

Consultants and contract professionals in many fields remain a compulsory component for many businesses. Driven by the rapid pace of technological change and by fluctuating market demands, today's industry consultants are perceived as a valuable and essential part of operating a successful business.

This edition of the *Consultants & Consulting Organizations Directory (CCOD)* describes more than 29,000 consultancies that operate in the U.S. and Canada. Many firms maintain branch offices whose addresses and contact numbers are also provided, when available. *CCOD* is designed to unite businesses, government agencies, institutions, and individuals with the experts who can aid them in the creation or maintenance of prosperous and competitive businesses. Each organization is fully described in a clear and concise format and all listings have been carefully updated and indexed to reflect changes since the last edition.

In Canada, the use of the term "consultant" is restricted. In *CCOD* the use of the word "consultant" does not necessarily imply that the firm has been granted the designation as a consultant. Please contact the firm in question for further information.

## Content and Arrangement

Entries are grouped in 14 sections that are divided into four major content categories to increase user accessibility. Within each section, detailed on the *Contents* page, entries are arranged alphabetically by name of consulting organization or surname of the individual consultant. This section assignment is based on each firm's primary consulting activity. Entries are numbered sequentially and are referenced in three indexes according to geographic location, subject category, and alphabetical order by the organization or individual name. Each entry includes, as appropriate and available:

- Name of consulting firm or independent consultant
- Contact information, including address and phone, toll-free, and fax numbers
- Web site addresses

- Company and/or personal e-mail addresses
- Name, certification and title of executive officers
- Description of consulting activities, including areas of expertise
- Special services offered, with an emphasis on unique and/or proprietary databases, custom designed computer software, or access to commercial databases
- Geographic areas served
- Information about recent publications and videos the consultancy produced
- Titles of seminars, workshops, and other programs presented by members of the organization
- Branch office locations, including a contact name, mailing address, and phone, toll-free, and fax numbers.

**Format.** *CCOD* is now in a seven-volume paperback format.

## Indexes

*CCOD* contains three indexes enabling users to quickly locate a consultancy by its entry number.

**Geographic Index**—organizes firms first by state or province, and then by city.

**Consulting Activities Index**—Offers the fastest method of locating a consultant providing a particular service. This index identifies a firm's diverse specializations in detail by citing the firm under as many specific activities as is appropriate. It is organized alphabetically by activity, followed by an alphabetical list of relevant consultancies. The city and state/province appear after the entry number.

**Consulting Firms Index**—An alphabetical listing of all consultancies that appear in *CCOD*.

## Method of Compilation

Entries included in *CCOD* were prepared from questionnaires completed by consultants, by direct contact via phone/fax, and by Internet and online verification efforts. Some respon-

dents chose to provide detailed information while others supplied only brief descriptions. The variation in length, therefore, does not reflect the relative importance or capabilities a firm may have.

### Available in Electronic Formats

**Licensing.** *Consultants & Consulting Organizations Directory* is available for licensing. The complete database is provided in a fielded format and is deliverable on such media as disk or CD-ROM. For more information, contact Gale's Business Development group at 1-800-877-GALE, or visit our website at [gale.cengage.com/bizdev](http://gale.cengage.com/bizdev).

**Online.** The Directory is available online as part of the Gale Directory Library. For more information, call 1-800-877-GALE.

### Acknowledgments

The editors would like to thank the individual consultants and firms who provided timely information. Furthermore, we would like to give special thanks to Mr. Nigel Allen and Mr. Vito Tanzi for providing us with invaluable information in preparing this edition. We also welcome any comments and suggestions that will help *CCOD* meet the continuing needs of users. Please contact:

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*Consultants & Consulting Organizations Directory* contains descriptive listings organized into 14 sections in four major content areas: Business and Industry; Science and Technology; Environment and Agriculture; and Social Services and Human Welfare. Also included are three indexes to facilitate searching within the sections.

## Descriptive Listings

The descriptions of more than 29,000 consulting firms and independent consultants are divided into 14 sections in four major content areas:

### **Business and Industry**

- Business and Finance
- Management
- Marketing and Sales
- Manufacturing/Industrial/Transportation Operations

### **Science and Technology**

- Computer Technology, Telecommunications, and Information Services
- Engineering, Science, and Technology
- Architecture, Construction, and Interior Design
- Art, Graphics, and Communications Media

### **Environment and Agriculture**

- Environment, Geology, and Land Use
- Agriculture, Forestry, and Landscaping

### **Social Services and Human Welfare**

- Politics and Social Issues
- Human Resources Development
- Education and Personal Development
- Health, Medicine, and Safety

Within each section, entries are arranged alphabetically by name of consulting organization or surname of independent consultant and numbered sequentially. Section classification is based on primary consulting activity, rather than client or industry served. Consultancies whose activities span across two or more areas are listed only once in their primary section classification and can be identified by using the *Consulting Firms Index* or the *Consulting Activities Index*.

