

Top Management Consulting Career Opportunities with Arthur D. Little

2009 Campus Presentation

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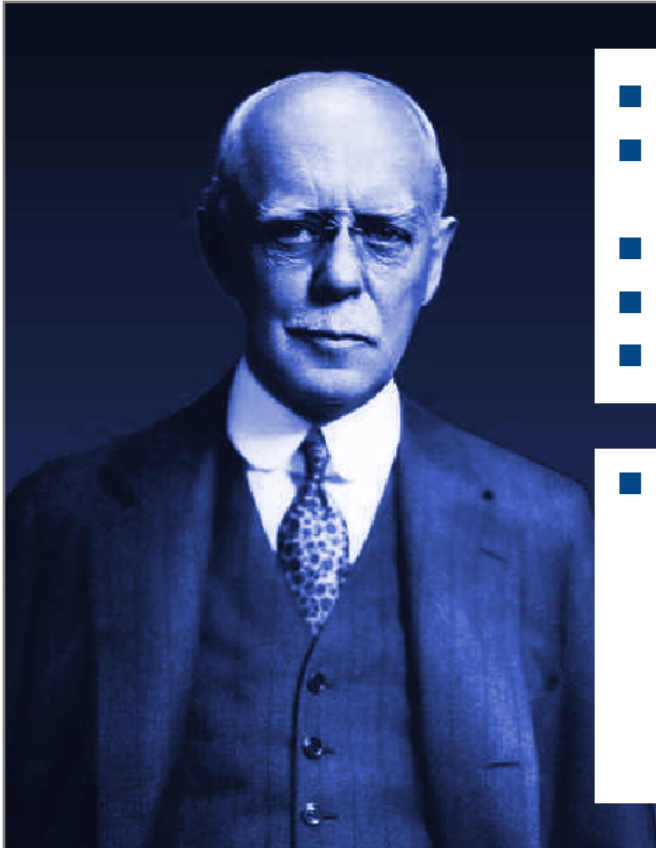
Agenda

- 1 Introduction to Arthur D. Little
- 2 Arthur D. Little's US Offices
- 3 Why you should join Arthur D. Little

Arthur D Little

A long and proud history & heritage

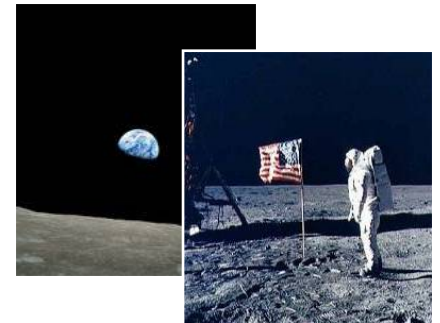
The original: Arthur D. Little is the world's first management consulting firm



- Founded in 1886 as the **world's first management consulting** firm
- Today a **premier global management consulting** firm with 35 offices worldwide
- Core pillars are **innovation, strategy and technology consulting**
- **Serving 75% of FTSE and Fortune 100 companies**
- A member of the Altran Technology group

■ NASA and Arthur D. Little

- Arthur D. Little was hired to assist in the planning and execution of the Apollo 11 mission
- The result: NASA kept their deadline of putting a man on the moon before the end of the decade

