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PwC Consulting

How two french expatriates can thrive in a rapidly growing global professional services firm



Michel Grillot & Aurelie Olives

pwc

Michel's personal journey



People

Opportunities



Canadian Experience in Professional Services

Some Lessons Learned

Why Canada?



Why PwC Consulting?



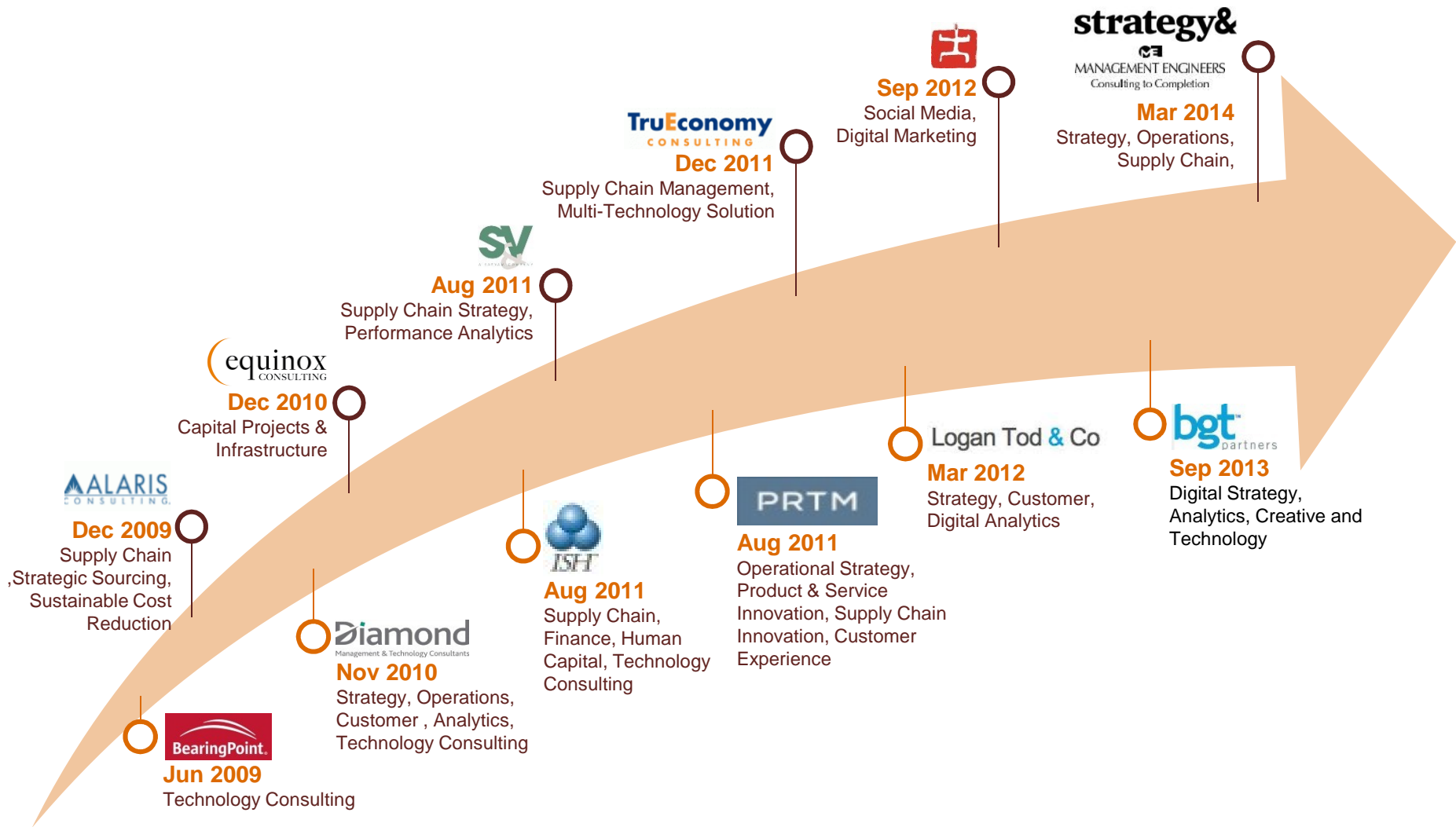
The rebirth of a Consulting business



- PricewaterhouseCoopers disposed of its consulting arm in 2002 due to post-Enron independence concerns
- PwC began rebuilding a consulting business in 2007 in alignment with its growth strategy
- PwC Consulting has grown double digit every year since
- Built a full suite of capabilities across functional domains, enabling technologies and industry knowledge to **help our clients solve important problems from Strategy through Execution**

PwC employs 208,000 people globally, 6,000 in Canada
1,000 professionals in our consulting business in Canada

We have built a premier consultancy providing a powerful mix of strategy, solutions, analytics, and sector depth



Our 11 Business Imperatives represent the largest overall challenges facing our clients

11 Business imperatives



Accelerate digital & technology impact



Align costs with business strategy



Create unique customer experience



Grow and create competitive advantage



Navigate risk and regulatory complexity



Optimize deals



Secure assets



Stimulate innovation



Strengthen trust and transparency



Transform human capital



Unlock data possibilities

How are we different from other consultancies, as a service provider, and as an employer?

“The power of a Big 4 brand with the entrepreneurial and team spirit of a start-up”

Powerful brand and network of the firm gives us (easy) access to clients at all levels, and is attractive to quality talent

We are not crowded yet



Entrepreneurial and collaborative culture



We “leapfrogged” old technologies to build capabilities in cloud solutions



We bring the full strength of the firm to our clients



What is the future of consulting?

- **Disruption** is being created by:
 - **big data**
 - **digital transformation**
 - **artificial intelligence**
- Our clients are facing increasingly fast changing environments
- **Opportunities for consultancies**

We need to rethink our operating model too:

- **Collaboration** becomes paramount as functional and technology knowledge integrate
- **Sector/industry silos** are at risk of becoming irrelevant – ie Apple Pay
- **Agile Apps** can be built in weeks
- **“Self service” consulting solutions** for smaller businesses
- Waterfall approach to projects increasingly replaced by **Agile – Strategy & Execution** will become intertwined

Foundation for the Future program

Objectives

Improve our leverage model
Develop top talent

Target

Undergrade, Associate level

Two year rotational program

- Year 1: unique competency & industry learning experiences
- Year 2: in-depth consulting skills development



Women in Leadership



- 6 months leadership program
- Designed to accelerate the **development, retention and advancement** of high potential women
- Immersive and experiential
- 60 graduates per year

Q&A