



# THE BOOK OF LISTS

The *Book of Lists* is a comprehensive, detailed and constantly updated guide to more than 2,000 companies operating in the Polish market. Key enterprises are divided by sector into 60 ranking lists that include information such as the names of top managers, major clients, activities, the number of employees, completed projects and full contact details. This week's edition examines business consulting companies.

For more information about the *Book of Lists* contact Andrew Kureth, tel. 022 639-8567.

## Business Consulting Companies

Ranked by revenue from management consulting in 2007

Rank	Company name Address Tel./Fax Web page	Revenue from management consulting		Total number of consultants / Number of Polish consultants / Number of foreign consultants	Consulting services provided	Selected clients (2007-2008)	Total employees / Year founded	Top local executive / Title
		(mln zł.): 2007	2006 / 2005					
1	<b>Ernst &amp; Young Business Advisory Sp. z o.o. i Wspólnicy Sp. k.<sup>1</sup></b> Rondo ONZ 1, 00-124 Warszawa 022 557-7000/022 557-7001 www.ey.com/pl	NA <b>121.6</b> 73.5 WND	NA 423 390 348	314 314 -	Business advisory; financial advisory; technology; performance management; global financial services risk management; business risk services; fraud investigation & dispute services	Office of Electronic Communication; PGE; PKP; PKN Orlen; PKO BP	1,418 1990	Łukasz Załicki Ernst & Young Business Advisory Managing Partner
2	<b>PricewaterhouseCoopers<sup>1</sup></b> al. Armii Ludowej 14, 00-638 Warszawa 022 523-4000/022 523-4040 www.pwc.com/pl	NA <b>118.2</b> 103.3 WND	NA 388.8 342.4 295.6	189 183 6	Broad financial, economic and strategic advisory for clients of the private and public sectors on all stages of company or project development: starting with the business plan and consulting on investments, through management and operational strategy development, transaction advisory, to crisis situation (restructuring, investigations and economic expertise)	PGNiG; Telekomunikacja Polska; GDDKiA; Orlen	1,217 1990	George Johnstone President
3	<b>KPMG<sup>1</sup></b> ul. Chłodna 51, 00-867 Warszawa 022 528-1100/022 528-1009 www.kpmg.pl	30.0 <b>56.0</b> WND WND WND	WND WND WND WND	207 204 3	Cost and efficiency management; IT risk management; company efficiency improvement; IT system selection; implementation and maintenance; IT system and process requirement inspection	WND	1,187 1990	Andrzej Ścisłowski Senior Partner
4	<b>Deloitte</b> ul. Piękna 18, 00-549 Warszawa 022 511-0811/022 511-0813 www.deloitte.com/pl	23.8 <b>42.1</b> 34.9 17.9	200.3 319.6 235.8 213.3	350 350 -	Restructuring and cost reduction; financial solutions; sale and customer service; Human Capital; supply chain management; IT strategy and management with IT system valuation and implementation advisory including SAP; risk management; business intelligence advisory; dedicated solutions for banking, insurance, energy, telecoms and the public sector	PKN Orlen; PKO BP; BRE Bank; PZU; PGE Energia	1,000 1990	Dariusz Kraszewski; Marek Metrycki Consulting Department Managing Partner; Managing Partner for Deloitte Poland
5	<b>F5 Konsulting Sp. z o.o.</b> ul. Składowa 5, 61-897 Poznań 061 856-6960/061 853-0295 www.f5.pl	16.9 <b>29.9</b> 15.1 8.2	16.9 29.9 15.1 8.2	150 150 -	Strategy consulting; privatization, loans and subsidies assistance; regional development strategy assistance; HR development programs; public and private partnership programs; obtaining EU funds assistance	Treasury Ministry; PARP; PKN Orlen; PGNiG	250 1991	Marek Pankowski President
6	<b>IDS Scheer Polska Sp. z o.o.</b> ul. Marynarska 19A, 02-674 Warszawa 022 318-1900/022 318-1901 www.ids-scheer.com	NA <b>14.1</b> 13.6 26.0	NA 28.1 28.3 16.7	23 23 -	Strategic advice; implementation of SAP, CRM and Workflow	BOT Górnictwo i Energetyka; Wydawnictwo Bauer; Compensa; Car-Pack; Sanofi Aventis; Jutzrenka	90 1996	Grzegorz Pindur President
7	<b>Hay Group Sp. z o.o.</b> ul. Flisa 4, 02-247 Warszawa 022 577-4444/022 577-4445 www.haygroup.pl	7.1 <b>13.9</b> 12.2 10.8	7.1 13.9 12.2 10.8	37 37 -	Transforming business strategies into organizational solutions; strategy decoding and development; board support post M&A; operational reorganization and improvement; climate change; leadership transformation; talent management; reward strategies; reward information services	Kompania Pfirowarska; Citibank; Grupa KBC; Lukas Bank; Makro Cash and Carry Polska; BGZ; Teva	50 1998	Mik Kuczkiewicz President
