



Your Door To An MIT Educational Experience

Short Programs

Register for a 2–5 day intensive course and gain critical knowledge to help advance your career and impact your company's success. Earn CEUs and a certificate of completion. Each year approximately 50 courses are offered in a variety of subject areas (partial listing below):

- Biotechnology / Pharmaceutical
- Computing / Networks / Communications
- Data Modeling & Analysis
- Energy / Transportation
- Engineering Systems
- High-Speed Imaging
- Leadership & Teaching for Faculty
- Lean Enterprise / Healthcare
- Mechanical Design & Engineering
- Nanotechnology
- Supply Chain / Marketing
- Systems Design & Engineering
- Technology / Organizations

Advanced Study Program

Enroll in regular MIT courses for one or more semesters, on a full or part-time basis, while still working and contributing to your company. Earn grades, MIT credit, and a certificate of completion.

Career Reengineering Program

Enroll in a unique, 12-month, part-time program that offers experienced professionals the knowledge and skills to enable career reentry or retooling for new work or a new workplace. Earn grades, MIT credit, and a certificate of completion.

Custom Programs

Enhance your organization's capabilities and expertise through customized programs tailored to meet your specific needs and priorities.

International Programs

Find out about regionally relevant MIT short courses being offered in various locations around the world.



MASSACHUSETTS
INSTITUTE OF
TECHNOLOGY

THE IT Consulting Landscape

January 31, 2012

CHAT

- Everyone on the call will be “muted” automatically
- If you have a question, please use the Chat function
- Please chat with “everyone”
- May I suggest you use your First Name and location to identify yourself if you do want to chat



WELCOME!



DAWNA LEVENSON

Associate Director,
Academic Programs
MIT Professional Education



MIT Alumnus

BS '83 / MS '84

Disclaimer

- All of the information provided in this presentation is available in the public domain.
- In some cases, interpretations of the facts are my own
- There is no guarantee that the data is 100% complete or 100% up to date – it is intended to give you an overview of the field of IT Consulting

AGENDA

- What is IT Consulting ?
- Who are the major Players ?
- What are some industry trends ?
- Where are there opportunities for me ?
- Q & A

IT Consulting

- Definition
- Services Provided
- Industries Served
- Company Structure
- Career Path
- Day-In-the-Life

IT Consulting - Definition

Information technology consulting (also called *IT consulting*, *Computer consultancy*, *Computing consultancy*, *technology consulting business and technology services* or *IT advisory*) is a field that focuses on advising businesses on how best to use [information technology](#) to meet their business objectives. In addition to providing advice, IT consultancies often [estimate](#), [manage](#), [implement](#), [deploy](#), and [administer](#) IT systems on businesses' behalf, known as [Outsourcing](#).

Wikipedia

Strategic Consulting

Management Consulting

IT Consulting

IT Consulting – Services Provided

- Systems Integration
- End-to-End Testing
- Infrastructure Design/Implementation/Support
- Business Process Outsourcing
- Training

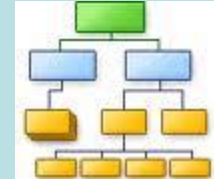


IT Consulting – Industries Served

- Communications
- Electronics
- High-Tech
- Media and Entertainment
- Banking
- Capital Markets
- Insurance
- Automotive
- Consumer Goods
- Pharmaceuticals
- Medical Products
- Aerospace
- Industrial Equipment
- Retail
- Transportation
- Travel Services
- Chemicals
- Energy
- Natural Resources
- Public Safety
- Defense
- Health
- Postal
- Customs

IT Consulting – How Companies are Organized

Need to be organized to meet many complimentary and sometimes competing objectives. As a result most IT Consulting Organizations are:



- Highly Matrixed Organizations
- Global
- Flexible
- Scalable
- Industry Focus
- Technology Focus
- **People Focus**

