



Meet McKinsey & Company

Zürich
23. April 2013



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McKinsey is the leading top-management consultancy



- Founded in 1926 in Chicago by James O. McKinsey
- Over 99 offices in some 54 countries
- In Switzerland: Zurich and Geneva (1962)
- 90% of the leading 100 global corporations
- 90% of work with previously served clients
- Over 70% of the companies in the Swiss Market Index
- Over 9,100 consultants, of which 225 in Switzerland
- Over 100 nationalities
- Diverse educational backgrounds (PhDs, MDs, JDs, MScs, MBAs, etc.)
- Substantial investment in knowledge building (over USD 300 million annually)
- Deep specialist support in 14 industry sectors and 7 functional areas

Our mission: To help our clients make distinctive, lasting, and substantial improvements in their performance and to build a great Firm that is able to attract, develop, excite, and retain exceptional people

Example of clients



40 national governments

8 of 10 largest global software companies

21 stock exchanges

19 of 20 top private equity firms in North America

6 central banks/finance ministries

19 of top 20 pharmaceutical companies

At McKinsey, we work on addressing fundamental global challenges



McKinsey Global Institute is exploring how the world should invest in **energy efficiency**

McKinsey teams are working with **health organizations** to tackle some of the world's most challenging problems

McKinsey's Women Matter research initiative is analyzing the **role women** play in the global workplace, and the performance benefits that companies gain from **gender diversity**

McKinsey Global Institute is analyzing the efforts of developed countries to work out the **massive debt crisis**

McKinsey teams are exploring **innovative solutions** on how mega-cities could manage waste

People in McKinsey come from a variety of backgrounds...

Backgrounds of consultants in Switzerland, percent



Business/
economics

50%



Basic sciences

15%



Law and social
sciences

5%



Engineering

17%



Computer and
communication
sciences

10%



Life and health
sciences

3%

225 consultants in **2** offices in Switzerland –
Geneva, Zurich

We can activate a unique global network for our client work



Example of a typical McKinsey study

Client headquartered in **Abu Dhabi**, international team of consultants from our offices in **Zurich, Düsseldorf, Dubai**

Graphics support from **India**

Research and expert support from the offices in **New York, Munich, Brussels, and Mumbai**

Die Krankenhauslandschaft befindet sich im Umbruch – Sanierungsfälle und Fachkräftemangel sind die Regel

"Fast jedes dritte deutsche Krankenhaus hat 2011 Verluste gemacht – im Vorjahr war etwa jedes fünfte Haus betroffen [...] Insgesamt hat sich die wirtschaftliche Situation der deutschen Krankenhäuser im Jahr 2011 somit merklich verschlechtert".

Ärzte Zeitung, 25.01.2013

"Fortsetzende Kürzungen durch die Politik, Preisbegrenzungen, Energie- und Sachkostensteigerungen und massive Tariferhöhungen bringen immer mehr Krankenhäuser in wirtschaftlich bedrohliche Lage und gefährden die Patientenversorgung".

Frankfurter Allgemeine Zeitung, 05.02.2013

"Die Balance zwischen Beruf und Privatleben wird auch für Arbeitnehmer im Krankenhaus immer wichtiger. Bis 2020 werden knapp 20.000 Chef- und Oberärzte in den Ruhestand gehen".

Management & Krankenhaus, 11.12.2012

"Mehr als die Hälfte aller Krankenhäuser deutschlandweit sind defizitär. Für das Jahr 2013 sieht es noch schlechter aus. Immer mehr Kliniken rutschen in die roten Zahlen".

Oberbayrisches Volksblatt, 19.02.2012

"Die Herausforderungen für die Krankenhäuser sind vielschichtig: Auf der einen Seite ist der wirtschaftliche Konkurrenzdruck groß, auf der anderen Seite ist die "Ressource" Fachpersonal knapp".

