

Market Share Analysis: Consulting Services, Worldwide, 2022

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Initiatives: [Technology Market Essentials](#)

The consulting market grew 14.0% in USD (20.1% in constant currency) to \$266.3 billion in 2022. Consulting services experienced high demand as clients continued to accelerate their digital business transformation, while increasing their reliance on external consultants due to the talent crunch.

Overview

Key Market Findings

- The consulting service market grew at an annual growth rate (AGR) of 20.1% in constant currency (CC) in 2022, up from 13.8% in 2021.
- The top 10 consulting providers remained highly acquisitive, with more than 90 acquisitions in 2022, primarily focused on adding scale and depth in the areas of sustainability, cloud and cybersecurity.
- The top 20 consulting providers collectively gained 0.9% market share in 2022, thereby increasing their share from 67.6% in 2021 to 68.5% in 2021.
- The ongoing talent crunch, coupled with lack of internal organization competencies required to execute digital business growth strategy, continued to drive demand for the use of external consultants.

Vendor Performance Highlights

- Deloitte maintained its No. 1 position and grew its consulting revenue by 21.4% in CC, marginally above the overall consulting market growth of 20.1% in CC in 2022.
- Boston Consulting Group (BCG) experienced the highest growth of 25.6% in CC of the top 10 consulting providers on consulting revenue of over \$11 billion in 2022.
- There was no change in market share ranking among the top 10 in 2022. However, the market shares of KPMG, IBM and Booz Allen Hamilton contracted marginally on lower-than-market-rate growth.

Market Share Data

Figure 1 shows the geographic revenue for the top five consultancies. The leading players in the global consulting market generate the bulk of their consulting revenue from North America and Western Europe, which accounted for 48.3% and 28.5% of the worldwide consulting services market, respectively, in 2022.

Combining analysis of published financial results with Gartner's estimates of each vendor's business capabilities enables Gartner to publish the estimated numbers in this document. Gartner gave all vendors the opportunity to validate this analysis.

Figure 1: Top Five Consulting Services Providers, Worldwide, 2022

Top Five Consulting Services Providers, Worldwide, 2022

Revenue (Millions of U.S. Dollars)



Source: Gartner (June 2023)

Note: The value and size of the bubbles represent 2022 revenue (millions of U.S. dollars), and the color coding represents positive or negative year-over-year change. A green bubble represents positive change and a red bubble represents negative change.

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In 2022, the top 10 consultancies held 59.7% market share (see Table 1), representing an increase of 0.8% compared with the market share held by the same group in 2021 (58.9%). The consulting market is much more consolidated than the overall IT services market, where the top 10 providers account for just 26.5%.

Table 1: Top 10 Consulting Providers by Revenue, Worldwide, 2022 (Millions of U.S. Dollars)

(Enlarged table in Appendix)

2021 Rank	2022 Rank	Change in Rank	Vendor	2021 Consulting Revenue	2022 Consulting Revenue	2021 Market Share (%)	2022 Market Share (%)	AGR	AGR in CC
1	1	-	Deloitte	29,161	33,653	12.5%	12.6%	15.4%	21.4%
2	2	-	PwC	24,024	27,991	10.3%	10.5%	16.5%	22.3%
3	3	-	EY	21,767	25,109	9.3%	9.4%	15.4%	21.5%
4	4	-	KPMG	15,479	17,167	6.6%	6.4%	10.9%	18.1%
5	5	-	McKinsey & Company	13,439	15,898	5.8%	6.0%	18.3%	23.4%
6	6	-	Accenture	11,440	13,271	4.9%	5.0%	16.0%	22.8%
7	7	-	Boston Consulting Group (BCG)	9,303	11,104	4.0%	4.2%	19.4%	25.6%
8	8	-	Bain & Company	5,517	6,563	2.4%	2.5%	19.0%	24.4%
9	9	-	Booz Allen Hamilton	3,826	4,410	1.6%	1.7%	15.2%	15.2%
10	10	-	IBM	3,577	3,871	1.5%	1.5%	8.2%	15.5%
			Other IT Services Providers	96,011	107,307	41.1%	40.3%	11.8%	17.9%
			Total Market	233,545	266,343	100.0%	100.0%	14.0%	20.1%

Note: Columns may not add to totals shown because of rounding. AGR = annual growth rate; CC = constant currency

Source: Gartner (June 2023)

Table 2 shows the revenue performance of the top 10 business consulting providers in 2022.

Table 2: Top 10 Business Consulting Providers by Revenue, Worldwide, 2022 (Millions of U.S. Dollars)

(Enlarged table in Appendix)

2021 Rank	2022 Rank	Change in Rank	Vendor	2021 Consulting Revenue	2022 Consulting Revenue	2021 Market Share (%)	2022 Market Share (%)	AGR	AGR in CC
1	1	-	Deloitte	17,569	20,222	13.7%	13.8%	15.1%	21.1%
2	2	-	EY	17,143	19,786	13.4%	13.5%	15.4%	21.6%
3	3	-	PwC	16,661	19,428	13.0%	13.3%	16.6%	22.4%
4	4	-	KPMG	13,080	14,423	10.2%	9.8%	10.3%	17.4%
5	5	-	McKinsey & Company	10,196	12,073	8.0%	8.2%	18.4%	23.6%
6	6	-	Boston Consulting Group (BCG)	7,605	9,084	6.0%	6.2%	19.4%	25.7%
7	7	-	Accenture	5,543	6,463	4.3%	4.4%	16.6%	23.4%
8	8	-	Bain & Company	4,735	5,622	3.7%	3.8%	18.7%	24.1%
9	9	-	Grant Thornton	2,126	2,314	1.7%	1.6%	8.8%	14.8%
10	10	-	Oliver Wyman	2,028	2,235	1.6%	1.5%	10.2%	15.2%
			Other IT Services Providers	31,116	34,923	24.3%	23.8%	12.2%	18.2%
			Total Market	127,803	146,572	100.0%	100.0%	14.7%	20.7%

Note: Columns may not add to totals shown because of rounding. AGR = annual growth rate; CC = constant currency

Source: Gartner (June 2023)

Table 3 shows the revenue performance of the top 10 technology consulting providers in 2022.

Table 3: Top 10 Technology Consulting Providers by Revenue, Worldwide, 2022 (Millions of U.S. Dollars)

(Enlarged table in Appendix)

2021 Rank	2022 Rank	Change in Rank	Vendor	2021 Consulting Revenue	2022 Consulting Revenue	2021 Market Share (%)	2022 Market Share (%)	AGR	AGR in CC
1	1	-	Deloitte	11,592	13,431	11.0%	11.2%	15.9%	21.9%
2	2	-	PwC	7,363	8,563	7.0%	7.1%	16.3%	22.0%
3	3	-	Accenture	5,897	6,808	5.6%	5.7%	15.5%	22.2%
4	4	-	EY	4,624	5,323	4.4%	4.4%	15.1%	21.3%
5	5	-	McKinsey & Company	3,243	3,825	3.1%	3.2%	18.0%	23.1%
8	6	▲ 2	Booz Allen Hamilton	2,679	3,081	2.5%	2.6%	15.0%	15.0%
6	7	▼ 1	Leidos	2,867	3,061	2.7%	2.6%	6.8%	7.6%
7	8	▼ 1	IBM	2,862	3,054	2.7%	2.6%	6.7%	14.0%
9	9	-	Microsoft	2,467	2,806	2.3%	2.3%	13.7%	19.2%
10	10	-	KPMG	2,398	2,744	2.3%	2.3%	14.4%	21.8%
			Other IT Services Providers	59,750	67,075	56.5%	56.0%	12.3%	18.7%
			Total Market	105,742	119,771	100.0%	100.0%	13.3%	19.3%

