and our specialized expertise. They appreciate that we go beyond recommendations to accelerate execution. They look to us to have a major impact on both their top and bottom lines.

## OUR APPROACH

Oliver Wyman brings a number of distinct advantages to client engagements:

**Specialized industry and functional expertise.** We have dedicated experts working with clients in a broad range of

industries and functional areas. Each industry practice draws on many years of focused work around the competitive dynamics, customer issues, and management disciplines particular to that industry. So we know your business and tailor solutions accordingly.

**Rigorous, proven methodologies.** A hallmark of our work is rigorous, fact-based analysis, grounded in proven methodologies. Our approaches to strategic and operational analysis, such as Value-Driven Business Design, have delivered outstanding results over three decades. We have also developed the most robust framework for risk and financial management in use globally today. And through a blend of management and behavioral approaches, we give clients proven tools with which to transform organizational performance.

**Collaborative working style.** We deliver results, not reports. To that end, we work side by side with our clients to create and implement practical solutions.

**Agenda-setting research.** Our professionals challenge conventional thinking. We continually invest in applied research, with a body of work that includes many books, our own suite of periodicals, and frequent contributions to leading business publications.

## INDUSTRY EXPERTISE

- Automotive
- Aviation, Aerospace & Defense
- Communications, Media & Technology
- Energy
- Financial Services
  - Finance & Risk
  - Corporate & Institutional Banking
  - Retail & Business Banking
  - Wealth & Asset Management
  - Insurance
  - Public Policy
  - Corporate Finance & Advisory
  - Strategic Information Technology & Operations
- Health & Life Sciences
- Industrial Products
- Retail & Consumer Products
- Surface Transportation

## CAPABILITIES

- Actuarial
- Business & Organization Transformation
- Corporate Finance & Restructuring
- Risk Management
  - Finance & Risk in Financial Services
  - Global Risk & Trading
  - Global Risk Center
  - Compliance & Governance
- Marketing & Sales
- Operations & Technology
- Strategy

## SPECIAL INITIATIVES

**Oliver Wyman Institute.** The Institute connects the firm with prominent leaders of the academic community, regulators, and other industry practitioners for joint research on frontier issues. This collaboration sharpens our ability to anticipate changes in the market environment and regulatory developments, and it helps our clients seize opportunities created by such changes.

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## AT A GLANCE

- Over 40 years of experience serving Global 1000 clients
- Staff of 3,000
- Offices and operations in 50+ cities in 25 countries
- Part of Marsh & McLennan Companies, a \$11+ billion professional services enterprise

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## CONTACT

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