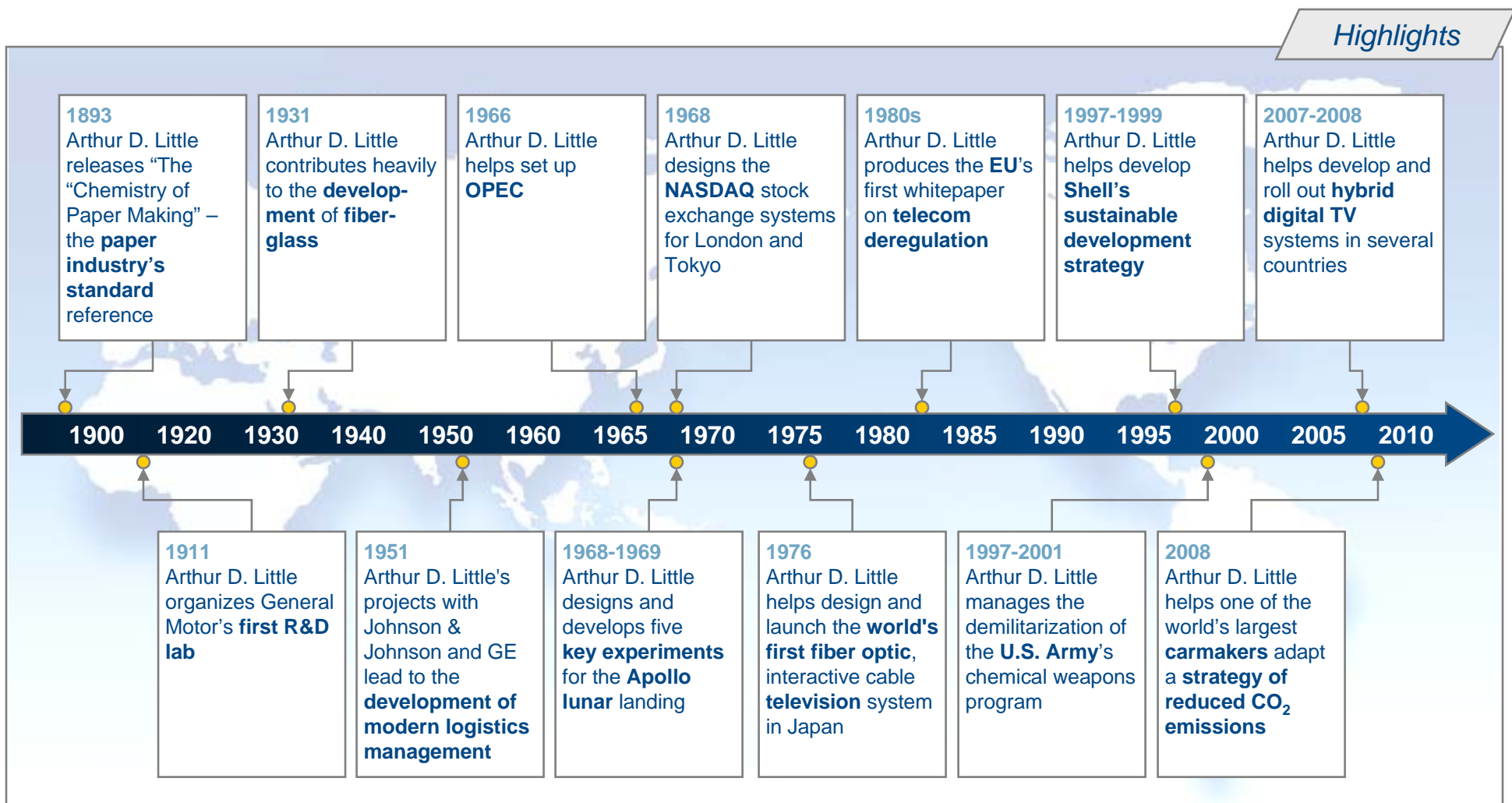


▶ We are recognized as innovators who keep deadlines and deliver on commitments

Arthur D Little

Some landmarks in innovation

The innovator: Arthur D. Little has an outstanding history in innovation



The Arthur D. Little difference: Our mindset and collaborative approach differentiates us from the competition – just ask our clients ...

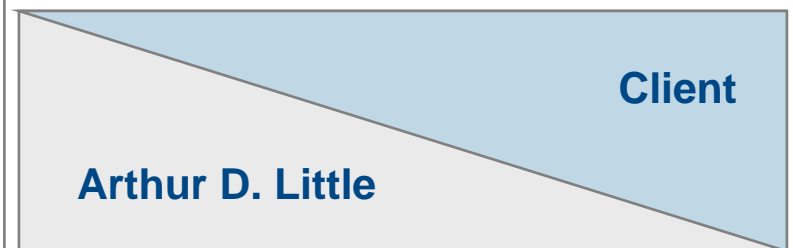
What makes Arthur D. Little different?