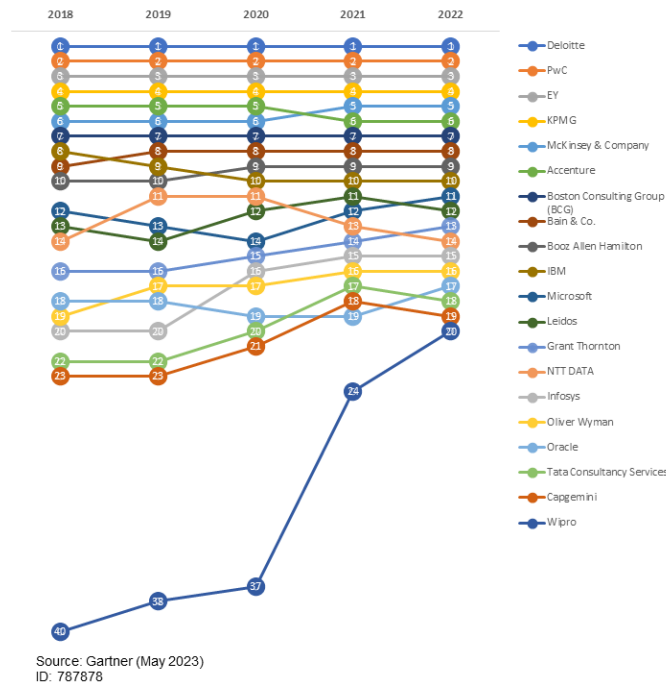
Note: Columns may not add to totals shown because of rounding. AGR = annual growth rate; CC = constant currency

Source: Gartner (June 2023)

Overall Market Segment Performance Analysis

Using the 2022 market share data, along with historical market share publications, Gartner has analyzed the market share ranking movements over the course of the past five years for the current top 20 consulting providers (see Figure 2). There has not been any significant changes in market share rankings for the top 10 consulting providers from 2018 through 2022. However, Wipro stands out the most among the top 20 consulting providers in terms of gain in market share rankings, moving up from No. 40 rank in 2018 to No. 20 in 2022, with the highest gain from No. 37 rank in 2020 to No. 24 in 2021, primarily due to the acquisition of Capco.

Figure 2: Top 20 Consulting Services Providers' Historical Market Share Ranking Positions



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Sustainability Was One of the Largest Focus Areas for M&As Among Consulting Providers

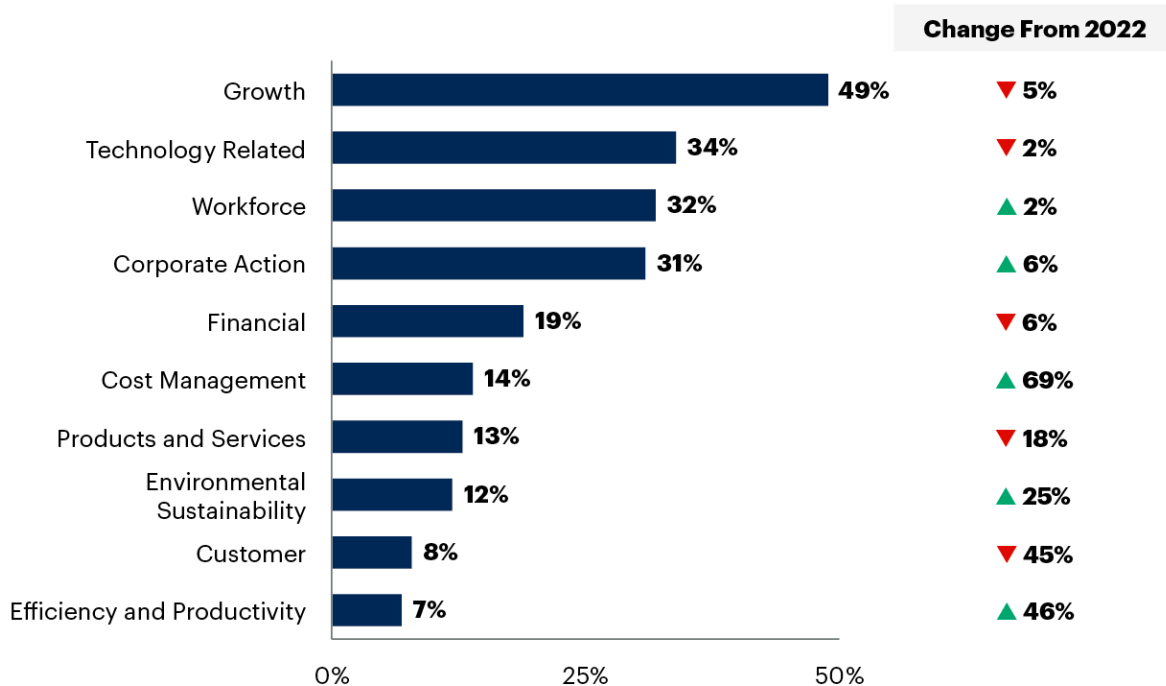
Global consulting providers continue to invest in their sustainability consulting offerings. Over the past two years, the top 10 consulting providers, including Accenture, BCG, Deloitte, EY, IBM and McKinsey & Company, have made over 10 acquisitions collectively in the area of sustainability. In addition, they have all been aggressively recruiting sustainability experts to add scale and skills (see [Winning in the Talent-Constrained Sustainability Consulting Market](#)). Sustainability is trending up in executive agendas around the world and across industry verticals. As per the 2023 Gartner CEO and Senior Business Executive Survey, environmental sustainability is gaining importance. Thus, sustainability is establishing its tenure in the list of top 10 strategic business priorities for CEOs for 2023 and 2024, with 12% of the respondents naming it as one of their top three priorities (see Figure 3). This indicates that CEOs are responding to stakeholder expectations and see sustainability as a growth opportunity. Gartner predicts that, by 2026, environmental sustainability will be a higher CEO strategic business priority than the technology-related category.

We predict CEOs will not merely respond to customer, investor and regulator demands, but also seize on sustainability as a transformational change catalyst to yield productivity improvement through waste reduction, product innovation, climate adaptation and employee and customer engagement (see [2023 CEO Survey – The Pause and Pivot Year](#)).

Figure 3: CEO Strategic Business Priorities for 2023 and 2024 – Top 10

CEO Strategic Business Priorities for 2023 and 2024 - Top 10

Summary of Top Three Mentions, Coded Responses



n = 422, all respondents

Q. To start, please tell us about your organization's top 5 strategic business priorities for the next 2 years (2023/2024).

Source: 2023 Gartner CEO and Senior Business Executive Survey

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Sustainability is the new digital. The two concepts are closely intertwined (see [Use Digital to Achieve Sustainability Goals](#)). According to the 2022 Gartner Digital Business Buying Behavior Survey, a similar share of IT services buyers (26% each) reported “digital disruption” and “environmental, health and safety (EHS) and sustainability” as key external trends in shaping their organization’s business strategy. Further, 35% of the IT services buyers indicated that their organization sought to achieve digital business or digital transformation ambitions by investing in sustainability services (see Figure 4).

We analyzed the use of the terms “digital” and “sustainability” for the past 12 years in response to the annual Gartner CEO and Senior Business Executive Survey question about CEOs’ top five strategic priorities. Our analysis shows the rise of CEO use of the term “digital” over that decade. It also shows the more recent rise of their use of the term “sustainability,” indicating that there is a possibility of sustainability matching digital as a growth opportunity in the minds of CEOs — in the next year or two (see [2023 CEO Survey – The Pause and Pivot Year](#)).

Figure 4: Business Outcomes Sought by Investing in Sustainability Services

Business Outcomes Sought by Investing in Sustainability Services
Maximum 5 Responses Allowed



n = 788; All IT services buyers who have bought or are planning to buy sustainability services, excluding “none of the above”
F23: Which of these are the five most important business outcomes your organization is seeking to achieve by investing in sustainability services?
Source: 2022 Gartner Digital Business Buying Behavior Survey
ID: 787878

Growth in Demand for Consulting Services Continued to Be Fueled by Digital Business Acceleration

The continued rush to digital is confirmed by the evidence that end users have increased and plan to continue to increase their reliance on consulting providers to achieve their digital ambitions. End-user organizations across the board have brought forward their digital business transformation plans by at least five years as a survival plan to adapt to a future postpandemic world. According to the 2023 Gartner CIO and Technology Executive Survey, respondents expect the overall IT budget to increase by 5.1%, on average, in 2023, up from 3.6% expected in 2022. Demand for growth from digital business is an important driver of this increase (see [Market Opportunity Map: IT Services, Worldwide](#)). However, the buyer priorities will change (that is, going forward, the buyers will shift their top priorities to improving operational efficiency and productivity, and increasing business agility). It is a notable change from the steadfast focus on transformation and innovation to meet demand seen in 2021 and early 2022 (see [IT Services Spending Will Grow in 2023 Despite Economic Turbulence — Here's Why](#)).