IT Consulting – How Companies are Organized

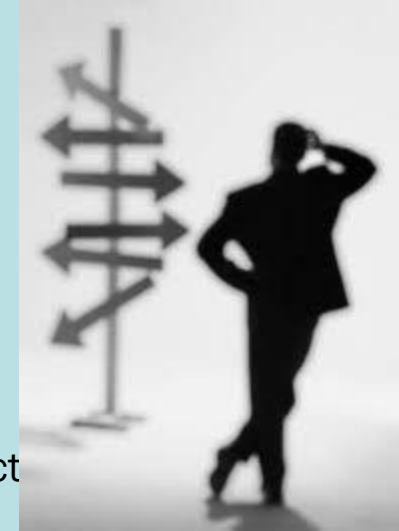
- Business Areas
 - Technology Solutions (working with leading edge technologies to support implementation)
 - Building expertise in a particular technology
 - Java, C++, .NET, Cloud Computing ,etc
 - Consulting (focus mainly on solving clients' business problems and project delivery)
 - Management Consulting
 - Systems Integration Consulting
 - Technology Consulting
 - Services
 - Client Operations (people can be based permanently at a client's office where they provide long-term outsourcing services to that company)
 - Business Process Outsourcing (BPO)
 - Delivery Centers (permanent locations where services are provided to clients remotely)

IT Consulting – How Companies are Organized

- Business Areas
 - Enterprise (runs and manages the business)
 - CIO
 - Workplace Management
 - Finance
 - Human Resources
 - Legal
 - Marketing and Communications
 - Operations
 - Research
 - Sales Development
 - Strategy and Corporate Development
- Industry Groups
 - Communications
 - Financial Services
 - Products
 - Resources
 - Health & Public Services

IT Consulting – Career Paths

- Analyst (0 – 2 years experience)
 - Programmer, designer, tester
- Consultant (2 – 5 years experience)
 - Designer, supervisor of small team
- Manager (5 – 10 years experience)
 - Supervisor of larger teams and potentially entire project
- Senior Manager (8 years – landingpoint)
 - Program Management ; Technical Expert
- Senior Executive / Director / Partner (12 years – landing point)
 - Business Development, Client Relationship Management, Large Program Management



All ranges are approximate and for illustrative purposes ONLY.

IT Consulting – Me

Example of Typical IT Consultant

- Level
 - Manager
- Location
 - Boston, Massachusetts
- Industry Group
 - Gas and Electric Utilities
- Business Area
 - Systems Integration
 - SAP Applications



IT Consulting – Day-In-The-Life

- Project Oriented
- Deadline driven
- Virtual – Global Teams
- Client Facing
- Industry and Technology focus
- Results Oriented
- Structured Approach
- Potential for travel
- Individual belongs to many “Groups” while being part of project team
- Opportunity for personal and professional growth



MAJOR PLAYERS

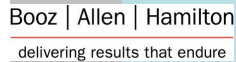


MAJOR PLAYERS



Accenture - www.accenture.com

employees - 235,000



Booz Allen - www.boozallen.com

employees - 23,000



Capgemini - www.capgemini.com

employees - 115,000



Cognizant - www.cognizant.com

employees - 130,000

MAJOR PLAYERS



CSC (Computer Science Corporation) - www.csc.com

employees - 91,000



Deloitte Consulting, LLP - www.deloitte.com

employees - 155,000



HP Technology Consulting - www.hp.com

employees - 140,000



IBM Global Business Services - www.ibm.com

employees - 190,000

MAJOR PLAYERS



Infosys – www.infosys.com

employees – 114,000



SAIC – www.saic.com

employees – 44,000



Tata Consulting Services – www.tcs.com

employees – 215,000



Wipro Technologies – www.wipro.com

employees – 108,000

MAJOR PLAYERS

Platform Specific



Microsoft Services www.microsoft.com



Oracle Consulting www.oracle.com



SAP Services www.sap.com

INDUSTRY TRENDS

- Good News for the IT Consulting Industry
 - Government funding of new initiatives will generate substantial new revenues
 - Major transportation infrastructure projects
 - Health care reform – particularly a focus on digital health records in the US
 - Research and development projects in many fields including advanced battery technology, biotechnology, and nanotechnology
 - Projects that focus on reducing business costs and enhancing operating ratios in a reasonably short period of time
 - Renewed emphasis on Manufacturing in US



