

## The Top 25 Consultants, 2010

The annual Top 25 Consultants issue is here, and not a moment too soon. Editors just can't get enough of this issue; or more specifically, reading the nearly 400 nominations we receive for this award each year. It's a wonderful exercise for anyone who has ever doubted the value of the consulting profession. Who wouldn't want to read 400 consulting success stories written by co-workers, colleagues, clients and C-level executives.

The stories, of course, are inspiring every year. But in 2010, many of them revolved around the "trusted advisor" concept a bit more than previous years.

Crisis brings out the best in consultants, and we had plenty to go around lately. While client budgets were strapped, their need for advisory work was greater than ever.

As usual, the profession answered the call. Time and time again, you stepped up to the plate and got the work done, often under difficult conditions when clients demanded more from consultants than ever before. They wanted results, and they wanted them better, faster and often cheaper than ever before. You delivered on all of the above. More than a few consulting firms had to trim staff in 2009, and many of you have worked harder over the last 12 months than at any point in your career.

Industrywide, utilization rates are at record levels, which makes the client satisfaction results all the more impressive. In this special 24-page section, we highlight the best of the best. The Top 25 Consultants of 2010 are recognized for extraordinary efforts in client service and leadership, as well as outstanding achievements in six client industries—healthcare, energy, public sector, technology, retail and financial services.

And, just for good measure, we'll honor each award recipient in person at our annual Top 25 Awards Dinner on June 17 at the St. Regis Hotel in New York.

A graphic featuring the text "Top 25 Consultants 2010". The word "Top" is in orange, "25" is in purple, "Consultants" is in orange, and "2010" is in orange.

### Top 25 Consultants, 2010

William Goodyear, Navigant Consulting	Hana Ben-Shabat, A.T. Kearney
Niko Canner, Booz & Company	Alan Colberg, Bain & Company
Baljit Dail, Aon Consulting	Michael Dart, Kurt Salmon Associates
Julie Diehl, Alvarez & Marsal	John Drzik, Oliver Wyman Group
Kate Fickle, PRTM	Carlos Figueroa, North Highland
Dean Fischer, West Monroe Partners	Joel Hoffman, Ingenix Consulting
Chandra Schekar Kakal, Infosys Technologies	Omar Khan, Sensei International
Tony Madrigale, Capgemini	David McCurley, Accenture
Tom McKelvey, Capco	Peter Raymond, PricewaterhouseCoopers
Chip Register, Sapient	Chantel Sheaks, Buck Consultants
Janmejaya Sinha, The Boston Consulting Group	Linda Solomon, Deloitte Consulting
Lori Steele, IBM	Dan Tiemann, KPMG
Chris Wright, ZS Associates	

## Top 25 Consultants 2010: Chip Register

**Chip Register**  
**Managing Director**  
**Sapient**  
**Excellence in Energy**

During Chip Register's three years as the head of Sapient Global Markets, its revenue has grown by 250 percent and now accounts for one-third of Sapient Corporation's total revenue. In that time, the Global Markets business has increased headcount from just over 1,000 to approximately 2,600 employees today.

Not bad for a guy who has only been a consultant for three years. Register began his career trading commodities, helping to develop the trading business for Weyerhaeuser and CIBC World Markets. He then managed Essent Energy Trading, the merchant subsidiary of the largest Dutch utility. He then built and managed several merchant trading businesses for Louis Dreyfus Energy Services, one of the largest privately-held commodity traders in the world. In both of those positions, he honed his knowledge of the energy trading markets, and, in the process, became a Sapient client.

Now, as a leader inside the firm, he is leaning heavily on his experience in industry. Running an energy company in the current deregulated environment requires balancing the risks and reward of building energy production capabilities versus buying that capacity from others.

"Clients realize they can only build a power plant so often. But they can go out and buy the capacity equivalent to a new plant in 20 minutes. You can do things on a trading floor that can change the dynamics of an energy company very quickly." Managing that process successfully requires the kind of expertise that Register's unique background provides.

Making the switch from client to consultant has required a change in mindset. "There's a big difference when moving from principal to advisor," he says.

"I'm no longer the decision maker. Instead, I get to focus on the content of the new strategy and not have to worry as much about running a business while trying to implement the strategy."

The typical consultant travel schedule is nothing new for Register. "Consulting is a hard road, but I was away from home a lot when I was running trading companies. At my last job, I, personally, had offices in four cities and was constantly bouncing between them."

—*Jess Scheer*