When asked which business outcome was more important to their organization, 69% of IT services buyers to Gartner's 2022 Digital Business Buying Behavior Survey chose "digital business models," while only 31% chose "traditional business models." This represents a significant shift from only two years ago, when the results were an even 50/50 split in the 2020 Gartner End-User IT Services Survey.

Further, despite facing economic headwinds, 70% of buyers plan to increase their IT services spending over the next year. This indicates that the multiyear trend of increased demand driven by spending on digital business is continuing, and is even accelerating for many buyers (see Note 1). However, buyers that have had reasonable success with digital business acceleration in the past are moving ahead, while those that are struggling are at a risk of pulling back. For example, the 26% of IT services buyers who predicted that their organizations' revenues would either decrease or stay the same over the next year were much less likely to say they were planning to increase spending on IT services.

The Ongoing “Talent Crunch” Further Increased Organizations’ Reliance on External Consultants

The persistent talent crunch continued to drive organizations to engage with external advisors to achieve their accelerated digital business transformation plans as opposed to doing the work themselves (see [Quick Answer: Do All of the Layoffs of Tech Talent Mean That the Talent Crunch Is Over?](#)). In the 2022 Gartner Digital Business Buying Behavior Survey, 27% of IT services buyers indicated “lack of internal/in-house digital talent and skills” as one of the top things holding back organizations from achieving their digital business ambitions (see [IT Services Spending Will Grow in 2023 Despite Economic Turbulence – Here’s Why](#)).

Most organizations’ digital business ambitions are a combination of both optimization (using digital technologies and approaches to improve existing business models) and transformation (fundamentally changing the business model to generate net new digital revenue). When it comes to digital business optimization, what stands out the most from the survey data is buyers’ emphasis on improving employee productivity and existing revenues. Faced with a talent crunch, inflation and economic uncertainty, buyers are turning to consulting providers for help in generating increased revenues, both from new and existing business models, products, and services.

The second important thing to note from the survey data is the internal benefits that buyers expect from their investments in digital business. From an internal benefits perspective, the biggest take-away from the survey data is the focus on employees (see Figure 5). This reflects the reality faced by most buyers in the past two years, as buyers have struggled to attract, retain, motivate and engage their employees (see [To Capture Increasing Spending, IT Services Providers Must Address Buyers’ Top Priorities](#)).

Figure 5: Buyers' Top Expected Benefits From Digital Business Investments, Internal

Buyers' Top Expected Benefits From Digital Business Investments, Internal

Source: Gartner
ID: 787878

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Asset-Based Services Will Augment Consulting Providers' Ability to Deliver Client Value

IT services buyers are increasingly recognizing the value of an asset-/platform-based approach to value creation and delivery since it can help them achieve their goals faster. In the 2022 Gartner Digital Business Buying Behavior Survey, IT services buyers rated “most effective use of prebuilt assets/tools/platforms” as the most important consideration in a consulting provider (up from No. 3 two years ago) (see Figure 6). Further, asset-based services (ABS) augment consulting providers' skills and/or automate their expertise, creating client value through a combination of expertise and the functionality of the assets (see [IT Services Tech CEOs Must Improve How They Manage and Monetize Assets](#)).

Figure 6: IT Services Buyers' Top Considerations in Choosing a Provider

IT Services Buyers' Top Considerations in Choosing a Provider

Mean Index Score



n = 799 all IT services buyers

Q: Of this list, which is the most important and which is the least important consideration in a consulting or outsourcing service provider?

Source: 2022 Digital Business Buying Behavior Survey

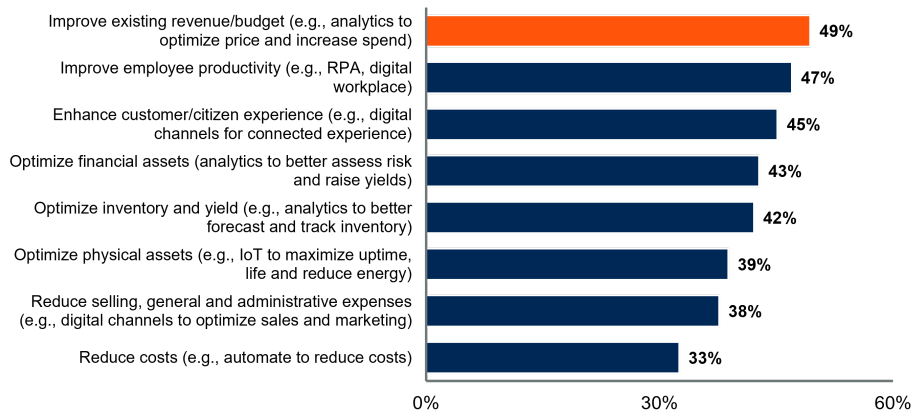
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According to the 2022 Gartner Digital Business Buying Behavior Survey, 85% of IT services buyers indicated their organization will more likely choose a consulting provider that offers an asset-based approach instead of a provider that only offers a traditional approach based on labor. Further, 49% of IT services buyers sought to improve existing revenue as one of the topmost digital business optimization outcomes (see Figure 7). Fifty-three percent sought to launch net new digital products and services (see Figure 8) as one of the topmost digital business transformation outcomes from the purchase of asset-based services as they deal with macroeconomic headwinds.

Figure 7: Digital Business Optimization Outcomes Sought From Purchase of Asset-Based Services

Digital Business Optimization Outcomes Sought From Purchase of Asset-Based Services
Maximum of Five Responses Allowed

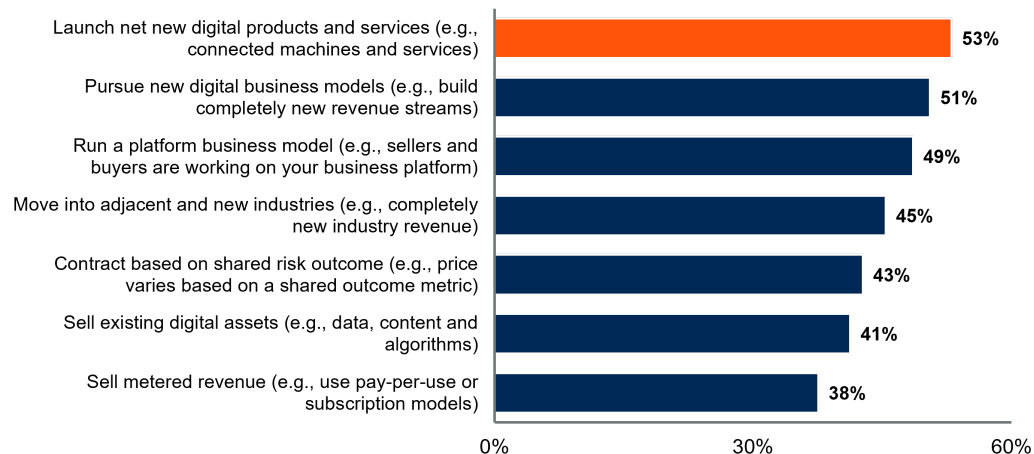


n = 760; All IT services buyers who have purchased, are planning to purchase, or evaluating asset-based services, excluding "none of the above"
Q. Which Digital Business Optimization outcomes were/are you seeking to achieve from the asset-based services you purchased/are planning to purchase?
Source: 2022 Gartner Digital Business Buying Behavior Survey
ID: 787878

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Figure 8: Digital Business Transformation Outcomes Sought From Purchase of Asset-Based Services

Digital Business Transformation Outcomes Sought From Purchase of Asset-Based Services
Maximum of Five Responses Allowed



n = 756; All IT services buyers who have purchased, are planning to purchase, or evaluating asset-based services, excluding "none of the above"
Q. Which digital business transformation outcomes were/are seeking to achieve from the asset-based services you purchased/are planning to purchase?
Source: 2022 Gartner Digital Business Buying Behavior Survey
ID: 787878

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Top Vendors Analyzed

Deloitte

Deloitte continued to be the No. 1 consulting service provider while also retaining its No. 1 rank in business consulting and technology consulting services globally in 2022. Deloitte's consulting revenue grew by 21.4% in constant currency in 2022, marginally above the overall consulting market growth of 20.1% in constant currency. Deloitte generated \$33.7 billion in annual consulting revenue, with market share of 12.6% in 2022. Around 55% of Deloitte's consulting business comes from the U.S. (46.5% of total consulting) and the U.K. (8.7% of total consulting) markets. Deloitte's consulting business experienced the highest growth in constant currency in its Middle East and North Africa business that grew by 49.4% in constant currency, followed by Greater China (includes China, Hong Kong and Taiwan), which grew by 24.5% in constant currency. Deloitte's primary industry verticals in consulting are banking and investment services (20.6% of total consulting), manufacturing and natural resources (15.5% of total consulting), and government (15.4% of total consulting).