## Sample Entry

**111** 3254 ■ **121** Sample Consulting Firm Inc.  
**131** 1234 Riverside Dr., Ste. 500  
 Livonia, MI 48154  
**141** Ph: (313)555-4734  
**151** Fax: (313)555-6093  
**161** Free: (800)555-6748  
**171** E-mail: scf@consultingfirm.com  
**181** URL: http://www.consultingfirm.com  
**191** Sales: \$1,000,000. **1101** Employees: 100. **1111** Geographic Area(s) Served: Midwest. **1121** Founded: 1993. **1131** Former Name(s): ABC Consulting Inc. **1141** Description: Firm specializes in pension and retirement plans. **1151** Special Note: Company recently acquired P/R Consultants. **1161** Computer/Special Services: Access to federal retirement and planning database. **1171** Seminars/Workshops: Offers lectures and workshops to companies interested in retirement and pension planning. Also presents seminars to community groups. **1181** Also Known As: SCF Inc. **1191** Officers/Key Personnel: John Smith, President E-mail: john.smith@consultingfirm.com; Sally Johnson, CFO E-mail: sally.johnson@consultingfirm.com  
**1201** Branch(es):

- 4839 Downey Ln., Ste. 3945, Chicago, IL 60606-6127; Ph: (312) 473-4839
- 39 Randell Blvd., Syracuse, IN 46754; Ph: (219) 374-4734; Fax: (219) 374-5843

## Description of Numbered Elements

- 111** Entry/Book Number.
- 121** Name of Consultant or Consulting Organization.
- 131** Address, City, State/Province, Zip/Postal Code.
- 141** Phone Number.
- 151** Fax Number.
- 161** Toll-Free Number.
- 171** E-mail Address.
- 181** URL/Home Page Address.
- 191** Sales. The most recent financial information available is listed, when available.
- 1101** Employees. The number of individuals employed by the organization is listed, when available.
- 1111** Geographic Area(s) Served. A description of the primary location(s) serviced by the organization or individual consultant is given, when available.

**1121 Founded.** The year of the organization's founding is given if provided by the organization.

**1131 Former Name(s).** If the organization has changed its name, the former name will be listed here, when available.

**1141 Description.** A description of the type of consulting activities and areas of specialization is provided.

**1151 Special Note.** Information about the organization's status or type, or other descriptive details is provided, when applicable.

**1161 Computer/Special Services.** Databases, computer software, or other special services are listed here if provided by the organization.

**1171 Seminars/Workshops.** Information on seminars and workshops offered by the consultant or consulting organization is listed when provided by the consultant or consulting organization.

**1181 Alternate Names.** If an organization has an alternate name, it is listed here.

**1191 Officers/Key Personnel.** Primary officers, their titles, and personal e-mail addresses may be provided when available.

**1201 Branch(es).** Full contact information for branch offices is provided when available.

**Indexes**

*CCOD* features three indexes. Numbers presented in indexes refer to entry numbers.

**Geographic Index**—This index lists a company's location first by state or Canadian province, then alphabetically by city within the state or province, and finally alphabetically by company name. Each citation includes the consultancy name, the book entry number, and the number of the section in which the entry appears. A legend at the bottom of each odd numbered page gives the section names corresponding to each number listed in parentheses.

Mary Smith & Associates [1234] (5)  
**Detroit, MI**

**Consulting Activities Index**—This index lists consultancies alphabetically by name of organization or surname of independent consultant within subject headings. Also included in this index are book entry number, city and state or province for each entry. More than 800 indexing terms are used and cross-referenced through many "See" and "See also" instructions.

**Management**  
 Mary Smith & Associates [1234], Detroit, MI

**Consulting Firms Index**—This index is an alphabetical listing of all companies and independent consultants. If a company name is based on the name of an individual, the company is listed by surname of the individual. Independent consultants are also alphabetized by surname. Each citation includes consultancy name, book entry number, address, and phone and fax numbers.

**Mary Smith & Associates** [1234], 324 Congress St.,  
 Detroit, MI 48226, Ph: (313)555-3800; Fax: (313)555-3829.