

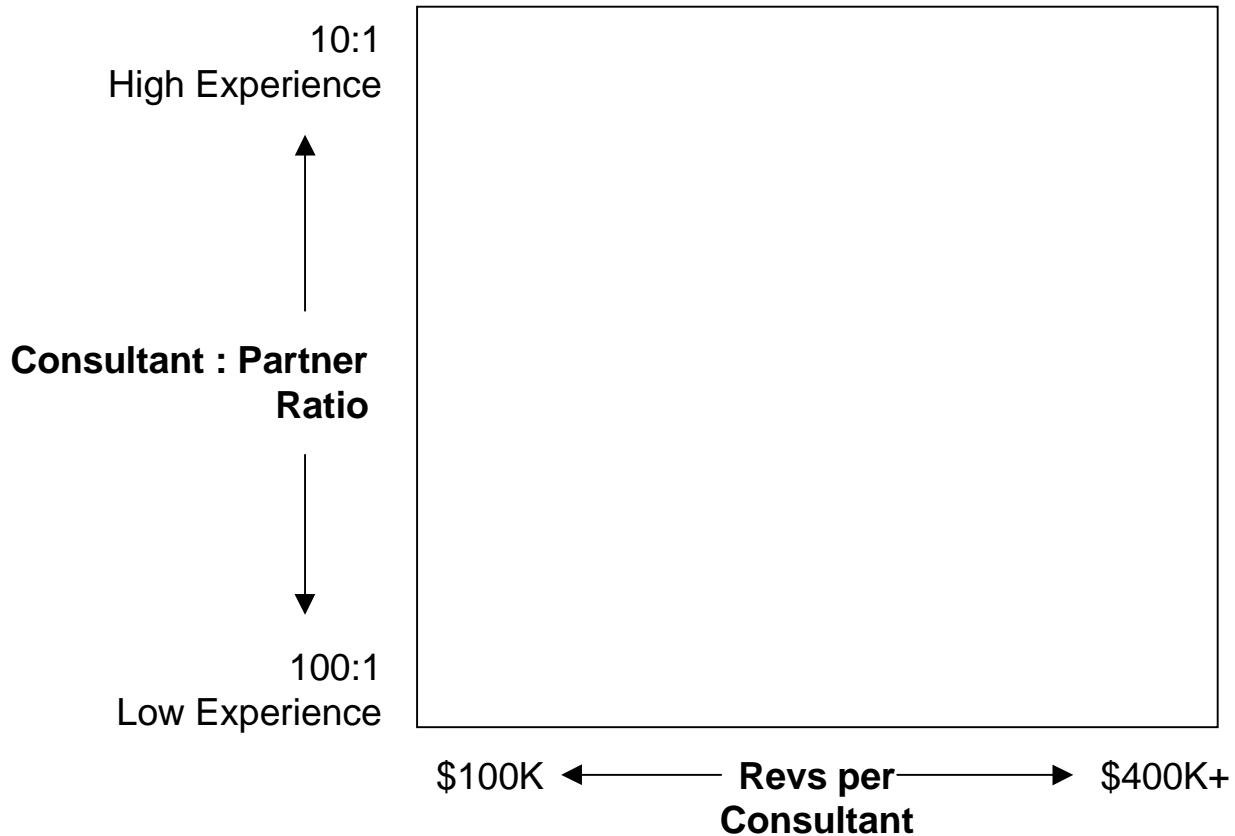
# Current Trends in U.S. Consulting

## The Annual Consultants' Forum 