INDUSTRY TRENDS

- Good News for the IT Consulting Industry
 - New government regulation will create opportunities for IT Consulting firms who can navigate rapid changing relationships between government and certain industries, particularly in financial services and healthcare
 - Projects related to energy efficiency, smart grid technologies will be in high demand
 - Education for everyone – everywhere
- Plunkett Research, Ltd

INDUSTRY TRENDS

- Global expansion with an emphasis on emerging markets (India, China, Philippines, Brazil)
- Technologies –
 - Security (physical, virtual, cloud-based)
 - Cloud Computing
 - Ubiquitous Computing – Mobility
 - Enhanced User Experience (touch, voice, gesture control, facial recognition)
 - Big Data (collection, retrieval, analytics)
- In other words, a focus on :
Cost, Control, Confidentiality, Convenience, Collaboration

OPPORTUNITIES

- Many firms have increased experienced hire recruiting
- Industry Expertise
- Technology Expertise
- Project Management Expertise
- Training Expertise
- HR, Finance, Legal, Marketing

Things to Consider

- ❖ Size of Organization
 - Global Reach
 - Corporate Culture
- ❖ Industries Served
 - Core Values
 - Diversity
 - Investment in Training
 - Corporate Citizenship



Next Steps

- Check out the website of companies that interest you – they have a lot of good information including a “careers” tab which can usually be found on the first page
- MIT Resources
- You are welcome to contact me : dlevenso@mit.edu
- MIT Alumnus – Paul Edelman '78



Career Resources

INFINITE CONNECTION BENEFITS & SERVICES

MIT ALUMNI
ASSOCIATION



Slice of MIT Headlines

[DIY-IAP: Celebrate MIThenge](#)

Not exactly sun worship, but MIThenge, set for Monday-Tuesday, draws a crowd to the Infinite Corrido...

[Faculty Forum Online: Making Desalination Efficient, Feb. 2](#)

More than a billion people worldwide lack access to clean drinking water. Sea water is one possible ...

[DIY-IAP: What is Your Definition of a Successful Scientist?](#)

Four MIT grad students chosen to answer questions posed by Science Magazine.

| CHANGE COLOR SCHEME « »

Home > Benefits & Services > Career Guidance

CAREER GUIDANCE

Energize Your Work Life

The Association is your connection to a talented, influential, and diverse alumni population from Bangor, Maine, to Bangalore, India. Join this professional network today to advance your career goals or to help others advance theirs.

[Read the transcript](#) from the May 13, 2010, online chat with a professional career counselor.

- Explore your career options and connections through the [Institute Career Assistance Network](#) (ICAN) of over 3,000 advisors.
- Search the [Online Alumni Directory](#) (OAD) by job title, industry, company, location, and more and find valuable contacts.
- [View jobs](#) posted exclusively by alumni for alumni or [post a job](#) for your company.
- Connect with other alumni via the [official LinkedIn group](#) and check out other [alumni social media channels](#).
- Learn how to use ICAN, the OAD, and job postings via [quick video tutorials](#).
- Did you know that [MIT Career Services](#) are available to alumni? Services range from one-on-one career counseling to campus recruiting to career fairs and workshops.
- Find jobs posted by your alma mater. Visit [MIT's job listings](#).

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PROGRAM

ICAN

JOB OPPORTUNITIES BOARD

MIT Alumni Resources



MIT

Alumni
Job Board

ICAN

Institute Career
Advisor Network



MIT CAREER
DEVELOPMENT
CENTER

Q & A

?

THANK YOU