Deutsches Ärzteblatt, 25.01.2013

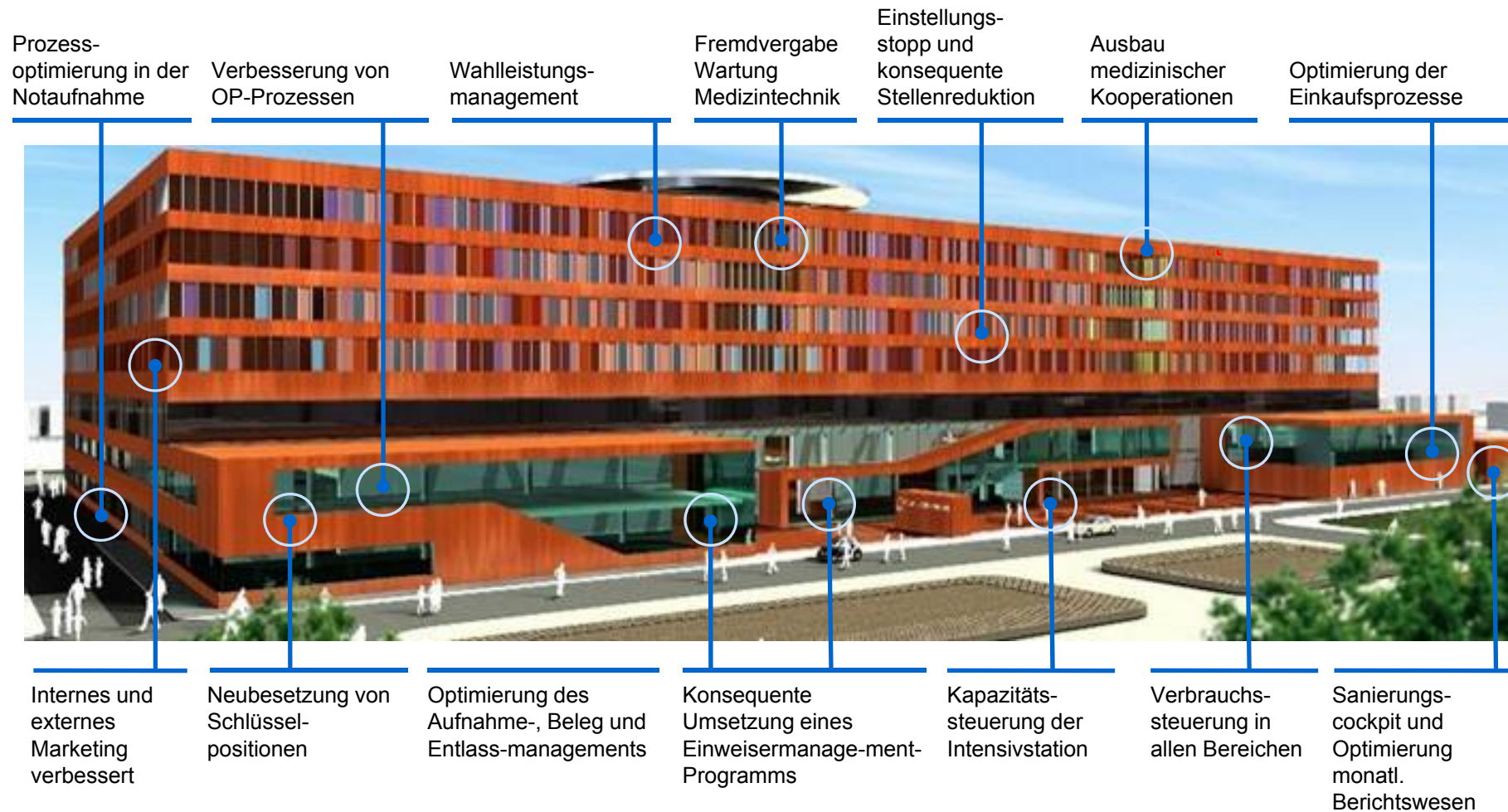


Die Sanierung eines Maximalversorgers....

