

OLIVER WYMAN

# An Introduction to Oliver Wyman



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With more than 2,900 professionals in over 40 cities around the globe, Oliver Wyman is the leading management consulting firm that combines deep industry knowledge with specialized expertise in strategy, operations, risk management, organizational transformation, and leadership development. The firm helps clients optimize their businesses, improve their operations and risk profile, and accelerate their organizational performance to seize the most attractive opportunities.

## Who We Are

Mercer Delta Organizational Consulting, Mercer Management Consulting, and Mercer Oliver Wyman recently joined forces under the name Oliver Wyman, creating one of the world's leading management consultancies. The Oliver Wyman name has long represented specialized expertise and recognized excellence in strategy and risk management consulting to the global financial services industry. Now the brand will encompass top-tier capabilities in strategy, operations, organizational transformation, and leadership development across a broad range of industries.

## 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, and Defense
- Communications, Media, and Technology
- Energy
- Financial Services
  - Corporate and Institutional Banking
  - Insurance
  - Retail and Business Banking
- Health and Life Sciences
- Industrial Products and Services
- Retail and Consumer Products
- Surface Transportation

## Capabilities

- Business Transformation
- Delta Organization & Leadership
  - Organization Design and Transformation
  - Enterprise Leadership and Board Effectiveness
  - Executive Learning Center
- Finance and Risk
- Marketing and Sales
- Operations and 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.

**Delta Organization & Leadership's Executive Learning Center.** The Center provides top-tier executive education around the world, designing and implementing customized programs that develop the leaders our clients need to compete and grow. It is at the forefront of leadership development, providing assessment, custom executive learning experiences, executive coaching, and thought-provoking research.

## At a glance

- Over 35 years experience serving Global 1000 clients
- Staff of more than 2,900
- Offices and operations in more than 40 cities in 16 countries
- Part of Marsh & McLennan Companies, an \$11 billion professional services enterprise

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For specific industry, capability, or country contact information, please visit our website at

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