Deloitte also remained the largest security consulting service provider in 2022, growing by 15.8%. Deloitte provides consulting in business transformation services, including strategy, operations, human capital management, marketing, customer engagement, risk management, security, and financial management. In 2022, it made several acquisitions, including Dextra Technologies, PRGATE, SFL Scientific, Nubik, AE Cloud Consultants and Carbon Care Asia, aligned with the areas of product engineering, digital content production, data science and AI, digital transformation, cloud, and sustainability.

PwC

PwC maintained its market share position as the No. 2 provider of consulting services globally in 2022. Breaking this down to a more granular level, PwC ranks No. 2 in the technology consulting and No. 3 in the business consulting markets globally. PwC's consulting revenue grew 22.3% in constant currency in 2022, slightly above the overall consulting market growth of 20.1% in constant currency. PwC had a 10.5% consulting market share and generated \$28.0 billion in annual consulting revenue in 2022. PwC's security consulting business accounted for about 10% of its consulting revenue and grew 8.4% in U.S. dollars in 2022. More than 50% of PwC's consulting revenue is in a combination of the U.S. (44.9% of total consulting) and the U.K. (9.1% of total consulting) markets. PwC's largest industry verticals in consulting are banking and investment services (20.2% of total consulting), communications, media and services (14.8% of total consulting), and healthcare and life sciences (14.4% of total consulting).

The New Equation strategy, which seeks to align PwC's investments and member firm focus to client values, contributed to PwC's strong growth in 2022. In its fiscal year 2022 (1 July 2021 through 30 June 2022), PwC invested \$3.1 billion in training and development of its people, new products and services and in building its capabilities in key areas. In 2022, PwC made several acquisitions, including Sagence, Netrovert's cloud business, eilersconsulting, ID-Consult, Stratus360 and Greenwoods & Herbert Smith Freehills, focused in the areas of data analytics, cloud, supply chain and operations, sales force implementation, and financial services.

EY

EY grew its consulting revenue by 15.4% in U.S. dollars (21.5% in constant currency) to reach \$25.1 billion in 2022. EY maintained its No. 3 spot in the global consulting market, with a 9.4% share in 2022. More than 50% of EY's consulting revenue comes from the U.S. and the U.K. markets (42.9% and 9.5% of total consulting, respectively). In 2022, EY's consulting business grew by double digits in constant currency in all regions except Greater China, where it grew by 5.8% in constant currency. EY's largest industry verticals in consulting are banking and investment services (26.1% of total consulting), manufacturing and natural resources (23.2% of total consulting), and communications, media and services (14.6% of total consulting). EY grew its consulting business by double digits in constant currency in all industry verticals in 2022.

EY's consulting organization is structured across three pillars: business consulting, technology consulting and people consulting. The business consulting practice offers capabilities across the transformation spectrum, including enterprise risk, technology risk, finance, and supply chain and operations. The technology consulting practice provides data and analytics, cybersecurity, digital and emerging technologies, technology solution delivery and technology transformation, while the people consulting practice is at the core of the services or solutions, offering workforce and integrated mobility consulting. Moreover, a portion of EY's consulting business comes from its transactions organization, EY-Parthenon, which has strong digital capabilities, enabled via assets that help in value creation for private equity, restructuring and transactions for global corporations. In September 2021, EY announced a three-year expansion plan and a combined investment of \$10 billion between FY22 and FY24, which supports the EY NextWave strategy launched in FY20, to further expand its capabilities. As part of this plan, EY invested \$3.2 billion in FY22 in audit quality, innovation, technology and people. EY will continue to focus on new and emerging technology, including AI, machine learning and predictive analytics, and extend the range of digital offerings and services through a diversified ecosystem of strategic alliances.

In April 2023, EY announced its decision to cancel its “Project Everest,” originally planned as a means to garner broader IT services growth by spinning off its consulting and tax businesses from audit business. In 2022, EY made a number of acquisitions, including Red Moki, AFARA, Fabernovel and FreshWorks Studio, focused in the areas of ServiceNow, sustainability, digital transformation, and design and development.

KPMG

KPMG maintained its No. 4 spot in the global consulting market and grew its consulting revenue by 10.9% in U.S. dollars (18.1% in constant currency) to reach \$17.2 billion in 2022. KPMG derives over 45% of its consulting revenue from three of its largest markets – the U.S. (27.8% of total consulting), China (9.8% of consulting total) and the U.K. (9.1% of total consulting). In 2022, KPMG grew its consulting revenue by double digits in constant currency in all regions except Eastern Europe, where it saw a decline of 2.2% in constant currency. KPMG’s primary industry verticals in consulting include communications, media and services (24.4% of total consulting), banking and investment services (19.5% of total consulting), and government (16.1% of total consulting). In 2022, KPMG grew its consulting revenue by double digits in constant currency in all verticals.

KPMG seeks to stimulate technology innovation, explore data-driven technologies and apply design thinking for business model innovation through its Lighthouse Centers of Excellence, several global alliances and co-innovation initiatives with clients in its Ignition Centers. KPMG also continues to drive its \$5 billion investment plan over the next five years, announced in December 2019, to invest in technology, people and innovation. During its FY21, KPMG launched a new global delivery network (KPMG Delivery Network [KDN]) to provide large-scale, cross-functional capabilities across all three functions (tax and legal services, audit, and advisory). In 2022, KPMG acquired FMBT, DayOne Consulting, Fortica and KMCS, to scale capabilities in the areas of cloud, technology, finance and risk, as well as cost and project management.

McKinsey & Company

McKinsey & Company retained its position as the fifth largest consulting service provider globally in 2022 and grew its consulting revenue by 18.3% in U.S. dollars (23.4% in constant currency) to reach \$15.9 billion in 2022. McKinsey & Company increased its market share in the global consulting market to 6.0% in 2022 from 5.8% in 2021. More than 56% of McKinsey & Company's consulting revenue comes from the U.S. (55.7% of total consulting), followed by Germany (6.1% of total consulting) and the U.K. (4.9% of total consulting). McKinsey & Company saw a decline in its consulting revenue in constant currency in the Middle East and North Africa and Sub-Saharan Africa businesses. McKinsey & Company serves clients in all major industries, with its highest revenue contribution in consulting in banking and investment services (25.5% of total consulting), manufacturing and natural resources (19.4% of total consulting), and retail (13.0% of total consulting). It saw double-digit growth in constant currency in consulting in all industry verticals.

McKinsey & Company offers primarily strategy and operations consulting services. Through its McKinsey Digital practice, McKinsey & Company helps clients utilize data and artificial intelligence, modernize core technology and capitalize on new technology, optimize and automate operations, fuel digital growth, create digital experiences, and build digital talent and culture. In 2022, McKinsey & Company made five acquisitions, primarily focused in the areas of supply chain (SCM Connections), data strategy and design (Caserta), product engineering (IncepTech), digital commerce (LOBO) and Salesforce (S4G Consulting).

Accenture

Accenture's global consulting revenue grew by 16.0% in U.S. dollars (22.8% in constant currency), generating \$13.3 billion in annual consulting revenue in 2022. Accenture ranks No. 6 in consulting overall. Breaking this down to a more granular level, Accenture ranks No. 3 in technology consulting and No. 7 in business consulting. More than 60% of Accenture's consulting revenue comes from the U.S. (47.0% of total consulting), Japan (8.4% of total consulting) and the U.K. (8.0% of total consulting). In 2022, Accenture's consulting business experienced double-digit growth in constant currency in all countries except the Rest of Eastern Europe, where it saw a decline of 5.4% in constant currency. Its highest growth in consulting, from a country perspective, with over 30.0% in constant currency, was from its Saudi Arabia, Colombia, India and China businesses. Accenture's largest industries in consulting are communications, media and services (19.4% of total consulting); manufacturing and natural resources (13.2% of total consulting); and banking and investment services (13.1% of total consulting).

