

20 largest healthcare management consulting firms

Ranked by 2007 revenue from provider consulting fees (\$ in millions)

Company/Headquarters	Ownership	2007 contracts*	Provider contracts	2007 revenue*	Provider revenue	Web site
1 Deloitte Consulting New York	Private	—	—	685	280	deloitte.com
2 Advisory Board Washington	Public	2,750	2,750	211.3	211.3	advisory.com
3 Perot Systems ¹ Plano, Texas	Public	188	188	207	207	perotsystems.com
4 Huron Consulting Group ² Chicago	Public	679	384	282.2	205.9	huronconsultinggroup.com
5 BKD Springfield, Mo.	Private	—	—	75.3	75.3	bkd.com
6 Navigant Consulting Chicago	Public	1,718	1,346	105.3	73.7	navigantconsulting.com
7 FTI Healthcare Brentwood, Tenn.	Public	395	302	124.3	61.5	www.ftihealthcare.com
8 CTG HealthCare Solutions Cincinnati	Public	385	285	59.4	41.2	ctghs.com
9 Gallup Washington	Private	172	129	54	39	healthcare.gallup.com
10 Kurt Salmon Associates Atlanta	Public	150	150	33	33	kurtsalmon.com
11 Perficient St. Louis	Public	128	93	42	31.5	perficient.com
12 Kom/Ferry International ³ Los Angeles	Public	425	225	63	30	komferry.com
13 QHR Consulting Services Brentwood, Tenn.	Public	1,220	1,220	27.5	27.5	qhr.com
14 Beacon Partners Weymouth, Mass.	Private	109	109	24	24	beaconpartners.com
15 Dixon Hughes Asheville, N.C.	Private	1,540	920	38	22.5	dixon-hughes.com
16 Integrated Healthcare Strategies Minneapolis	Private	1,712	1,712	21.3	21.3	ihstrategies.com
17 Hay Group Philadelphia	Private	661	375	37.4	20.2	haygroup.com
18 Delta Locum Tenens Dallas	LLP	307	307	18.8	18.8	deltalocums.com
19 Healthcare Management Partners ³ Philadelphia	Private	14	11	18	16	hcmpllc.com
20 Camden Group El Segundo, Calif.	Private	295	295	15.3	15.3	thecamdengroup.com

* Represents consulting work with providers as well as other sectors of the healthcare industry. Ownership: Public—publicly traded, for-profit; Private—privately held, for-profit; LLP—limited-liability partnership; PLLC—professional limited liability company; NFP—not-for-profit; Sole—sole proprietorship. All data are self-reported by participating companies. Revenue figures in millions and rounded.

¹Perot Systems acquired JJ Wild in September 2007. Revenue included JJ Wild as of Sept. 1 to Dec. 31, 2007. Only provider counts were available to report; totals do not reflect consulting work done in other sectors of the healthcare industry. ²Huron Consulting Group acquired Stockamp Associates on July 8, 2008. Data provided represent estimated combined results of healthcare practices. ³All figures are estimates. Source: Modern Healthcare's 2008 Healthcare Management Consultant Survey

Health & Education Solutions



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