- **Thinking “Outside-the-Box”**
 - “Arthur D. Little is genuinely committed to finding the best solution”
 - “Curiosity and creativity are typical Arthur D. Little characteristics”
- **Delivering beyond expectations**
 - “Arthur D. Little delivers on what they promise”
 - “In terms of cost-effective insights, Arthur D. Little is light years ahead”
- **Making things happen – focused on the bottom line**
 - “These guys roll up their sleeves in an unassuming, down-to-earth and pragmatic way, working side-by-side with our management team”
- **Dedicated people – easy & effective to work with**
 - “The folks from Arthur D. Little are able to work at all levels of our organization, from the executive suite to the shop floor level”
 - “Arthur D. Little not only works for its clients – it works with them”
- **Strong combination of industry & consulting experts**
 - “The team is comprised of highly skilled senior industry experts with deep management experience. They know my business very well!”

The way we work

- **Our Side-by-Side[®] approach**
 - Guarantees the best possible collaboration with our clients
 - Ensures know-how transfer, feasibility and sustainability

Successful & controlled transfer of know-how & responsibility



Project progress

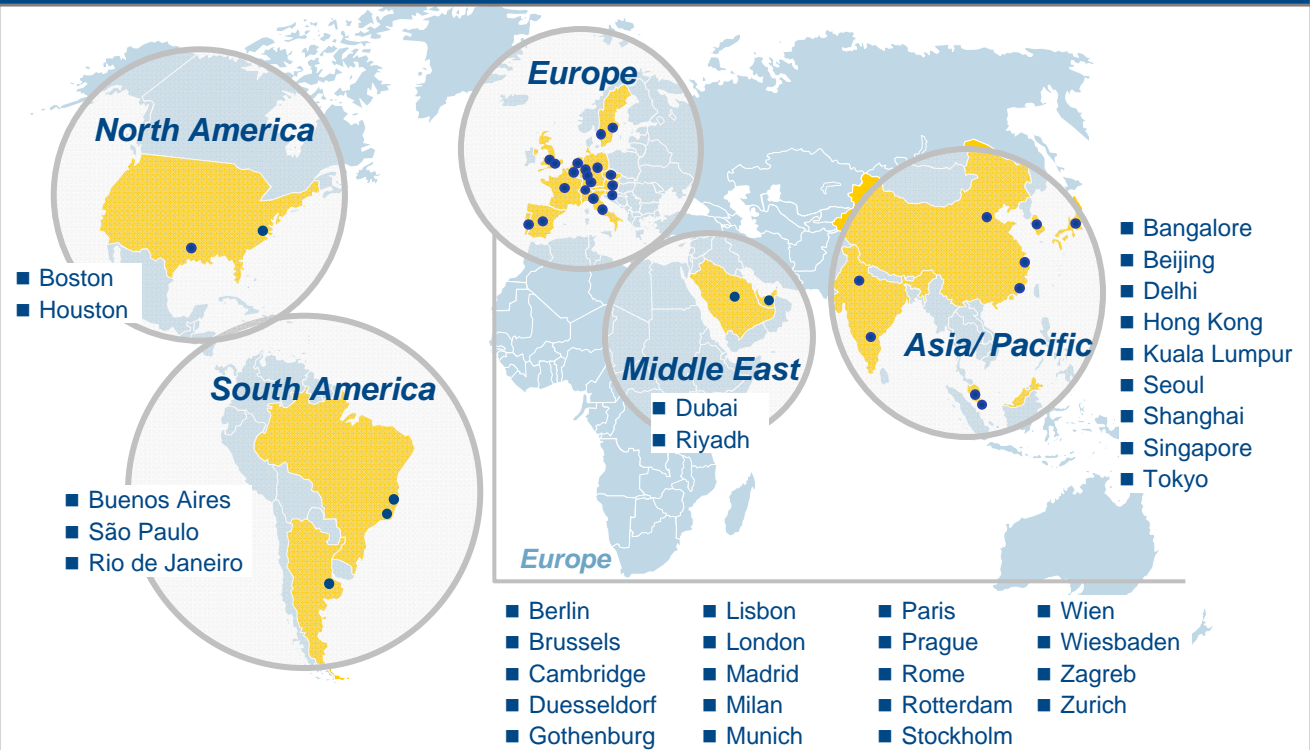
Source: Arthur D. Little client interviews

A global player: We have the global reach and local market experience to ensure our clients achieve their objectives