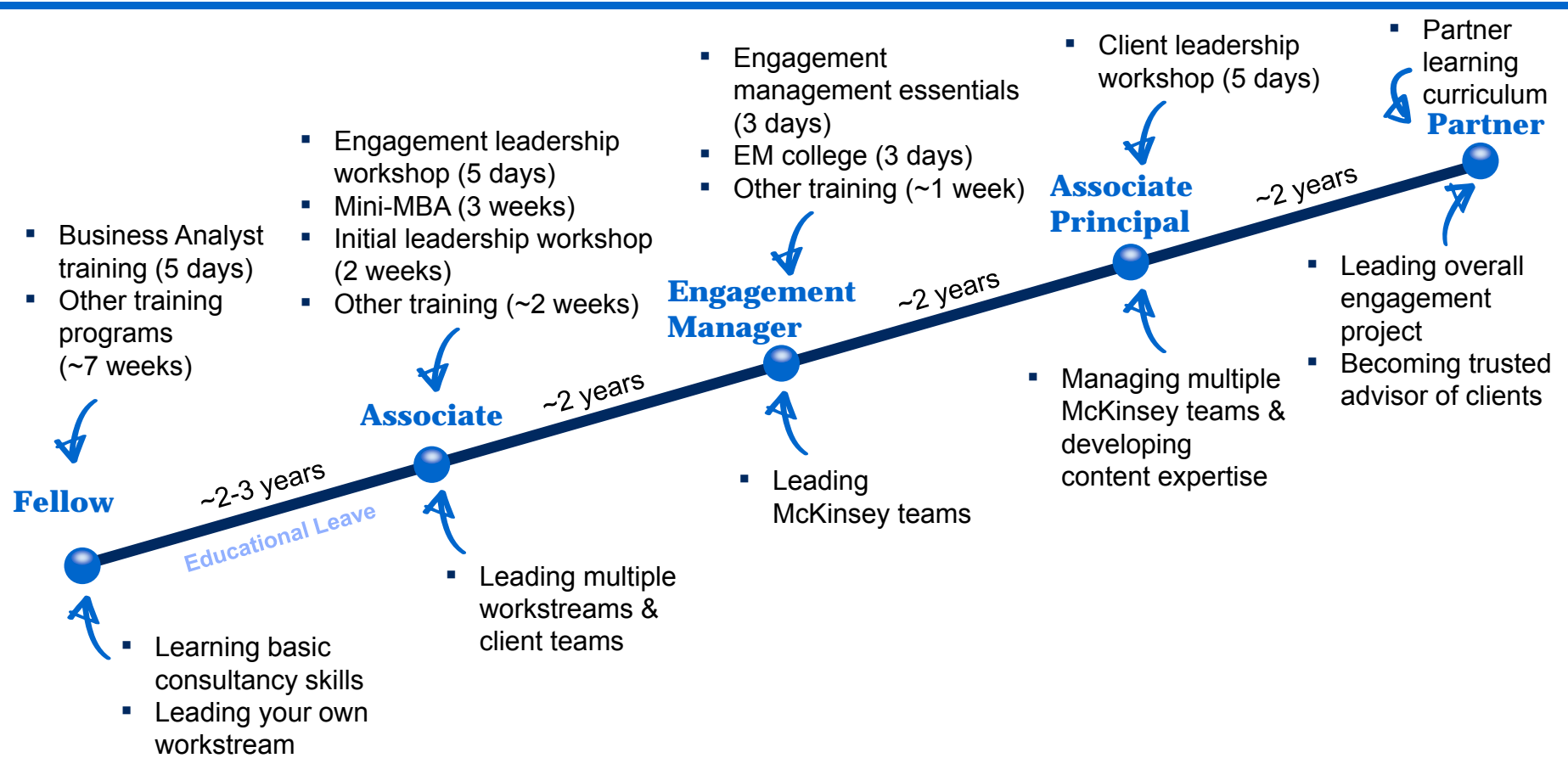
Boris' experience



Um den Plan zu erreichen, müssen "an jeder Ecke" Maßnahmen auf- und umgesetzt werden



Exceptional growth



**You will participate in 5+ weeks of formal training programs
in your first 2 years**



Mini-MBA



**Basic Consulting
Readiness**



**Initial Leadership
Workshop**

We advise clients in the most diverse industries and bundle our knowledge in 8 industry practices and 8 functional practices

Industry practices



Automotive & Assembly

Consumer & Retail

Financial Institutions Group

Global Energy & Materials

Healthcare

Public Services

Telecoms, Media, High Tech

Travel, Transport & Logistics

Functional practices

Business Technology Office

Corporate Finance

Corporate Recovery

Marketing & Sales

Operations

Organization

Risk Management

Strategy