



# Best Management Consulting Boutique 2019 - Switzerland

**As Forward-thinking consultants, Advisory Group prides itself on creating significant added value for its clients. We caught up with Managing Partner, Dr Wladimir Kovacic, to find out more about their best in class services and expertise.**

*"Our mission is to support our customers by creating innovation and growth alongside realizing new quality and efficiency goals and developing new avenues of business and investments by employing our knowledge on capital and management,"* said Dr Kovacic, Managing Partner of Advisory Group. His company, a small management consulting boutique firm in Switzerland, uses its size to its strength. Able to move agilely from project to project, they've developed a large portfolio of high-quality projects for major players like Volkswagen and HSBC and various so called "hidden champions" companies in their industry. This move is deliberate on their part. *'We believe to achieve this mission is only possible by being independent and not under the pressure of quarterly results or revenue targets.'*

The range of clients that Advisory Group consults for is impressive. Mixing between Top Tier global and local Financial Services Institutions, Insurance Companies, Automotive and Manufacturing Corporations is no mean feat. This is especially true when each has its own industry specific demands and challenges. *"We work with all clients who want not to hide from the future but want to face and define it,"* says Dr. Kovacic. *'In partnership with our clients we develop solutions with the goal of improving the client's business and returns. We work in small teams and become an integral part of our client's enterprise and consequently work to achieve the defined goals.'*

This is done by designing and implementing strategic change initiatives, transformations and critical business and IT alignment programs. It's not only by connecting with projects that Advisory Group becomes close

to a client. It also has financial stakes in proceedings. *"On a regular basis we share in our client projects, our client risks,"* says Dr Kovacic. *"In this relationship we often work with fixed-price agreements and our fees are regularly linked to our clients expected results."* There are not many consulting companies that would take that level of risk on a project. We can do this because of our deep project expertise, "can-do" mentality and effective methodology-based approach. It's this trust that Advisory Group is willing to engender in its clients that brings that back as loyal customers again and again.

Ultimately, this interaction with clients is deeply important to Advisory Group. *'We constantly challenge each other to provide the best possible service for our clients. Furthermore, we believe in long-term client relationships and long-term employee relationships.'* This deeper relationship allows for conversational shorthand and a deep understanding of where each client is coming from. There is no handing around which can lead to lapses of information. Asked what sets them apart from other consultants, Dr. Kovacic says that *"we are always able to deliver what our concepts are promising and that we are very effective, in collaborating with our clients to deliver the defined and measurable project results. As a result, our clients really enjoy working with us."*

Looking forward, we have a lot of innovative ideas but there aren't any static plans to expand the business. *"We are excited about the future and passionate to shape it. We see ourselves as an exclusive boutique, with no pressure for growth,"* says Dr Kovacic. *"We like to continue growing in quality not in quantity as we love our business and the client projects we do."* This commitment to



clients and ensuring the best possible service for each one is characteristic of the company. For some, growth would be crucial to managing more and more clients. For Advisory Group, they're determined to serve the people they have already as best they can.

The future for Advisory Group looks bright. They are dedicated to providing a bespoke service for its clients that can revolutionise how their business operates. It truly is bespoke too, being institutionally set on engaging with getting the best possible solution for clients. It's the sort of company where large scale expansion could reduce the intention of the organisation to keep their uniqueness and characteristics. Founded in 2005, Advisory Group has become a tremendous success over the last fourteen years indeed. Through a passionate pursuit of their values they have and will continue to develop innovative and effective consultancy solutions for their clients.

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