Arthur D. Little's global presence

Arthur D Little

Offices worldwide: 35
 Consultants: 800
 Employees: 1,000

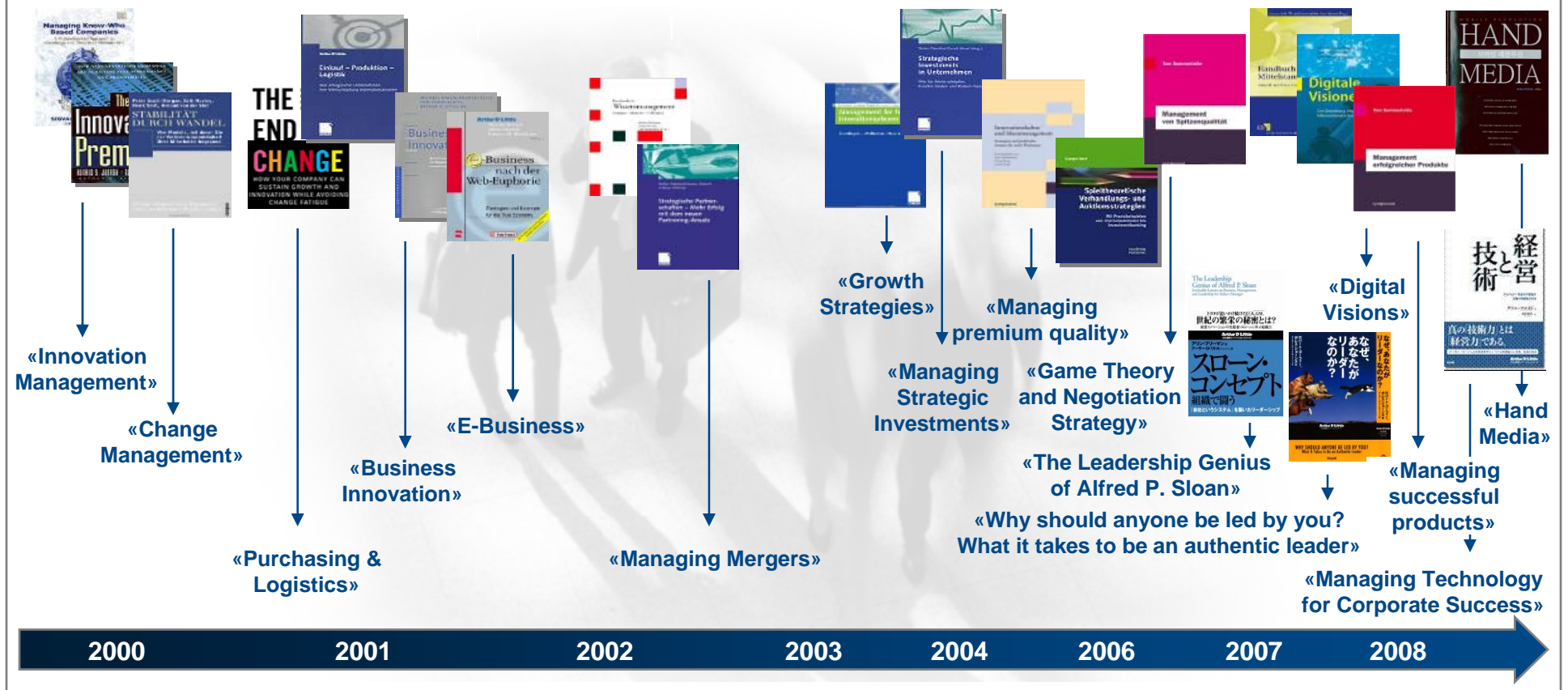


www.adl.com

Also at our disposal are Altran's considerable resources – more than 18,000 consultants worldwide (www.altran.com)

Leading the debate: Arthur D. Little regularly publishes decisive management theories that facilitate critical dialogue, particularly regarding strategy and innovation

A selection of recent book releases



Cross-sector expertise: We combine in-depth industry knowledge with cross-functional expertise to deliver exceptional value



