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 214 projects for 145 clients in more than 50 countries.

**PROCESS AND TIMING**
OnSite projects last 12 weeks and are offered throughout the year. Each track involves three phases.

<table>
<thead>
<tr>
<th>PHASE 1 (4-6 WEEKS)</th>
<th>PHASE 2 (3 WEEKS*)</th>
<th>WRAP-UP (3-4 WEEKS)</th>
</tr>
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<tbody>
<tr>
<td>Team refines the project scope and deliverables with the client and conducts the necessary secondary research.</td>
<td>Team travels to project site and works full-time for three weeks collecting data, conducting interviews, and performing the necessary analysis to present initial findings and recommendations.</td>
<td>After returning to campus, the team completes any final details or follow-up calls as needed to close out the project.</td>
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*Phase 2 lasts two weeks for spring-track projects.*

**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
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 2016-17, OnSite fielded 10 teams working in 10 countries: Argentina, Australia, India, Japan, Kosovo, Kuwait, Singapore, South Korea, the United Kingdom, and the United States. Teams were engaged in the areas of: market entry strategy, human capital, regional expansion, program expansion, and digital strategy.

PROJECTS INCLUDED
> HUMAN CAPITAL STRATEGY FOR A FINANCIAL SERVICES ORGANIZATION IN AUSTRALIA.
> REGIONAL EXPANSION FOR A COMMERCIAL OUTPLACEMENT SERVICES COMPANY IN SOUTH KOREA.
> MARKET ENTRY STRATEGY FOR A CITRUS COMPANY IN ARGENTINA.
> GROWTH STRATEGY FOR A BUSINESS SCHOOL IN KUWAIT.

CONTACT
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