Accenture moved up one market share position to become the third largest provider of security consulting services globally, growing by 45.0% in 2022. In April 2022, Accenture announced that it has rebranded Accenture Interactive, its advertising and marketing services arm, as Accenture Song. The move consolidated over 40 of its acquisitions from over the past decade under a single name to strengthen synergies in product innovation, experience design, marketing and commerce, except for Droga5. Droga5 continues to operate under its own brand name. A broad talent base in Accenture Song, combined with its Applied Intelligence and Industry X networks embedded across its services, enables Accenture to deliver digital services at global scale. Accenture's consulting practices provide industry-specific consulting services, and functional and technology consulting services. Its functional and consulting services include finance and enterprise value, supply chain and operations, talent and organization, customer and sales, technology strategy and advisory, and leadership and enterprise strategy.

Accenture remained highly acquisitive, compared with its competitors, investing \$3.4 billion in acquisitions, and \$1.1 billion in R&D in assets, platforms, and industry solutions in its FY22. Focus remained on adding geographic and industry breadth and creating new digital products and services, with over 20 acquisitions in 2022. These acquisitions included Romp, the Beacon Group, akzente, Avieco, Ergo and Alfa Consulting, primarily in the areas of strategy consulting, sustainability, data and AI, as well as supply chain capabilities.

Boston Consulting Group

Boston Consulting Group (BCG) grew its consulting revenue by 19.4% in U.S. dollars (25.6% in constant currency) to \$11.1 billion in 2022, making it the fastest-growing consulting provider among the top 10 consulting providers. BCG increased its consulting market share to 4.2% in 2022 from 4.0% in 2021. From a geographic perspective, Gartner estimates that BCG derives over 60% of its consulting revenue from the U.S. (47.9% of total consulting), Germany (8.8% of total consulting) and the U.K. (6.4% of total consulting). BCG experienced growth in its consulting revenue in constant currency in all regions, except Greater China and Sub-Saharan Africa. BCG's largest client industries by consulting revenue are banking and investment services (27.2% of total consulting), manufacturing and natural resources (17.7% of total consulting), and retail (12.3% of total consulting).

BCG launched a new global Center for Climate & Sustainability Policy & Regulation and new Centers for Climate & Sustainability in India, Southeast Asia, and Sydney to support innovation, impact and thought leadership across all sectors. These centers further add to its Climate & Sustainability and Social Impact services aimed at helping clients with sustainable product and service innovation. In 2022, BCG acquired Quantis, Formation and Wingg, primarily focused in the areas of sustainability, data science, AI and machine learning.

In 2022, BCG also launched BCG X, a tech build and design unit bringing together nearly 3,000 technologists, entrepreneurs, scientists, programmers, engineers and designers.

BCG and BCG X bring together strategy consulting and tech to accelerate digital transformations through the following:

- X AI & Software: To build AI and digital systems to transform core businesses
- X Deep Tech: To solve client challenges with the application of technologies, grounded in physical science, digital capabilities, AI and Web3
- X Design: To combine the qualitative and quantitative elements of behavioral, human-centered design to drive insights and ideas
- X Digital Growth: To scale opportunities and accelerate performance and growth through digital marketing
- X Green Tech: To harness green tech expertise and methodology to build businesses for a net-zero economy
- X Ventures: To apply an end-to-end approach to build and launch stand-alone and new core businesses.

Bain & Company

Bain & Company increased its consulting revenue by 19.0% in U.S. dollars (24.4% in constant currency) to \$6.6 billion in 2022, giving it the second-highest growth among the top 10 consulting providers. Bain & Company retained its position as the eighth largest consulting provider, with a market share of 2.5% in 2022. The majority of Bain's consulting revenue is derived from its two largest markets, North America (52.3% of total consulting) and Western Europe (26.4% of total consulting). Bain & Company's consulting business experienced growth in constant currency in 2022 in all regions, except Eastern Europe, where it saw a decline of 13.1% in constant currency. Bain & Company serves a broad set of client industries. It has an outside presence in consulting in manufacturing and natural resources (28.0% of total consulting), banking and investment services (26.5% of total consulting), and communications, media and services (14.3% of total consulting).

In recent years, Bain has increased its digital business consulting, spanning advanced analytics, automation, enterprise technology, partnership ecosystem, digital marketing, new business innovation, and product and experience innovation, helping to better support its digital transformation services. Vector, Bain's integrated "Digital Delivery platform," brings together people, processes, technologies, and ecosystem partnerships to help clients design, build and scale digital businesses. Vector is an umbrella structure that brings together three main practices. The first is Bain & Company's Enterprise Technology practice, which is focused on delivering foundational enterprise technology to support clients' digital business ambitions, typically as part of a broader transformation program. The other two practices, Advanced Analytics, and Innovation & Design, are focused on digital use-case services that build on that foundation. In 2022, Bain & Company made four acquisitions, primarily focused in the areas of supply chain (Proxima and ArcBlue), advanced analytics (Spike) and management (Areté Advisors) consulting.

Booz Allen Hamilton

Booz Allen Hamilton increased its consulting revenue by 15.2% in both U.S. dollars and constant currency to reach \$4.4 billion in 2022. This is slightly higher than the 14.0% growth rate of the overall consulting market in U.S. dollars. Booz Allen Hamilton's share of the consulting market increased slightly to 1.7% in 2022 from 1.6% in 2021. It retained its position as the ninth largest consulting provider in 2022. The divergence of Booz Allen Hamilton's revenue performance from other top consulting providers is primarily a function of the unique nature of its primary client industry, the U.S. federal government. About 97.5% of Booz Allen Hamilton's consulting business is focused in North America, almost exclusively in the public sector.

Booz Allen Hamilton's main consulting offerings include strategy and change management; information technology strategy and services; scenario analysis and planning; human capital management; and logistics, procurement, and program management. In 2022, Booz Allen Hamilton acquired EverWatch to accelerate Booz Allen Hamilton's national security contract growth aligned with its Velocity, Leadership and Technology (VoLT) strategy. In addition, Booz Allen Hamilton divested its strategy consulting business serving the Middle East and North Africa (MENA) region to Oliver Wyman and its commercial Managed Threat Services (MTS) business to Security On-Demand in 2022.

IBM

IBM increased its consulting revenue by 8.2% (see Note 2) in U.S. dollars (15.5% in constant currency) to reach \$3.9 billion in 2022. IBM maintained its position as the 10th largest provider of consulting services globally, with a market share of 1.5% in 2022. The growth in IBM's consulting revenue was driven by demand for digital transformation services supported by hybrid cloud and strategic partnerships. In 2022, IBM made several acquisitions, primarily focused in the areas of cloud, sustainability, digital transformation, telecom, hybrid cloud and AI capabilities.

More than 65% of IBM's consulting revenue is focused in two of its largest markets, North America (38.8% of total consulting) and Western Europe (27.1% of total consulting). IBM experienced growth in its consulting revenue in constant currency in all regions except Latin America, where it saw a decline of 12.5% in constant currency. IBM saw strong growth in Greater China (39.5% in constant currency), Mature Asia/Pacific (34.7% in constant currency), Sub-Saharan Africa (30.4% in constant currency) and Japan (16.7% in constant currency), all of which grew above IBM's overall consulting growth of 15.5% in constant currency. IBM's largest industry verticals in consulting include banking and investment services (21.8% of total consulting), communications, media and services (21.3% of total consulting), and government (11.3% of total consulting).

Most consulting services are delivered through IBM Consulting (formerly IBM Global Business Services), particularly by IBM Consulting's Business Transformation Services unit. IBM offers business and technology consulting services spanning business design, business process operations, cognitive and analytics, Internet of Things (IoT), mobility, blockchain, and customer experience. Additional technology consulting, especially related to cloud architectures and migration, is provided by the Hybrid Cloud Services unit.