1) TIME = Telecommunications, Information, Media & Electronics

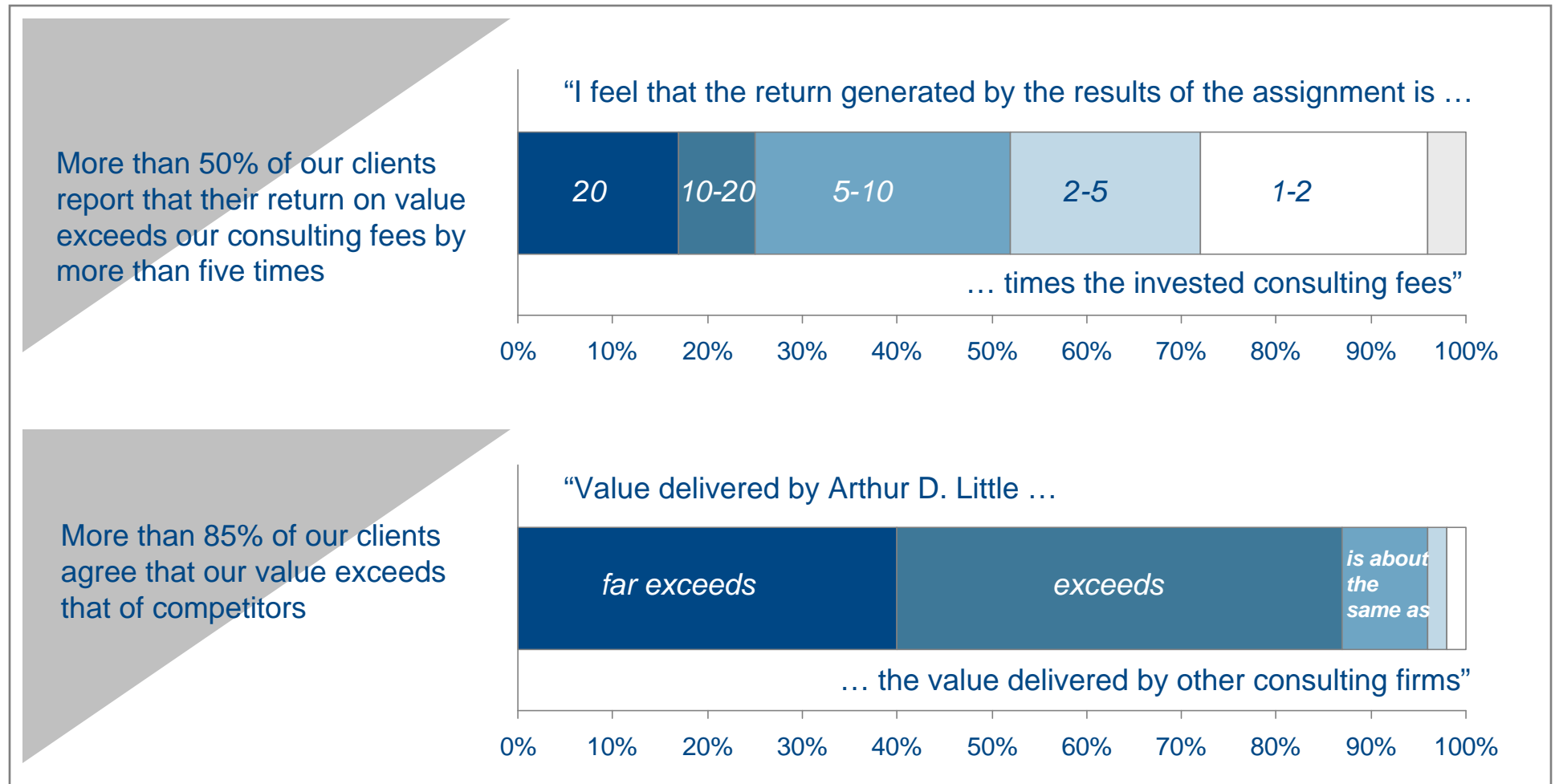
Working with the best: Our clients set the standard

A sampling of key clients

Automotive	Chemical & Healthcare	Energy & Utility	Engineering & Manufacturing	Financial Services	Public Sector & Services	TIME ¹⁾	Travel & Transportation

1) TIME = Telecommunications, Information, Media & Electronics

Client feedback: Arthur D. Little's services are cost-effective and exceed expectations



