OnSite Global Consulting is a second-year MBA elective course at the Tuck School of Business, offering professional-quality global consulting services to a host of worldwide clients, and an extraordinary experiential learning opportunity for students.

OnSite Global Consulting (OnSite) provides a cost-effective solution for corporations, nonprofits, and governments that lack the time, budget, or human resources to address specific strategic initiatives. Tuck teams draw on the latest management techniques and knowledge to offer an objective perspective and provide clients with in-depth, data-driven analysis and actionable recommendations, at a fraction of what it costs to engage a commercial consulting firm. Average teams spend about 1000 person-hours on an engagement, including three weeks of full-time primary research in the target location, outside the U.S. We provide a team of experienced professionals and carefully select participants to ensure the requisite skills and background to address client needs. Clients also benefit from Tuck’s recognized consulting excellence, with 35 percent of graduates going on to leadership positions at top consulting firms worldwide. To date, OnSite has completed more than 226 projects for 159 clients in 58 countries.

### PROJECT DATES FOR 2018-19

**SUMMER**
June–September 2018
**CLIENT DEADLINE:** May 11, 2018

**WINTER**
October 2018–January 2019
**CLIENT DEADLINE:** September 17, 2018

**SPRING**
February–April 2019
**CLIENT DEADLINE:** November 12, 2018

### PROCESS AND TIMING

OnSite projects typically run 12 weeks and are offered throughout the year. Each track involves three phases.

<table>
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<tr>
<th>PHASE 1 (4-6 WEEKS)</th>
<th>PHASE 2 (3 WEEKS)</th>
<th>WRAP-UP (3-4 WEEKS)</th>
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<tr>
<td>Team refines the project scope and deliverables with the client and conducts the necessary secondary research.</td>
<td>Team travels to client-site and works full-time alongside local experts, gathering primary source research and developing comprehensive findings and recommendations.</td>
<td>After returning to campus, the team closes out the consulting project, completing follow-up calls and ensuring client satisfaction with deliverables.</td>
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COST
Clients pay travel and project-related expenses at cost (airfare, accommodation, meal allowances, visas, etc.), plus a program fee of (U.S.) $15,000 that covers administrative costs and a team advisor. Total costs typically range from (U.S.) $40,000-$70,000, depending on project location and extent of travel required.

PROJECT EXAMPLES
In 2017-18, OnSite sent 12 consulting teams to work closely with clients in 13 countries and across 5 continents. Clients ranged from industry leaders in banking, health care, and marketing, to mission-driven organizations in the public sector. Teams were engaged in areas of market entry strategy, social entrepreneurship, regional expansion, program expansion, and digital strategy, to name a few.

PROJECTS INCLUDED
> EVALUATION OF FINANCIAL RISK MANAGEMENT PROCESSES AND RECOMMENDATION OF IMPROVED TECHNICAL SOLUTIONS FOR A BANK IN AUSTRALIA.
> STRATEGY AND IMPLEMENTATION TOOLS FOR OPTIMIZING COMMERCIAL ASSETS AND SELECTING CORPORATE PARTNERS.
> SUPPLY CHAIN OPTIMIZATION STRATEGY AND IMPLEMENTATION ROADMAP AT HOSPITAL IN HAITI.
> STRATEGY FOR BETTER DELIVERING JAPANESE E-BOOK CONTENT TO THE GLOBAL MARKETPLACE.
> EUROPEAN BUSINESS DEVELOPMENT STRATEGY, FOCUSED ON MIDDLE-MARKET PHARMA AND MEDICAL DEVICE CLIENTS.

CONTACT
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