2004

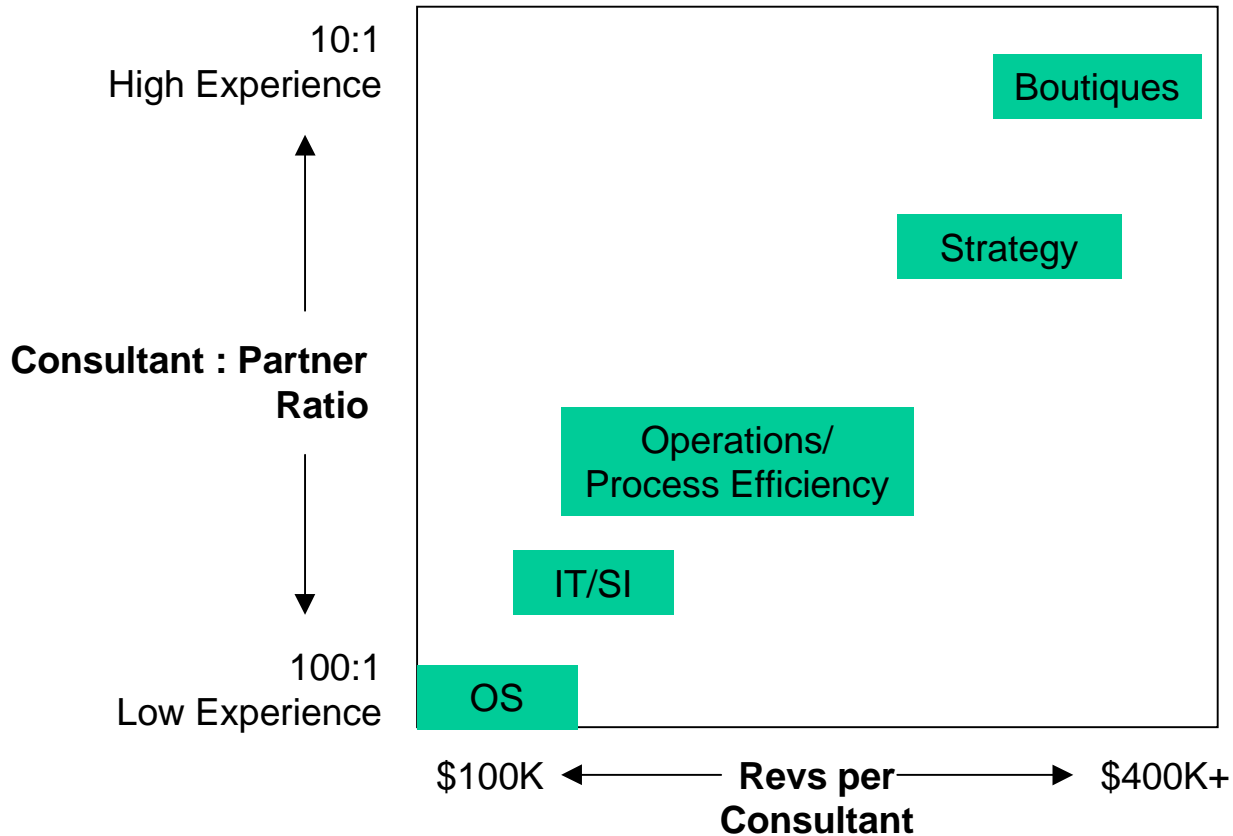
Tom Rodenhauser  
Consulting Information Services, LLC