Mergers and Acquisitions

The top 10 consulting providers made more than 90 acquisitions in 2022 (see Table 4). Sustainability, cloud and cybersecurity were three of the largest focus areas for digital acquisition investment.

In prior years, the top providers focused heavy investment to bring design skills and round out capabilities by purchasing digital design and innovation firms. However, in 2022, only eight such firms were acquired: two by Accenture into its Accenture Interactive practice (renamed to Accenture Song), three by Deloitte, and one each by Bain, EY and McKinsey & Company, respectively. Instead, providers chose to scale capabilities to create the pathway from consulting to implementation services with expertise in Salesforce, ServiceNow and Microsoft, and in core functions like supply chain. The U.S., with a total of 20 acquisitions, led M&A activity, followed by Canada (13 acquisitions) and Australia (11 acquisitions).

Table 4: Acquisitions by the Top 10 Worldwide Consulting Providers in 2022
(Enlarged table in Appendix)

Buyer	Acquired Company	Year Period	Primary Consulting Capability	Additional Capabilities Acquired
Accenture	PRGtech	2022	Customer Intelligence	Australia
Accenture	Alphamont	2022	Building	Austria
Accenture	Overbridge Consulting Group	2022	Cloud	U.S.
Accenture	World Class Manufacturing Systems of Polystyrene	2022	Manufacturing and Supply Chain	Italy
Accenture	Wipro	2022	Custom Services	Indonesia
Accenture	The Beacon Group	2022	Strategy	U.S.
Accenture	Business of Service in the Netherlands, Belgium and Ireland	2022	Cloud	Netherlands, Belgium and Ireland
Accenture	Capgemini-Indegene	2022	Sustainability	U.K.
Accenture	Multi-Stage Partners	2022	Supply Chain	U.S.
Accenture	Capgemini Business	2022	Manufacturing and R&D	Canada
Accenture	The Dublin	2022	Digital Commerce	U.S.
Accenture	Young & Rubicam (Y&R)	2022	Strategy	U.K.
Accenture	Telia	2022	Cloud	Israel
Accenture	Service & Support	2022	Digital Transformation	Canada
Accenture	Digital engineering and design engineering of T-Mobile US	2022	Digital Engineering	U.S.
Accenture	ProvenSA	2022	Design and Engineering	Canada
Accenture	Access Networks	2022	Network Services Management	U.S.
Accenture	Greenleaf	2022	Sustainability	Japan
Accenture	akbion	2022	Sustainability	Germany
Accenture	Exp	2022	Data and AI	Argentina
Accenture	Amico	2022	Sustainability	U.K.
Accenture	AT&T TDS	2022	Network Services	France
Accenture	ATA Consulting	2022	Strategy	Spain
Bank & Company	Proxima	2022	Procurement	U.K.
Bank & Company	Arctice	2022	Procurement	Australia
Bank & Company	Spire	2022	Advanced Analytics	U.S.
Bank & Company	Avant Advisors	2022	India	India
Bank & Company	Capgemini	2022	Consultancy	U.S.
Bank & Company	Quintix	2022	Sustainability	Netherlands
Bank & Company	Formation	2022	AI and Machine Learning	U.S.
Bank & Company	Wings	2022	Data and Analytics	Israel
Deloitte	MARIS	2022	Cybersecurity	U.S.
Deloitte	PAICS	2022	Infrastructure Engineering	Netherlands
Deloitte	Hydrex	2022	Cybersecurity	Australia
Deloitte	Alphact Group	2022	Cybersecurity	Australia
Deloitte	UPC Quantis	2022	Insurance	U.S.
Deloitte	The EY Group	2022	Learning and Development	Australia
Deloitte	NALM	2022	Digital Transformation	Canada
Deloitte	Strive Consulting	2022	Testing and Quality Engineering	Canada
Deloitte	PSGATE	2022	Digital Marketing	South Korea
Deloitte	AT&T Consulting	2022	Cloud	Canada
Deloitte	Integrated Corporate Services (ICS)	2022	Government	Hong Kong
Deloitte	Verdify	2022	Data Science and Machine Learning	Australia
Deloitte	MBE Insight	2022	Market Research and Analytics	Canada
Deloitte	Enviigo	2022	Services	Australia
Deloitte	Multi-Platform Systems	2022	Printing	Netherlands
Deloitte	Core Software	2022	Data and AI	Israel
Deloitte	Alberici Digital New York Office and Vermont	2022	Digital Experience	Australia
Deloitte	Napstad	2022	Media	U.S.
Deloitte	THC Solutions (THC)	2022	Sustainability	Hong Kong
Deloitte	Capital One Bank (CIB)	2022	Product Engineering	U.S.
Deloitte	Devco Technologies	2022	Product Engineering	U.S.
EY	PA	2022	Risk and Compliance	Germany
EY	Big Data Systems Consulting	2022	Data and Analytics	Australia
EY	Real Estate	2022	Services	New Zealand
EY	AFMA	2022	Sustainability	Canada
EY	IBM	2022	Microsoft Cloud and Microsoft Dynamics	Spain
EY	Falcomet	2022	Digital Transformation	France
EY	ProvenSA	2022	Custom Services	Canada
EY	Leapfrog	2022	Insurance	U.S.
EY	Open Systems (EY Open Systems)	2022	Technology	Ireland
EY	Truist Financial (TF)	2022	Strategy	South Korea
IBM	QCS	2022	Government	U.S.
IBM	Green Edge from Denmark	2022	IoT and AI	Denmark
IBM	Dakota	2022	Product Engineering	U.S.
IBM	Baycom	2022	Cybersecurity	U.S.
IBM	Stasimov AI	2022	Data and AI	Israel
IBM	Neurotic LLC	2022	Microsoft Azure	U.S.
IBM	NetScout	2022	Networks	U.S.
IBM	Envis	2022	Sustainability	Australia
IBM	Faktor	2022	Accounting	Canada
IBM	DynPro Consulting	2022	Workday	Canada
IBM	Paras	2022	Cybersecurity	Canada
IBM	AKIS	2022	Construction	Ireland
McKinsey & Company	SEM Connections	2022	Supply Chain	U.S.
McKinsey & Company	Coventry	2022	Data and Analytics	U.S.
McKinsey & Company	S&S Consulting	2022	Intelligence	Spain
McKinsey & Company	ProvenSA	2022	Product Engineering	Argentina
McKinsey & Company	Lomb	2022	Digital Commerce	Argentina
PwC	Teaming Mexico	2022	Tax	Ireland
PwC	Regulon	2022	Web & Cloud	U.S.
PwC	Vega Integrity	2022	Artificial Intelligence	U.S.
PwC	Veritas Solutions	2022	Services	India
PwC	Harvesters Global Business	2022	Cloud	U.S.
PwC	deutschebank and DZ Bank	2022	Cloud	Germany
PwC	Day One	2022	Legal	France
PwC	Appt Software	2022	Data Management Platform	U.S.
PwC	Publix	2022	Insurance	U.S.
PwC	Agile Blue Consulting (ABC)	2022	Customer Engagement	Netherlands
PwC	Optimade & Optima	2022	Tax	Australia
PwC	Smith & Nephew	2022	Intelligence	Canada
PwC	McKinsey Business from McKinsey	2022	Analytics and AI	U.S.

Source: Gartner (June 2023)

Evidence

2023 Gartner CEO and Senior Business Executive Survey. This survey was conducted to examine CEO and senior business executive views on current business issues, as well as some areas of technology agenda impact. The survey was fielded from July 2022 through December 2022, with questions about the period from 2022 through 2024. One-quarter of the survey sample was collected in July and August 2022, and three-quarters was collected from October through December 2022. In total, 422 actively employed CEOs and other senior executive business leaders qualified and participated. The research was collected via 382 online surveys and 40 telephone interviews. The sample mix by role was CEOs (n = 277); CFOs (n = 95); COOs or other C-level executives (n = 19); and chairs, presidents or board directors (n = 31). The sample mix by location was North America (n = 169), Europe (n = 105), Asia/Pacific (n = 102), Latin America (n = 29), the Middle East (n = 11) and South Africa (n = 6). The sample mix by size was \$10 million in revenue to less than \$50 million (n = 3), \$50 million to less than \$250 million (n = 51), \$250 million to less than \$1 billion (n = 102), \$1 billion to less than \$10 billion (n = 190) and \$10 billion or more (n = 76). Disclaimer: Results of this survey do not represent global findings or the market as a whole, but reflect the sentiments of the respondents and companies surveyed.