8	 <b>FIRMA 2000 Sp. z o.o.</b> ul. Marconich 9 lok.19, 02-954 Warszawa 022 642-5872/022 642-5873 www.firma2000.pl	0.8 <b>12.7</b> 1.4 1.0	1.4 14.7 1.9 1.4	5 5 -	Multi-level management and advisory training; educational programs for small and mid-sized companies in eastern Poland; increasing innovation in the SME sector; work rotation; increasing competitiveness in the electronics sector	PARP; Warszawski Instytut Bankowości; WYG International; Duński Instytut Technologiczny	18 1999	Marcin Opas President
9	<b>Infovide-Matrix SA</b> ul. Prosta 51, 00-838 Warszawa 022 440-2500/022 440-2501 www.infovidematrix.pl	7.4 <b>11.8</b> 14.1 5.9	92.6 240.9 118.6 56.3	277 277 -	IT innovation solutions; knowledge strategy integration; ongoing development innovation in view of technology advancement; management (project, strategy, IT, risk, adaptation, technical investment, change)	PKO Financial Services; Vattenfall Heat Poland; Telekomunikacja Polska; PKN Orlen; Polkomtel	740 1991	Marek Kobialka President
10	<b>Doradca Consultants Ltd. Sp. z o.o.</b> ul. Wolności 18A, 81-327 Gdynia 058 621-0331/058 621-9927 www.doradca.com.pl	3.0 <b>11.3</b> 8.6 6.5	3.1 11.7 8.8 6.5	40 39 1	Strategy and financial advice; organizational improvement; marketing strategy; quality and environment management; project management; human resource development	Ministry of Labour and Social Policy; Telekomunikacja Polska; Orga Consultants; Bank Handlowy; Energa	51 1985	Jarosław Zysnarski President
11	<b>Doradztwo Gospodarcze DGA SA</b> ul. Towarowa 35, 61-896 Poznań 061 859-5900/061 859-5901 www.dga.pl	3.6 <b>9.3</b> 10.4 15.7	14.7 42.2 41.0 34.0	105 105 -	Company development strategy; mergers; evaluation and takeovers; management systems; financial advice; information security	PTK Centertel; Krajowa Spółka Cukrowa; Skanska; PKP Przewozy Regionalne; Gaz-System; PARP; Ministry of Regional Development	114 1990	Andrzej Glowacki President
12	<b>Ove Arup &amp; Partners International Ltd. Sp. z o.o. oddział w Polsce</b> ul. Królewska 16, 00-103 Warszawa 022 455-4554/022 455-4555 www.arup.com	NA <b>7.2</b> 3.4 3.7	NA 56.3 37.1 27.0	20 20 -	Strategic studies; business plans and projects feasibility study; transaction advisory; program management; environment impact analysis	The Polish Agency for Enterprise Development; Europejski Bank Inwestycyjny; The City of Kielce; The Ministry of Regional Development	149 1998	Paul Geeson Director-Group Leader
13	<b>Mercer (Polska) Sp. z o.o.</b> Al. Jerozolimskie 94, 00-807 Warszawa 022 456-4020/022 456-4021 www.mercer.com	1.7 <b>4.3</b> 4.3 5.8	2.6 10.1 9.8 7.5	21 21 -	HR management advice; employment market research	GlaxoSmithKline; Unilever Polska; Mars; TP; Vattenfall	130 1999	Krzysztof Nowak Market Leader; Board Member
14	 <b>Accountants &amp; business advisers</b> <b>PKF Consult Sp. z o.o.</b> ul. Elbląska 15/17, 01-747 Warszawa 022 560-7650/022 560-7663 www.pkfconsult.com.pl	1.4 <b>3.7</b> 2.3 1.6	10.1 15.3 11.9 10.8	8 8 -	Strategic and financial advisory; accounting systems; company restructuring; privatization; company appraisals; mergers and acquisitions	Treasury Ministry; PKP; Bumar; WSIP; Industrial Development Agency	103 1993	Ewa Jakubczyk-Cały President
15	<b>Eficom SA</b> ul. Nowogrodzka 68, 02-014 Warszawa 022 623-8214/022 623-8223 www.eficom.pl	0.5 <b>3.6</b> 3.5 1.4	0.5 3.6 3.5 1.4	21 20 1	Analysis and identification at program possibilities and EU funds to finance investment and development companies; prepare investment projects and all applicable documentation to finalize EU funding or other sources of finance and EU policy; decision processing and lobbying in European structures	ITI Corporation; Burson-Marsteller; Grupa Onet; Agora; Axel Springer Polska	21 1999	Anna Katarzyna Nietyksza President

**Notes:** NA = Not Applicable, NR = Not Ranked, WND = Would Not Disclose. Research for *The List* was done in October 2008. Number of employees and ownership structure are as of October 2008. All information pertains to the companies' activities in Poland. Companies not responding to our survey are not listed. The full version of *The List* is available at [www.bookoflists.pl](http://www.bookoflists.pl).

**Footnotes:** (1) Financial year: July 1 – June 30

To the best of *WBJ's* knowledge, the information is accurate as of press time. While every effort is made to ensure accuracy and thoroughness, omissions and typographical errors may occur. Corrections or additions to *The List* should be sent, on official letter-head, to *Warsaw Business Journal*, attn. Agnieszka Gamdzky, ul. Elbląska 15/17, 01-747 Warsaw, via fax to (48-22) 639-8569, or via e-mail to [wbjol@wbj.pl](mailto:wbjol@wbj.pl). Copyright 2008, Valkea Media SA. *The List* may not be reprinted or reproduced in whole or in part without prior written permission of the publisher. Reprints are available.