Source: Arthur D. Little client feedback interviews 2006-2008

Access our global network of industrial and functional expertise – and find out for yourself how easy and profitable it is to work with us

Our value proposition

- We are in a unique position to help your business find answers to your questions
- We lead with an impressive track record of innovations and a deep understanding of technology
- Our management consultants are creative people, easy to work with – and experts in your business
- Our approach is like yours: *entrepreneurial and hands on*

We create value from innovations

Arthur D. Little achievements: 1886-2008

- Pioneered the concept of management consultancy and professional services
- Created an impressive track record of landmark innovations and groundbreaking endeavors across many industries
- Changed and turned around some of the most complex organizations in world
- Played a critical role in the development of business strategy, technology and innovation management, and operations research for more than 120 years

Are you ready to shape the future with us?

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Arthur D. Little's US offices focus on the Health Care & Life Sciences and Energy & Chemicals industries

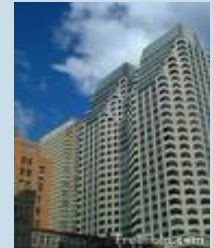
Arthur D. Little USA



U.S. Offices

Boston

- Health Care & Life Sciences, Consumer Health and Technology & Innovation Management
- Financial district



Houston

- Energy, Chemicals, & Utilities and Sustainability & Risk
- Downtown office



ADL's Boston practice primarily serves life sciences & food/beverage companies in the development and evaluation of their growth and health/wellness strategies



Health Care & Life Sciences and Consumer Health

Strategy & Organization

- Strategy Development
- Market and Technology Assessment
- Alliances and Acquisitions Assistance
- Organization and Performance Improvement
- Marketing, Sales, and Distribution
- Sustainable Development Strategies

Technology & Innovation Management

- R&D Portfolio Assessment and Strategic Planning
- Technology Assessment
- Proprietary Technology Development
- Technology and IP Assessment

Corporate Finance Advisory Services

- Due Diligence
- Transaction Support
- Venture Funding
- Litigation Support/Expert Testimony
- Mergers and Acquisitions
- Post-Merger Integration

ADL's Houston practice is recognized for industry knowledge in the Conventional (Upstream/Midstream/Downstream) sectors and Alternative Energy and Chemicals sectors



Energy, Chemicals & Utilities

Strategy & Organization

- Corporate & Asset Strategic Planning
- Project Mgt / Operations Excellence
- Management Systems Design and Implementation
- Organizational Planning & Design
- M&A Support & Post Merger Integration

Technology & Innovation Management

- Technology Portfolio Evaluation, Strategy & Planning
- R&D Process Optimization
- Technology Acquisition & Deployment
- IP Commercialization
- Market Roadmapping

Sustainability & Risk Advisory Services

- Carbon Footprint and Sustainable Development Auditing
- Carbon Management Strategy and Planning
- Sustainable Supply Chain Management – Next Generation SCM
- Clean Development Mechanism Strategy & Risked Investing

Arthur D Little

2 Arthur D. Little's US Offices – Clients

Our teams serve leading clients in all three US industry practice focus areas

Selection

Healthcare & Life Sciences



Energy & Chemicals



Food & Beverage/Consumer Health



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Our U.S. team offers top talent, deep experience, and international backgrounds

World Class Education

- Babson College
- Boston University
- Brown
- Columbia
- Cornell
- Dartmouth
- Emory
- Harvard
- MIT/Sloan
- Northwestern
- NYU/Stern
- Princeton
- Rice
- Stanford
- Tufts
- UC-Berkeley
- U. Penn/Wharton

