

Welcome!

Consulting firm clients responsible for more than 65% of global management and IT consulting spending are current subscribers to Monadnock Research publications, along with thousands of professionals at the world's 500 largest consulting firms. And more than 80% of our paying clients are buyers of consulting services.



Subscribers to our MonadnockResearch.net portal include consulting procurement category managers, CPOs, internal and external consultants, project managers, executive sponsors, relationship managers, firm principals, and engagement decision makers.

Monadnock Research (MR) is the consulting client's most trusted source of objective research and advice on the global consulting and advisory services industry, and on best practices for maximizing value from consulting engagements and from strategic firm relationships. Each member of our team has decades of experience as buyers and providers of consulting services; as developers and publishers of consulting sector research and editorial content; and as advisors to clients at the world's largest organizations on consulting services procurement strategy.

The Monadnock Research service portfolio includes:

- **Research** - Monadnock Research publishes approximately 50 Reports, White Papers, and Research Notes annually. Publications span a number of categories including firm rates, fee structures, and rate trends; consulting category management best practices; client satisfaction; legal and regulatory developments; and global trends, by industry, geographic region, and consulting practice area (strategy, operations, human resources, financial and risk advisory, sales and marketing, architecture and engineering, and information technology).
- **Timely News and Consulting Firm Thought Leadership Summaries** - Monadnock Research publishes daily consulting industry news, firm thought leadership content, and our Consulting Industry NewsWatch to keep consulting clients and firm leaders up to date on developments in the management and IT consulting, and advisory services industries.
- **Consulting Client Research Networks** - Monadnock Research organizes functional and process decision makers at the world's largest corporations and public service organizations. These issue-based research groups analyze and discuss trends, share information, and explore best in class practices. Related business imperatives for network members include consulting rates; sustainability; performance management and process improvement; innovation; IFRS adoption and standards; regulatory compliance; cloud computing; business intelligence and analytics; centers of excellence; M&A and post-merger integration; strategy; transformations; expat tax services; governance; revenue enhancement; change management; litigation support; crisis management; forensic accounting; KPO and BPO; technology strategy; and consulting category management best practices.

Monadnock Research service portfolio (continued):



- **The MR Consulting Firm KnowledgeBase.** The KnowledgeBase is our proprietary repository with firm-specific insights on thousands of management and IT consulting firms. It contains details on firm capabilities by practice area, industry, and geography. We utilize the KnowledgeBase to help clients with questions about service providers, and to identify niche firms with specialized expertise clients may require.
- **Subscription Services** - Annual subscription services range from Full Research and News Only individual access to the MonadnockResearch.net research portal, to company-wide enterprise licenses for the firm's entire portfolio of research and published material, historical content, document archives, with consulting category management and industry analyst staff inquiry privileges. Most services are available to both global 2000 organizations that engage consultants, and to consulting service providers.
- **Client Inquiry Services** - Inquiry Services provide on-call access to consulting category managers and experts in different consulting practice areas. Clients look to us as a trusted source of advice on engaging consultants, structuring master agreements and statements of work, consulting category management best practices, contract negotiations, risk mitigation, and dispute resolution.
- **Advisory Services** - Monadnock Research provides independent objective advice across a range of service areas. We help clients: develop consulting category management strategies; estimate consulting spend by category; rationalize strategic consulting service providers; benchmark operations for consulting category management best-in-class practices; assess firm capabilities; educate staff on the consulting sector and industry trends; and with tactical challenges detailed in the Client Inquiry Services section.

Clients find that our integrity, objectivity, and transparency are unmatched in the fields of market research and publishing. We work tirelessly to earn their trust and respect each day, to provide valuable insights in every interaction, and to ensure that our products and services stand alone in deliverable quality and service excellence.