

# CONSULTING MAGAZINE



## THE BEST FIRMS TO WORK FOR 2006

1. Bain & Company
2. McKinsey & Company
3. Point B
4. The Boston Consulting Group
5. Monitor Group
6. Kurt Salmon Associates
7. PRTM
8. Mercer Mgmt. Consulting/  
Mercer Oliver Wyman
9. Diamond Management &  
Technology Consultants
10. Huron Consulting Group

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# The Best Firms to Work For, 2006



## Point B Billable Consultants: 267

What? A consulting firm where consultants rarely travel? You bet.

And that's not all. Consultants at Point B work from home and can take off as many vacation and sick days as they like. Not to mention that every consultant is also entrusted with creating his or her own work schedule to deliver high-end services to their clients.

"If you value these benefits, then no other company can beat what Point B has to offer," explains a senior consultant.

And, with an estimated voluntary turnover rate of less than 5 percent, Point B's consultants are well aware of the value of these arrangements.

So what's the catch? At Point B, consultants live where they work, so they never have to travel to a client site. They work from home because they have no physical office and can take as many days off as they please because they only get paid for the hours they work.

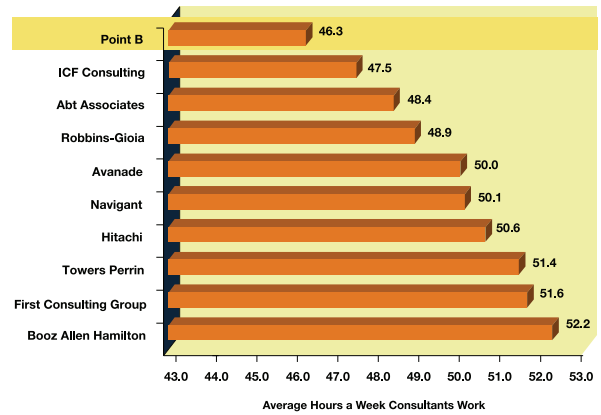
The result of this unique setup is a decidedly nonhierarchical culture made up of individuals who pride themselves on the caliber of the product delivered to clients and take pleasure in indulging in their extracurricular activities and extended vacations.

One senior associate asserts: "Everyone in the firm is sharp and focused on doing what is right for our clients."

Apparently, Point B's clients are as happy as its consultants. The firm has grown steadily since it opened up shop in 1995. Point B's annual revenue grew by a steady 25 percent from 2000 to 2004, and in 2005 revenue increased by 50 percent.

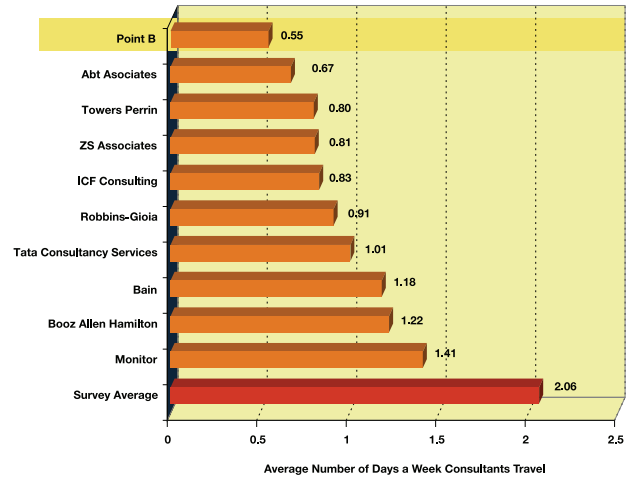
The bottom line: Point B is one firm that consultants might start considering as Plan A.

Who works the fewest hours?



Average Hours a Week Consultants Work

Who travels the fewest days?



Average Number of Days a Week Consultants Travel

## The 10 Best Firms to Work For, 2006

| Firm  | Overall | Compensation | Work/Life Balance | Career Development <sup>5</sup> | Job Experience | Firm Leadership | Firm Culture |
|---|---------|--------------|-------------------|---------------------------------|----------------|-----------------|--------------|
| Bain & Company                                  | 1       | 3            | 1                 | 1                               | 2              | 1               | 1            |
| McKinsey & Company                              | 2       | 1            | 2                 | 2                               | 3              | 3               | 4            |
| Point B <sup>2</sup>                            | 3       | 9            | 4                 | 6                               | 1              | 2               | 2            |
| The Boston Consulting Group                     | 4       | 2            | 5                 | 3                               | 6              | 4               | 3            |
| Monitor Group                                   | 5       | 11           | 3                 | 7                               | 7              | 6               | 5            |
| Kurt Salmon Associates                          | 6       | 7            | 7                 | 9                               | 5              | 7               | 11           |
| PRTM  | 7       | 12           | 16                | 19                              | 4              | 5               | 9            |
| Mercer Mgmt. Consulting/<br>Mercer Oliver Wyman | 8       | 4            | 12                | 15                              | 9              | 8               | 15           |
| Diamond Management &<br>Technology Consultants  | 9       | 5            | 9                 | 13                              | 10             | 9               | 8            |
| Huron Consulting Group <sup>2</sup>             | 10      | 6            | 6                 | 11                              | 11             | 11              | 17           |

Note 1: Gray indicates 2005 ranking | Note 2: Huron and Point B did not participate in the survey in 2005 | Note 3: Compensation: ZS Associates ranked 8th and Booz Allen Hamilton ranked 10th  
 Note 4: Work/Life Balance Notes: Abt Associates ranked 8th and Deloitte ranked 10th | Note 5: Career Development Notes: Booz Allen Hamilton ranked 4th, ZS Associates ranked 5th, Avanade 9th, and Tata Consultancy Services ranked 10th | Note 6: Job Experience: AT Kearney ranked 8th | Note 7: Firm Leadership: AT Kearney ranked 10th | Note 8: Culture: Booz Allen Hamilton ranked 6th, ZS Associates ranked 7th, Tata Consultancy Services ranked 10th