



Boston Consulting Group partners with leaders in business and society to tackle their most important challenges and capture their greatest opportunities.

BCG was the pioneer in business strategy when it was **founded in 1963**. Today, we work closely with clients to embrace a transformational approach aimed at benefiting all stakeholders—empowering organizations to grow, build sustainable competitive advantage, and drive positive societal impact. Our diverse, global teams are passionate about unlocking potential and making change happen, delivering integrated solutions through leading-edge management consulting, technology and design, and corporate and digital ventures.

## What We Believe



Whether you want to advance an idea, a capability, or the world at large, BCG is with you every step of the way. We excel in the business of **human potential**, and believe in its power to shape strategic, organizational, economic, and societal change.

## Our CEO on the Core Pillars of BCG's Purpose



### Unlocking the Potential of Those Who Advance the World

CEO Rich Lesser shares the master idea that captures BCG's purpose: unlocking the potential of those who advance the world.



### How We Grow by Growing Others

At BCG, we believe we can create the longest-lasting value and growth if we invest deeply in our people and our clients.



### Leading, with Integrity

BCG prides itself in fostering a culture of integrity in all our work, starting with developing honest and transparent leaders.



### Conquering Complexity in the Airline Industry

BCG partnered with KLM Royal Dutch Airlines to tackle the immense complexity of the airline's operations, resulting in real change in the passenger experience.



### Driving Inspired Impact in Rwanda

BCG worked with the Rwanda government to drive private-sector-led growth, creating new jobs and shaping a better future for the country.



### Bringing Insight to Light for Malaysian Consumers

Learn how BCG applied this core purpose principle to a project with Celcom Axiata, which transformed how consumers reload phone credits.

## A Global Presence and Worldwide Growth

**1963**

Founded by Bruce Henderson

**22,000**

Employees

**90+**

Cities with BCG offices across...

**\$8.6B**

Annual revenue

**500**

Many of our clients rank among the world's 500 largest corporations

**50+**

Countries around the world

# The BCG Difference

Our experts bring deep industry and functional expertise and a range of perspectives that question the status quo and spark change. We work in a uniquely collaborative model across the firm and throughout all levels of the client organization, fueled by the goal of helping our clients thrive and enabling them to make the world a better place.



## BCG

We partner with clients from the private, public, and not-for-profit sectors in all regions to identify their highest-value opportunities, address their most critical challenges, and transform their enterprises.

[→ Explore our Industries & Capabilities](#)

## Beyond Consulting

Did you know data scientists, engineers, venture architects, human-centric designers, and many others work alongside our management consultants to help our clients achieve leading-edge innovation and performance? Meet a few of our specialized teams below.

 **BCG Digital Ventures**  
Corporate Innovation & Digital Business Building

[→ Meet innovators who turn technology ideas into businesses](#)

 **BCG GAMMA**  
Advanced Analytics & Data Science

[→ Meet the team designing software and data solutions](#)

 **BCG OMNIA**  
Data & Software Solutions

[→ Meet the team transforming digital innovation](#)

 **BCG PLATINION**  
Design, Build, & Implement

[→ Meet our digital builders](#)

 **BCG HENDERSON INSTITUTE**  
Ideas Shaping the Future of Business & Society

[→ Learn about our Strategy Lab and BCG Fellows](#)

 **BrightHouse**  
**Business and Organizational Purpose**  
Purpose Excavation & Activation

[→ Learn how we help boost profits through creative consultancy](#)

 **Expand**  
Financial Decision-Support, Intelligence & Customized Research

[→ Find financial decision-support, intelligence, and customized research](#)

 **INVERTO**  
Procurement & Supply Chain Management

[→ Find industry-specific strategies, consistent implementation, and measurable results](#)

 **Centre for Public Impact**  
Nonprofit Foundation Supporting Positive Impact in Government

[→ Learn how changemakers are pioneering a new future for government](#)



### A PARTNER IN TRANSFORMATION

The most effective way to bring value to a client is to become its partner. Each project gives us the opportunity to transform the client's mindset as well as our own, thereby shaping agendas and enabling meaningful, enduring impact.

# Health Care Industry

Massive changes—including breakthroughs in digital health, the emergence of novel therapies, the rise of personalized care, and value-based care—are transforming health care. BCG helps health care organizations take action now so they can compete and thrive over the long term.

At the start of 2020, the global health care industry was already facing transformational changes driven by [shifting consumer behaviors](#), the rise of disruptive competitors, changing regulations, and new alliances and mergers. To thrive in the face of such change—and in the postpandemic world—health care leaders need to reimagine their strategies, value propositions, and organizational capabilities. Our health care consulting teams help clients do so by adopting [agile ways of working](#), accelerating innovation, advancing [digital transformation](#), evolving go-to-market strategies, and driving growth and portfolio strategy through [M&A](#). Across virtually every engagement, we help clients optimize capabilities through data, digital, and [advanced analytics](#).

## BCG's Health Care Industry Work



### Biopharma

BCG's biopharmaceuticals consulting experts support clients across every aspect of the biopharma value chain, including R&D, operations, manufacturing, commercialization, and M&A, so companies can unlock innovation and bring new medicines to market faster.



### Health Care Payers, Providers, Systems, and Services

Our health care industry consultants work with payers, providers, health systems, and services to maximize innovation, unlock new sources of revenue, and improve patient outcomes and the quality of care.



### Medical Devices and Technology

BCG's medical-technology consulting experts help clients assess their priorities and strengths across the medical-device value chain and then move decisively to innovate around operations, marketing and sales, R&D, and other core parts of the business.



### Global Health

We are working with global health organizations to launch and scale innovative interventions, fight disease, and manage overall population health.

## How BCG Supports Companies in the Health Care Industry

At BCG, we work across the health care value chain to help our clients navigate their most pressing challenges, including:

- Accelerating R&D to develop innovative therapies and diagnostics
- Advancing and delivering new treatments and health care models
- Forging cross-industry partnerships to accelerate innovation and provide access to lifesaving treatments and care
- Building supply chain resilience and improving sustainability through environmental, social, and governance goals
- Transforming next-generation commercial models through digital, data, and analytics
- Enabling health systems to promote health equity for patients and society
- Transforming and strengthening health care strategies, capabilities, and ways of working for resilience and continued growth
- Creating value through strategic mergers and acquisitions, and excellence in post-merger integrations
- Accelerating analytics, data, and digital transformation
- Building global health capabilities in many areas, including emergency preparedness, global health security, infectious diseases, epidemics, and pandemics

We do this through an unrelenting commitment to innovation, collaboration, and industry-leading expertise. At BCG, we aim to create positive change in the world—for our clients as well as for patients and society—by helping clients deliver medical breakthroughs, innovative cures, and transformative patient experiences.

## Meet Our Health Care Consulting Leadership Team



### Adam Farber

Managing Director & Senior Partner, Industry Practice Chair, Global Operating Committee Member, and Global Leader, Health Care Practice  
Boston



### Ulrik Schulze

Managing Director & Senior Partner, Global Sector Leader, Biopharmaceuticals  
Zurich



### Torben Danger

Managing Director & Senior Partner, Global Sector Leader, Medical Devices and Technology  
New York



### Sanjay Saxena

Managing Director & Senior Partner, Global Sector Leader, Health Care Payers, Providers, Systems & Services  
San Francisco - Bay Area