Professional / Industry Expertise

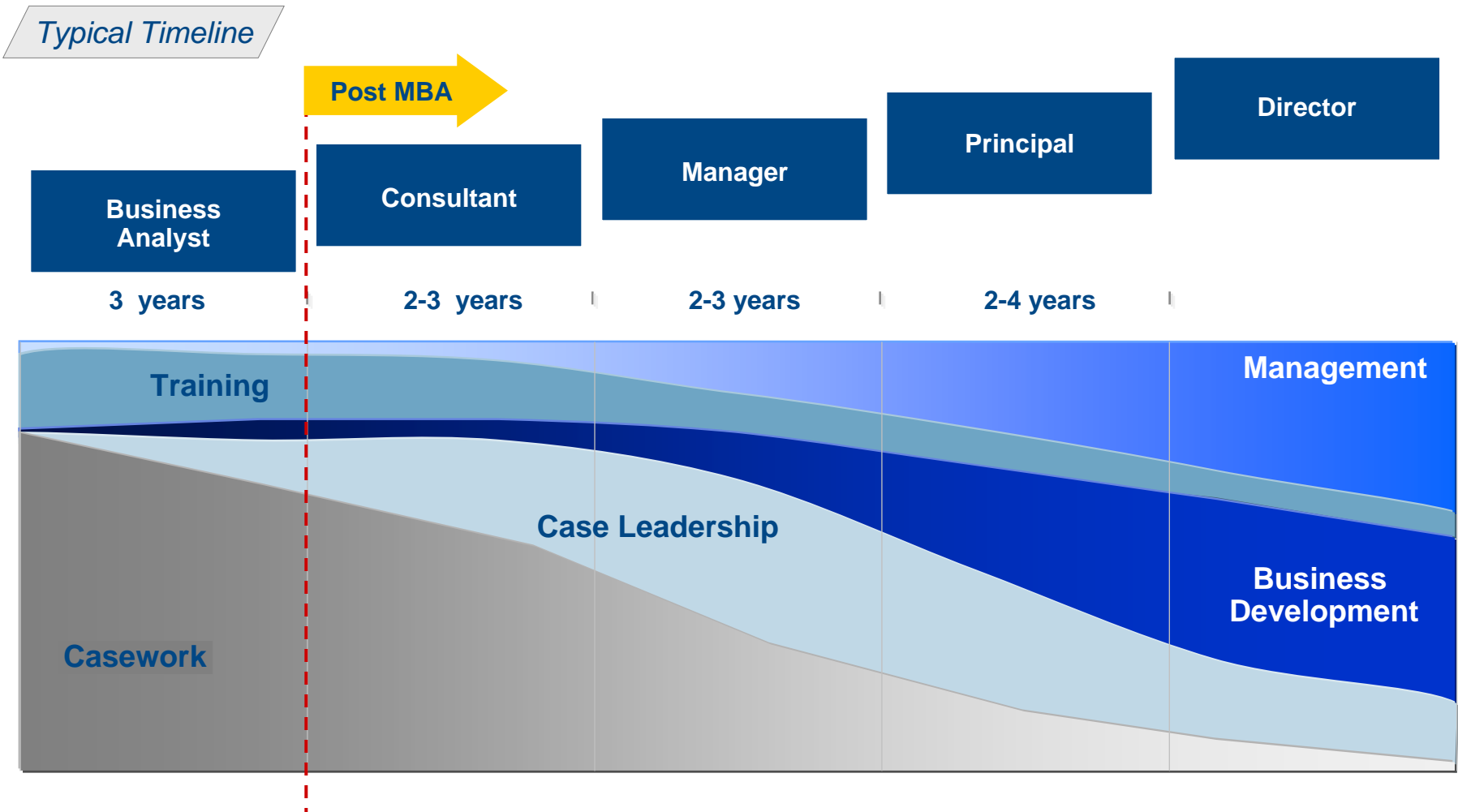
- Amgen
- Bayer
- Bain Capital
- Chevron
- Daimler
- Dow
- DuPont
- ExxonMobil
- Ford
- GlaxoSmithKline
- JP Morgan
- Johnson & Johnson
- Pfizer
- Roche
- Takeda
- Toyota

Multilingual Fluency

- Arabic
- Dutch
- English
- Farsi
- French
- German
- Italian
- Korean
- Mandarin
- Polish
- Portuguese
- Russian
- Spanish
- Thai
- Turkish



ADL's career development plan rewards based on your ability to meet new challenges while maximizing your personal development



Arthur D. Little offers unparalleled personal and professional growth opportunities



Please submit your resume through Arthur D. Little's Career Portal

- Go to www.adlittle-us.com
- Go to Careers
- Go to Open Positions
- Select the position that you are interested in applying to and submit both your resume and cover letter