Arthur Dehon Little, Professor at the MIT, founded the “Research Palace” in Cambridge, Massachusetts in 1886.

His vision of technology management evolved into one of the leading global management consultancies.
With more than 1000 professionals Arthur D. Little has built a world-wide network of expertise with strong local presence in all major markets.
We support clients in all the industries

- Automotive
- Chemical Industry
- Healthcare
- Energy
- Engineering & Manufacturing, and Resources
- Financial Institutions
- Consumer Goods
- Telecommunications, Information Systems, Media and Electronics (TIME)
- Public Administrations
- Tourism, Travel and Transportation
Our matrix structure let us strengthen synergies between different industries

Arthur D. Little – Strategic consulting

### Industry

<table>
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<tr>
<th>Industry</th>
<th>TIME</th>
<th>FI</th>
<th>HC</th>
<th>CHM</th>
<th>CONS</th>
<th>EMR</th>
<th>T&amp;T</th>
<th>UTIL</th>
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<tr>
<td>TIME</td>
<td>Telecom., Info., Media and Electronics</td>
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<tr>
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<tr>
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<td>Engineering &amp; Manufacturing and Resources</td>
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### Functions

- Strategy
- Organisation
- Restructuring
- Corporate Finance and M&A
- Technol. and Innovation Management
- Operations Management
- Knowledge Management

### Industry competences/ issues, knowledge leadership

### Functional features, methodologies and best practices
Arthur D. Little at a Glance

Organisation

Arthur D. Little focuses on Management Consulting

Global Management Consulting

- **Functions**
  - Strategy & Organisation
  - Technology & Innovation Management
  - Corporate Finance
  - Operations Management
  - Information Management
  - Environment & Risk

- **Industries**
  - TIME
    - Telecommunication
    - Information
    - Media
    - Electronics
  - Process
    - Engineering & Manufacturing
    - Resources
    - Automotive
    - Utilities/Energy
    - Chemicals
    - Healthcare
  - Financial
    - Banking
    - Insurance
    - Private Equity
    - Venture Capital
  - Consumer
    - Travel & Transportation
    - Consumer Goods
    - Retail
    - Public Service Sector
Arthur D. Little offers insights into future markets and trends through a number of global studies

Annual report to monitor and forecast the development of mobile multimedia services, competitive landscape, key indicators such as ARPU and industry profitability, evolution of MM terminals and key issues that affect the development

A comprehensive global study (22 countries, 57% of the global GDP and over 90% of the global Broadband market) based on market research, analysis and modeling, complemented by 84 interviews with leading companies of the Broadband industry. The Report offers perspectives on the evolution towards profitable Broadband and potential courses of action for all industry players.

**Corporate Venturing Study, 2002**
Global study focussing on which goals established enterprises pursue in CV, which approach they use and what kinds of experience they have collected in this field

**Partnering Study – Challenges for the Old and the New Economy, 2001**
Global study in more than 20 countries world-wide focussing on the partnering strategies of old and new economy companies today and in the future

**Market Space Innovation Study, 2003**
Global study focusing of winning strategies for profitable growth

**Benchmarking of Global and Regional Headquarters**
Insights into Headquarters Design and Location Selection
Participation and organization of selected events allows Arthur D. Little to keep track of innovation and future client needs

**World Sports Forum**
*Offers athletes, federations, media and sporting goods companies a platform to discuss (once a year) issues around the world of sports - exclusively sponsored by Arthur D. Little*

**ISC-Symposium**
The ISC presents a forum where students interact with professionals and experts, and are able to make an original contribution to the assessment of world affairs - sponsored by Arthur D. Little

**World Economic Forum**
The World Economic Forum is an international organization committed to improving the state of the world. The Forum provides a collaborative framework for the world's leaders to address global issues, engaging particularly its corporate members in global citizenship - Arthur D. Little is a partner of the World Economic Forum

**IMD-Network**
We are Business Associates of the International Institute for Management Development’s Learning Network
Arthur D. Little is a recognized leading consulting company in the TIME (Telecoms, Information Technology, Media and Electronics) Sector

Present in offices worldwide

100-150 projects p.a.
Arthur D. Little has a worldwide experience that covers all telecom sectors

**Mobile**
- Amena
- Ameritech Mobile
- Bell South
- Bouygues Telecom
- BT Cellnet/mmO₂
- Centel
- Contel
- E-Plus
- GTE
- Hutchison
- KPN Mobile
- Maroc Telecom
- Microtel
- Mobile Telecommunications
- Motorola (Iridium)
- Mtle (Paging)
- Northern Telecom
- Nynex
- Omnitel Pronto Italia
- Orange
- Orascom Egypt
- Pactel Mobile
- Pagenet
- Pan America
- South Western Bell
- SFR
- Sunrise
- Swisscom Mobile
- Telefonica
- Telecom Italia Mobile
- Telephone & Data
- T-Mobile
- TMN
- Vivendi Telecom International
- Vodafone

**Fixed**

**Western Europe**
- 9 Telecom
- Austrian PTT
- BT
- Belgacom
- Cable & Wireless
- Deutsche Telekom
- France Telecom
- ONI
- Portugal Telecom
- PTT Telecom (Netherlands)
- STET
- Swiss PTT
- Telecom Italia
- Telefonica
- UPC

**Asia / Pacific**
- KDD
- NTT
- OTC
- Singapore Telecom
- Sy ank Telekom Malaysia
- Berhad

**South America**
- CANTV Venezuela

**Eastern and Central Europe**
- Bulgarian Telecommunications Company
- Hungarian Telecommunications Company

**Manufacturers**
- Astra NV
- Ascom Holding AG
- AT&T
- CNES (satellites communications)
- Ericsson
- GFT
- Hewlett Packard
- Hitachi Ltd.
- Lucent
- Matra SA
- Motorola
- Nokia
- Nortel
- OKI Electric Industry Co. Ltd.
- Philips
- Raychem Corp.
- Rockwell
- Siemens
- Sumitomo Electric
- Tellabs
- Teradyne Inc.

**Regulators**
- ANACOM
- Belgian Ministry of Communications
- Polish Ministry of Communications
- Commission of the European Communities
- Australian Department of Transport and Telecommunications
- Canadian Ministry of Telecommunications
- Numerous US State Regulators
- Ministry of Telecomm. Brunei
- BPI-TBPT (Belgium)
- OFTA (Hong Kong)
We treat our mandates in a holistic way, bridging between strategy and implementation.

Our stakeholder approach considers the employees as a prerequisite for lasting improvements.

We work closely together with our clients according to the Side-by-Side® approach.

Our consultants have broad industry experiences.

We are neutral and independent.
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