

THE TOP 20: INTERNATIONAL MANAGEMENT CONSULTANTS

RANK	FIRM	CONTACT	PERCENT INT'L	1989 REVENUE (\$ IN MILLIONS)	INTERNATIONAL MARKETS
1a	Bedford Research Consultants 210 Little Falls St., Suite 103 Falls Church, VA 22046-4303	L.M. Dailey Vice President (703) 532-2990	100	NA	Worldwide
1b	De La Plaza International Inc. 8461 Castner Drive, Suite 111 El Paso, TX 79907	Lee Hageman President (915) 595-0906	100	1	Caribbean, Mexico
1c	Dr. H. Tschudin Associates Inc. 215 River Vale Road River Vale, NJ 07675	Hugo Tschudin President (201) 666-3456	100	NA	Europe
1d	Interconsult P.O. Box 26122 Columbus, OH 43226-0122	Erik Meyer President (614) 523-3676	100	0.1	Asia ¹ , Europe ¹ , Latin America ¹
1e	TC International Marketing Inc. 18 Blooms Corners Warwick, NY 10990	Simon Haysom President (914) 986-7482	100	1	European Community
6	American European Consulting Co. P.O. Box 19686 Houston, TX 77224	A.W. Krueger President (713) 464-8797	95	<1	Canada, Europe, Latin America
7	PA Consulting Group 279 Princeton Road Hightstown, NJ 08520	A.J. Foden International C.E.O. (609) 426-4700	89	217	Australia, Europe, Hong Kong, Japan, Malaysia, New Zealand, Singapore
8	Interconsult P.O. Box 880 North Hampton, NH 03862	H.E. James Finke President (603) 964-6464	85	NA	Europe, Pacific Rim ²
9	Ingersoll Engineers Inc. 1021 N. Mulford Road Rockford, IL 61107	Robert L. Callahan Managing Partner (815) 395-6440	75	25	Australia, Belgium, France, Germany, Italy, U.K.
10	John Arnold ExecuTrak Systems Inc. 125 Technology Drive Waltham, MA 02154	John Arnold President (617) 894-8500	70	<5	Canada, Europe, Latin America
11	Alexander Proudfoot Co. 1700 Palm Beach Lakes Blvd. W. Palm Beach, FL 33401-2090	Thomas Huhn C.E.O. (407) 697-9600	68	285	Australia, Belgium, Brazil, Japan, Malaysia, New Zealand, Singapore, Taiwan, Thailand
12	Technology Search International Inc. 500 E. Higgins Road Elk Grove Village, IL 60007-1437	John W. Morehead President (312) 593-2111	66	<1	Asia, North America, Western Europe
13a	Hay Group 1500 K St., N.W., Suite 1000 Washington, DC 20005	Chris R. Matthews Chairman, C.E.O. (202) 637-6600	60	200*	Argentina, Australia, Brazil, Canada, Colombia ¹ , Costa Rica, Europe, Hong Kong, Indonesia, Japan, Malaysia, Mexico, New Zealand, Philippines, Singapore, Taiwan, Venezuela
13b	McCormack Consultants P.O. Box 164, King Road New Ipswich, NH 03071	James J. McCormack President (603) 878-3282	60	<1	Bangladesh, Botswana, Brazil, Canada, Hungary, Ireland, Lebanon, Saudi Arabia, U.K.
15	The Mac Group Inc. 124 Mount Auburn Cambridge, MA 02138	Scott L. Parker Managing Director (617) 876-2770	58	62	France, Hong Kong, Italy, Japan, Portugal, Spain, Germany, U.K.
16	McKinsey & Co. Inc. 55 E. 52nd St. New York, NY 10022	Frederick W. Gluck Managing Director (212) 446-7000	57	635	Worldwide
17	Public Administration Service 8301 Greensboro Drive, Suite 420 McLean, VA 22101	Theodore Sitkoff President (703) 734-8970	56	4	Egypt, Guinea, Nepal, Togo, United Arab Emirates
18	The Boston Consulting Group Inc. Exchange Place Boston, MA 02109	John S. Clarkeson President, C.E.O. (617) 973-1200	55	140	Australia, France, Germany, Hong Kong, Italy, Japan, New Zealand, Spain, Sweden, Switzerland, U.K.
19	Godwins 549 Pleasantville Road Briarcliff Manor, NY 10510	David J.B. McLeigh Chairman, C.E.O. (914) 747-2002	54	63	Worldwide
20	Price Waterhouse and Co. 1801 K. St., N.W. Washington, D.C. 20006	Thomas O. Beyer Vice Chairman (202) 296-0800	53	508	Worldwide

Ranked by percent of revenue from international accounts and/or offices.
*1990 figure.

Research: Linda A. Novello

Source: *Directory of Management Consultants 1990*, Kennedy Publications