2023 Gartner CIO and Technology Executive Survey. This survey was conducted to help CIOs and technology executives overcome digital execution gaps by empowering and enabling an ecosystem of internal and external digital technology producers. It was conducted online from 2 May through 25 June 2022 among Gartner Executive Programs members and other CIOs. Qualified respondents are each the most senior IT leader (e.g., CIO) for their overall organization or some part of their organization (for example, a business unit or region). The total sample is 2,203 respondents, with representation from all geographies and industry sectors (public and private). Disclaimer: Results of this survey do not represent global findings or the market as a whole, but reflect the sentiments of the respondents and companies surveyed.

2022 Gartner Digital Business Buying Behavior Survey. This survey seeks to understand the behavior of IT services buyers to support their digital business – what they are buying, who is buying, and what the use cases are for technology and delivery model preferences. The survey was conducted online from November through December 2022, among 799 respondents from organizations with annual revenue of at least \$50 million or equivalent from North America (33%), Western Europe (25%), Asia/Pacific (24%), and Southern Europe (18%). Industries surveyed include banking and securities, manufacturing, natural resources, communications, media and services, government, retail, wholesale trade, insurance, utilities, transportation, healthcare providers, and education. Qualified respondents are director-level or higher decision makers or decision influencers in the selection of consulting or outsourcing services for their organization. They are also involved in the selection, evaluation or day-to-day management of at least one of the following consulting or outsourcing services within the past two years: business consulting, technology consulting, application implementation, application managed services, infrastructure implementation, infrastructure managed services, infrastructure as a service, hardware support, and business process services. Disclaimer: Results of this survey do not represent global findings or the market as a whole, but reflect the sentiments of the respondents and companies surveyed.

2020 Gartner End-User IT Services Survey. This survey was conducted to understand changes in the buying patterns for IT services beyond the COVID-19 pandemic. This research was conducted online with an external partner from October through December 2020, among 732 respondents from organizations with annual revenue of more than \$50 million in North America (the U.S. and Canada), Western Europe (the U.K., France and Germany), Southern Europe (Spain and Italy) and Asia/Pacific (Australia, Hong Kong, India, Singapore and Japan). Industries surveyed include banking, manufacturing, communications, media, government, retail, wholesale, insurance, utilities, transportation, healthcare provider and education. Respondents were director level or higher decision makers or decision influencers in the selection of consulting or outsourcing services for their organization. They were also involved in the selection, evaluation or day-to-day management of at least one of the following consulting or outsourcing services in the past two years: business advisory consulting, technology advisory consulting, staff augmentation, software engineering, IT managed services and business process outsourcing. Disclaimer: Results of this survey do not represent global findings or the market as a whole, but do reflect the sentiments of the respondents and companies surveyed.

Note 1: IT Services Spending Expectations Increased From 2020 Through to 2022

In the 2022 Gartner Digital Business Buying Behavior Survey, 70% of IT services buyers expected their organizations' spending on consulting or outsourcing services to increase in the next 12 months, while another 28% expected no change, and only 2% expected spending to decrease. For those increasing spending, the mean increase was 23%, and the median increase was 16%.

In the 2020 Gartner End-User IT Services Survey, 53% of IT services buyers expected their organizations' spending on consulting or outsourcing services to increase in the next 12 months, 38% expected no change, and 9% expected spending to decrease. For those increasing spending, the mean increase was 23%, and the median increase was 20%.

Note 2: IBM's 2022 Revenue Growth/Decline

The revenue growth/decline considers the nonrestated revenue on account of divestment of the managed infrastructure service business, Kyndryl, in November 2021.

Document Revision History

[Market Share Analysis: Consulting Services, Worldwide, 2021 - 16 June 2022](#)

[Market Share Analysis: Consulting Services, Worldwide, 2020 - 7 July 2021](#)

[Market Share Analysis: Consulting Services, Worldwide, 2019 - 13 May 2020](#)

[Market Share Analysis: Consulting Services, Worldwide, 2018 - 23 April 2019](#)

[Market Share Analysis: Consulting Services, Worldwide, 2017 - 19 June 2018](#)

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[Market Share Analysis: Consulting Services, Worldwide, 2015 - 12 May 2016](#)

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[Forecast: IT Services, Worldwide, 2021-2027, 1Q23 Update](#)

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[Forecast Analysis: Digital Business Consulting Services, Worldwide](#)

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Table 1: Top 10 Consulting Providers by Revenue, Worldwide, 2022 (Millions of U.S. Dollars)

2021 Rank	2022 Rank	Change in Rank	Vendor	2021 Consulting Revenue	2022 Consulting Revenue	2021 Market Share (%)	2022 Market Share (%)	AGR	AGR in CC
1	1	-	Deloitte	29,161	33,653	12.5%	12.6%	15.4%	21.4%
2	2	-	PwC	24,024	27,991	10.3%	10.5%	16.5%	22.3%
3	3	-	EY	21,767	25,109	9.3%	9.4%	15.4%	21.5%
4	4	-	KPMG	15,479	17,167	6.6%	6.4%	10.9%	18.1%
5	5	-	McKinsey & Company	13,439	15,898	5.8%	6.0%	18.3%	23.4%
6	6	-	Accenture	11,440	13,271	4.9%	5.0%	16.0%	22.8%
7	7	-	Boston Consulting Group (BCG)	9,303	11,104	4.0%	4.2%	19.4%	25.6%
8	8	-	Bain & Company	5,517	6,563	2.4%	2.5%	19.0%	24.4%
9	9	-	Booz Allen Hamilton	3,826	4,410	1.6%	1.7%	15.2%	15.2%
10	10	-	IBM	3,577	3,871	1.5%	1.5%	8.2%	15.5%
			Other IT	96,011	107,307	41.1%	40.3%	11.8%	17.9%

Services Providers							
Total Market	233,545	266,343	100.0%	100.0%	14.0%	20.1%	
Note: Columns may not add to totals shown because of rounding.AGR = annual growth rate; CC = constant currency							

Source: Gartner (June 2023)

Table 2: Top 10 Business Consulting Providers by Revenue, Worldwide, 2022 (Millions of U.S. Dollars)

2021 Rank	2022 Rank	Change in Rank	Vendor	2021 Consulting Revenue	2022 Consulting Revenue	2021 Market Share (%)	2022 Market Share (%)	AGR	AGR in CC
1	1	-	Deloitte	17,569	20,222	13.7%	13.8%	15.1%	21.1%
2	2	-	EY	17,143	19,786	13.4%	13.5%	15.4%	21.6%
3	3	-	PwC	16,661	19,428	13.0%	13.3%	16.6%	22.4%
4	4	-	KPMG	13,080	14,423	10.2%	9.8%	10.3%	17.4%
5	5	-	McKinsey & Company	10,196	12,073	8.0%	8.2%	18.4%	23.6%
6	6	-	Boston Consulting Group (BCG)	7,605	9,084	6.0%	6.2%	19.4%	25.7%
7	7	-	Accenture	5,543	6,463	4.3%	4.4%	16.6%	23.4%
8	8	-	Bain & Company	4,735	5,622	3.7%	3.8%	18.7%	24.1%
9	9	-	Grant Thornton	2,126	2,314	1.7%	1.6%	8.8%	14.8%
10	10	-	Oliver Wyman	2,028	2,235	1.6%	1.5%	10.2%	15.2%
			Other IT	31,116	34,923	24.3%	23.8%	12.2%	18.2%

Services Providers							
Total Market	127,803	146,572	100.0%	100.0%	14.7%	20.7%	
Note: Columns may not add to totals shown because of rounding.AGR = annual growth rate; CC = constant currency							

Source: Gartner (June 2023)

Table 3: Top 10 Technology Consulting Providers by Revenue, Worldwide, 2022 (Millions of U.S. Dollars)

