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, typically 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 237 projects for 168 clients in 60 countries.

**PROJECT DATES FOR 2019-20**

**WINTER**
October 2019–January 2020
**CLIENT DEADLINE**: September 13, 2019

**SPRING**
February–April 2020
**CLIENT DEADLINE**: November 15, 2019

**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 2018-19, OnSite sent 12 consulting teams to work closely with clients in 14 countries and across 6 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
> MARKET SIZING AND BUSINESS DEVELOPMENT STRATEGY FOR SATELLITE IMAGING COMPANY.
> OPERATIONAL MODEL FOR REGIONAL HUBS IN AFRICA AND ASIA IN THE BLENDED FINANCE SPACE.
> STRATEGY FOR SOCIAL ENTERPRISE IN THE SANITATION SPACE.
> MARKET STUDY FOR SOUTH AFRICAN WINERY.
> BUSINESS DEVELOPMENT AND SALES PLAN FOR EMERGING ENERGY TECHNOLOGY.

CONTACT
If you have a project idea to discuss or want to learn more, please contact:

KERRY LAUFER
Director, OnSite Global Consulting

TELEPHONE: +1 (603) 646-8919
CELL PHONE: +1 (603) 359-7820
EMAIL: kerry.l.laufer@tuck.dartmouth.edu

www.tuck.dartmouth.edu/onsite