April 27, 2004

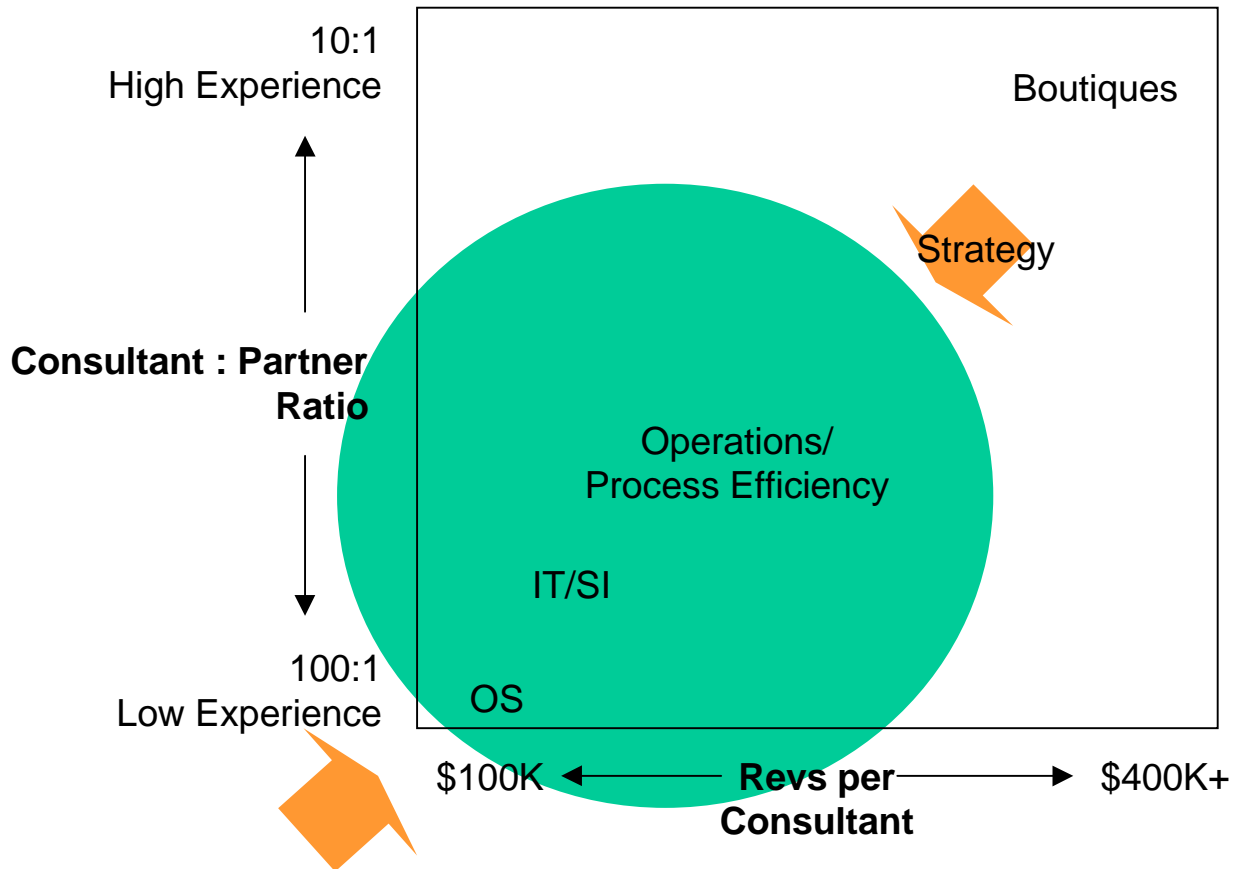
# Consulting's Sandbox



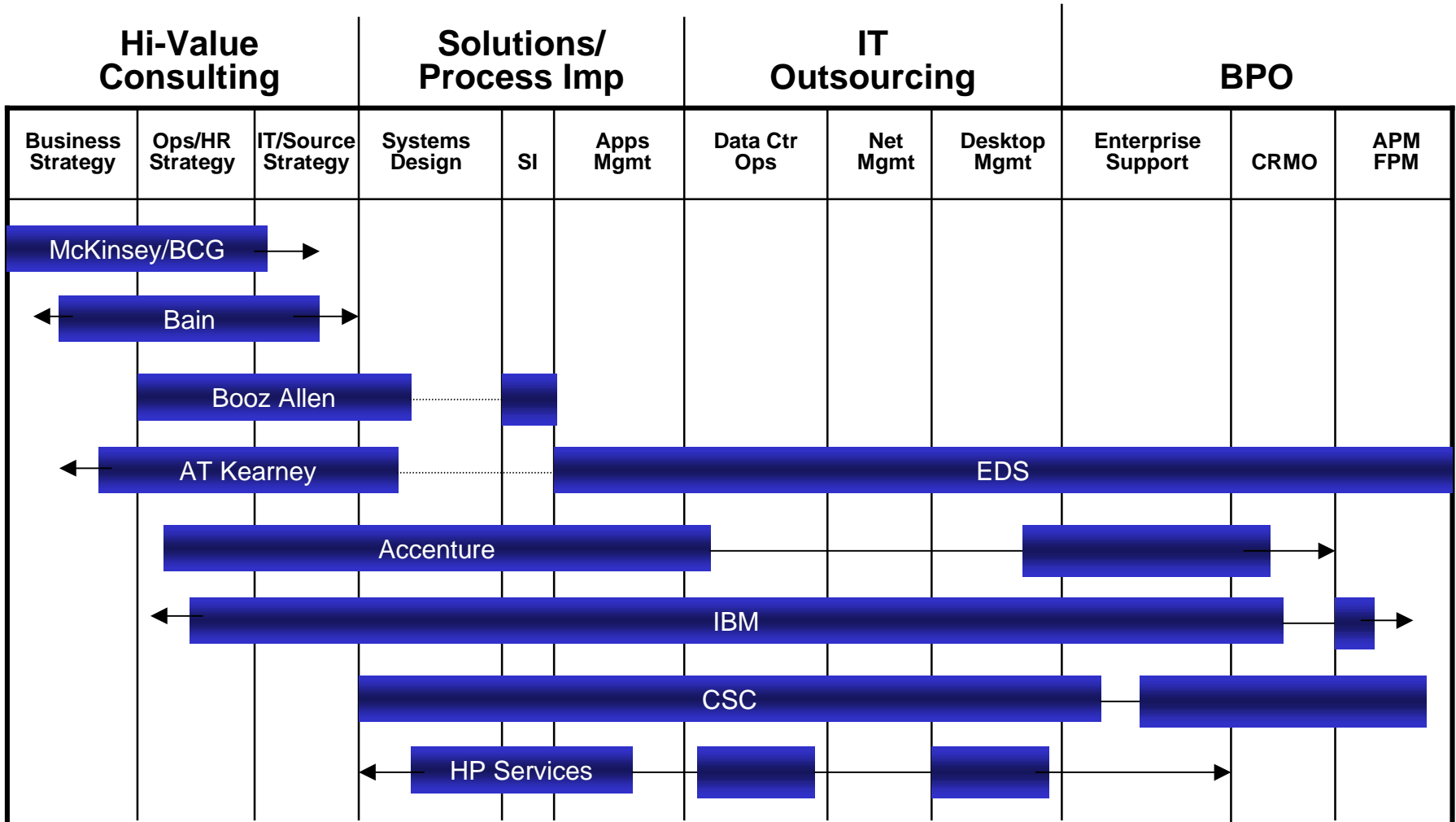
# Consulting's Sandbox



# ITO and BPO Drive Convergence of Services



# Current Competitive Landscape



# Changing View of Consulting/IT Services

## **U.S. Consulting Issues**

- Strategy/IT/Support = “Solutions”
- Offshore/Onshore
- What is BPO?
- Clients Redefine Consultants’ Roles and Responsibilities

# Changing View of Consulting/IT Services

## U.S. Consulting Issues

- Strategy/IT/Support = “Solutions”
- Offshore/Onshore
- What is BPO?
- Clients Redefine Consultants’ Roles and Responsibilities

## Worldwide Implications

- Who is my Consultant? (product companies acquire “services”)
- Battle for Client Relationships and Service Roles
- Outsourcing or Consulting?
- Lowering the Objectivity Bar

# Current Trends in U.S. Consulting

## The Annual Consultants' Forum 2004

Tom Rodenhauser  
Consulting Information Services, LLC

April 27, 2004