2021 Rank	2022 Rank	Change in Rank	Vendor	2021 Consulting Revenue	2022 Consulting Revenue	2021 Market Share (%)	2022 Market Share (%)	AGR	AGR in CC
1	1	-	Deloitte	11,592	13,431	11.0%	11.2%	15.9%	21.9%
2	2	-	PwC	7,363	8,563	7.0%	7.1%	16.3%	22.0%
3	3	-	Accenture	5,897	6,808	5.6%	5.7%	15.5%	22.2%
4	4	-	EY	4,624	5,323	4.4%	4.4%	15.1%	21.3%
5	5	-	McKinsey & Company	3,243	3,825	3.1%	3.2%	18.0%	23.1%
8	6	▲ 2	Booz Allen Hamilton	2,679	3,081	2.5%	2.6%	15.0%	15.0%
6	7	▼ 1	Leidos	2,867	3,061	2.7%	2.6%	6.8%	7.6%
7	8	▼ 1	IBM	2,862	3,054	2.7%	2.6%	6.7%	14.0%
9	9	-	Microsoft	2,467	2,806	2.3%	2.3%	13.7%	19.2%
10	10	-	KPMG	2,398	2,744	2.3%	2.3%	14.4%	21.8%
			Other IT Services Providers	59,750	67,075	56.5%	56.0%	12.3%	18.7%

Total Market	105,742	119,771	100.0%	100.0%	13.3%	19.3%
Note: Columns may not add to totals shown because of rounding.AGR = annual growth rate; CC = constant currency						

Source: Gartner (June 2023)

Table 4: Acquisitions by the Top 10 Worldwide Consulting Providers in 2022

Buyer	Acquired Company	Time Period	Primary Consulting Capability or Expertise	Additional Capabilities, Expertise or Region
Accenture	Fiftyfive5	2H22	Customer Intelligence	Australia
Accenture	Allgemeines Rechenzentrum (ARZ)	2H22	Banking	Austria
Accenture	Stonebridge Consulting Group	2H22	Cloud	U.S.
Accenture	World Class Manufacturing Training & Consulting business of Stellantis	2H22	Manufacturing and Supply Chain	Italy
Accenture	Romp	2H22	Content Services	Indonesia
Accenture	The Beacon Group	2H22	Strategy	U.S.
Accenture	Businesses of Sentia in the Netherlands, Belgium and Bulgaria	2H22	Cloud	Netherlands, Belgium and Bulgaria
Accenture	Carbon Intelligence	2H22	Sustainability	U.K.
Accenture	MacGregor Partners	2H22	Supply Chain	U.S.
Accenture	Eclipse Automation	2H22	Manufacturing and Robotics	Canada
Accenture	The Stable	2H22	Digital Commerce	U.S.

Accenture	Young Samuel Chambers (YSC)	2H22	Strategy	U.K.
Accenture	Tenbu	2H22	Cloud	Brazil
Accenture	Solvera Solutions	2H22	Digital Transformation	Canada
Accenture	Digital engineering and operational Segment of Trancom ITS	2H22	Digital Engineering	Japan
Accenture	XtremeEDA	1H22	Design and Engineering	Canada
Accenture	Advocate Networks	1H22	Technology Business Management	U.S.
Accenture	Greenfish	1H22	Sustainability	Belgium
Accenture	akzente	1H22	Sustainability	Germany
Accenture	Ergo	1H22	Data and AI	Argentina
Accenture	Avieco	1H22	Sustainability	U.K.
Accenture	AFD.TECH	1H22	Network Services	France
Accenture	Alfa Consulting	1H22	Strategy	Spain
Bain & Company	Proxima	1H22	Procurement	U.K.
Bain & Company	ArcBlue	1H22	Procurement	Australia
Bain & Company	Spike	1H22	Advanced Analytics	Chile

Bain & Company	Areté Advisors	1H22		India
Booz Allen Hamilton	EverWatch	2H22	Cybersecurity	U.S.
Boston Consulting Group (BCG)	Quantis	2H22	Sustainability	Switzerland
Boston Consulting Group (BCG)	Formation	2H22	AI and Machine Learning	U.S.
Boston Consulting Group (BCG)	Wingg	1H22	Data and Analytics	Brazil
Deloitte	Makros	2H22	Cybersecurity	Chile
Deloitte	PACER	2H22	Infrastructure Engineering	Netherlands
Deloitte	Hacktive	2H22	Cybersecurity	Australia
Deloitte	4impact Group	2H22	Cybersecurity	Australia
Deloitte	SFL Scientific	2H22	Insurance	U.S.
Deloitte	The ID Crowd	2H22	Learning and Development	Australia
Deloitte	Nubik	2H22	Digital Transformation	Canada
Deloitte	Striven Consulting	2H22	Testing and Quality Engineering	Canada
Deloitte	PRGATE	1H22	Digital Marketing	South Korea
Deloitte	AE Cloud Consultants	1H22	Cloud	Canada
Deloitte	Integrated Enterprise	1H22	Government	Hong Kong

Solutions				
Deloitte	Intellify	1H22	Data Science and Machine Learning	Australia
Deloitte	MDB Insight	1H22	Market Research and Analytics	Canada
Deloitte	Entrago	1H22	ServiceNow	Australia
Deloitte	MarketRedesign Scientific	1H22	Pricing	Netherlands
Deloitte	Etain Software	1H22	Data and AI	Ireland
Deloitte	Blended Digital, New Republique and Venntifact	1H22	Digital Experience	Australia
Deloitte	National TeleConsultants (NTC)	1H22	Media	U.S.
Deloitte	Carbon Care Asia (CCA)	1H22	Sustainability	Hong Kong
Deloitte	Dextra Technologies	1H22	Product Engineering	Mexico
EY	ifb	2H22	Risk and Compliance	Germany
EY	Bridge Business Consulting	2H22	Data and Analytics	Australia
EY	Red Mok	2H22	ServiceNow	New Zealand
EY	AFARA	2H22	Sustainability	Canada
EY	ODM	2H22	Microsoft Cloud and Microsoft Dynamics	Spain

EY	Fabernovel	2H22	Digital Transformation	France
EY	FreshWorks Studio	2H22	Content Services	Canada
EY	Unemployment Solutions For You	1H22	Insurance	U.S.
EY	Client Solvers (Holding) Ltd. ("Client Solutions")	1H22	Technology	Ireland
EY	Tangible Plus (T-Plus Consulting)	1H22	Strategy	South Korea
IBM	Octo	2H22	Government	U.S.
IBM	Omino Edge from Omnio.net	2H22	IoT and AI	Denmark
IBM	Dialexa	2H22	Product Engineering	U.S.
IBM	Randori	1H22	Cybersecurity	U.S.
IBM	Databand.ai	1H22	Data and AI	Israel
IBM	Neudesic, LLC	1H22	Microsoft Azure	U.S.
IBM	Sentaca	1H22	Telco and 5G	U.S.
IBM	Envizi	1H22	Sustainability	Australia
KPMG	FMBT	2H22	Accounting	Canada
KPMG	DayOne Consulting	1H22	Workday	Canada
KPMG	Fortica	1H22	Cybersecurity	Canada

KPMG	KMCS	1H22	Construction	Ireland
McKinsey & Company	SCM Connections	2H22	Supply Chain	U.S.
McKinsey & Company	Caserta	1H22	Data and Analytics	U.S.
McKinsey & Company	S4G Consulting	1H22	Salesforce	Spain
McKinsey & Company	IncepTech	1H22	Product Engineering	Hungary
McKinsey & Company	LOBO	1H22	Digital Commerce	Argentina
PwC	Twomey Moran	2H22	Tax	Ireland
PwC	Sagence	2H22	Data & Cloud	U.S.
PwC	Vega Integrity	2H22	Anti-Money Laundering	Norway
PwC	Venerate Solutions	1H22	Salesforce	India
PwC	Netrovert's cloud business	1H22	Cloud	U.S.
PwC	eilersconsulting and ID-Consult	1H22	Cloud	Germany
PwC	Day One	1H22	Legal	France
PwC	April Software	1H22	Data Management Platform	Luxembourg
PwC	Pollen8	1H22	Innovation	U.K.
PwC	Agnès Blust Consulting (ABC)	1H22	Executive Compensation	Switzerland
PwC	Greenwoods & Herbert Smith Freehills	1H22	Tax	Australia

PwC	Stratus360	1H22	Salesforce	Canada
PwC	Minerva business from ClearPrism	1H22	Analytics and AI	U.S.

Source: Gartner (June 2023)