

COMPANY

When was Hitachi Consulting founded?

Hitachi Consulting was founded in November 2000.

Where are you located?

Our headquarters are based in Dallas, Texas. Since 2000, we expanded our geographic coverage to 15 offices across the United States as well as Spain, Portugal, United Kingdom, Japan, and India.

How many employees do you have?

We have more than 2,000 employees and are continually hiring.

How many years of experience do your employees have?

Our employees average 25 years of experience. Although the company was begun in 2000, many of our consultants have credentials covering engagements over the last 15-20 years.

Is Hitachi Consulting profitable? What are your annual revenues?

Hitachi Consulting's revenue in 2008 was more than \$310 million, and we continue to run a profitable business.

What industries do you serve?

Aerospace and Defense
Communications, Media and Entertainment
Consumer Products
Financial Services
Health Care
High-Tech Industries
Industrial Products
Oil and Gas
Public Sector

How can I find out more information about Hitachi Consulting?

Please visit hitachiconsulting.com for a deeper explanation of our products, services, and experience.

COMPETITION

With whom does Hitachi Consulting compete?

We compete with all the major consulting firms including Accenture, Deloitte, and IBM Global Services, as well as various boutique and regional firms depending on the engagement.

Why would a client turn to Hitachi Consulting instead of firms such as Accenture and Deloitte?

By the nature of our work, we already compete head-to-head with these established companies. We won't offer a blanket reason why clients have chosen Hitachi Consulting, but current clients continually tell us they appreciate the experience, integrity and passion of our consultants.

We attract the best and the brightest, both in talent and in companies with which we do business. Our consultants have an average of 15 years of process, industry and technology experience and we're able to translate that qualitatively and quantitatively to our clients' bottom line. We work with our clients to understand their business and develop solutions that meet their unique needs. In addition, we offer our clients seasoned consultants to work alongside them, who in turn transfer their deep industry, business process and application experience.

CLIENTS

What size clients do you serve?

At Hitachi Consulting, our people approach each customer with the same key elements of delivering value-based, business and IT solutions that are effective from the mid-tier space to Fortune 100. In fact, we number almost 30 percent of the Fortune 100 among our clients. With these companies, we've grown to be a valued solutions provider, often in highly specialized areas. And, they like having an alternative to some of our larger competitors.

Who are some of your key clients?

We are proud to work with companies that are known as leaders in their industries and worldwide. We work with clients from almost every industry and have delivered value-based, business and IT solutions that meet their unique needs.

Where are your clients located?

We serve global clients with operations in the United States today, and have worked in the United Kingdom, France, Japan, Mexico, and other countries. The majority of our global clients and our current business goals are focused on North America and industry groups such as consumer, manufacturing, and telecommunications. Hitachi Consulting has long-term expansion plans for selling and delivering solutions outside the U.S.

What industries are your clients in?

We work with leading companies in a broad range of industries including aerospace and defense, industrial products, consumer products, financial services, health care, high-tech industries, communications, media and entertainment, oil and gas, and public sector.

