

The Carlson Consulting Enterprise has completed more than 300 projects since 2002 while working with leading companies in a variety of industries.

### Recent CCE clients include:

- ▶ Allianz
- ▶ McKnight Foundation
- ▶ Ecolab
- ▶ Donaldson
- ▶ UnitedHealth Group
- ▶ Hennepin County
- ▶ Best Buy
- ▶ Medtronic
- ▶ Cargill
- ▶ 3M
- ▶ US Golf Association
- ▶ University of Minnesota



“  
This project provided an applied focus on developing real solutions to real challenges.”  
—UnitedHealthcare executive



### CCE projects span strategy, operations, organization, and general management. Among the assignments we've handled in recent years:

- Evaluated the structure of a major county agency and recommended organizational and operating model enhancements to better serve citizens, stakeholders, and employees
- Developed a bespoke sustainability framework and governance model for a major diversified company to deliver greater shareholder value
- Created an outreach strategy for the state's leading natural history museum to enable outstate residents to access the museum's resources and programming
- Designed and developed an enterprise-level balanced scorecard for a major industrial products manufacturer to drive organizational decision-making aligned to strategic priorities
- Identified the key drivers of technology burnout among healthcare providers leading to product enhancement recommendations for a global healthcare company
- Optimized the distribution center operations of a leading telecom equipment supplier to reduce freight spend, material handling, and packaging waste



Contact CCE Managing Director Siddharth Chandramouli with any questions at 612-626-7751 or [chandras@umn.edu](mailto:chandras@umn.edu).

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# CARLSON CONSULTING ENTERPRISE

STUDENT CONSULTANTS, PROFESSIONAL-GRADE RESULTS



# Student consultants, professional-grade results

The Carlson Consulting Enterprise (CCE) is a unique consultancy that can handle your business challenges. The CCE brings together teams of bright, driven Carlson School undergraduate and MBA students—advised by a managing director with experience at one of the world’s top consulting firms and an academic director with decades of consulting experience—with the resources and full intellectual capital of the Carlson School and the University of Minnesota.

We employ a structured approach to problem-solving and conduct fact-based analysis to develop actionable recommendations that drive real business results.

It’s a proven program that has produced tangible outcomes for premier organizations.



## Why work with the Carlson Consulting Enterprise?

When you sign up for a project with the CCE, you’ll receive:

- ▶ Clear insights and data-driven recommendations
- ▶ Unbiased, fresh perspectives on your organization’s challenges from students with varied backgrounds
- ▶ Opportunities to connect with high-caliber Carlson School MBA and undergraduate students
- ▶ Project support from a CCE managing director and associate directors with international consulting experience and an academic director with decades of practical consulting experience
- ▶ Access to the research and expertise of one of the leading universities in the world
- ▶ Opportunities to invest in the next generation of business leaders



**CCE is the best deal in town!**

—UHG executive

**Much of the credit... rests with the CCE team; we are grateful and thrilled.**

- Museum executive director

**The quality of their output was on par with leading management consulting companies.**

—Medtronic executive



## Project criteria

The Carlson Consulting Enterprise assists clients in addressing real business challenges and opportunities related to strategy, operations, general management, and more. Of the 20-25 projects the CCE completes each year, many are cross-functional in nature, spanning multiple business competencies.

**Our student consultants relish engaging in work that includes:**

- ▶ Market opportunity analysis
- ▶ Business model development
- ▶ Process evaluation and redesign
- ▶ Supply chain optimization
- ▶ Organization and operating model design

**For all projects, clients must identify:**

- ▶ **Executive sponsor:** senior leader who will attend project milestone meetings and provide input on scope and direction
- ▶ **Primary contact:** supplies project-related information, helps CCE team navigate the organization, and provides periodic reviews of progress



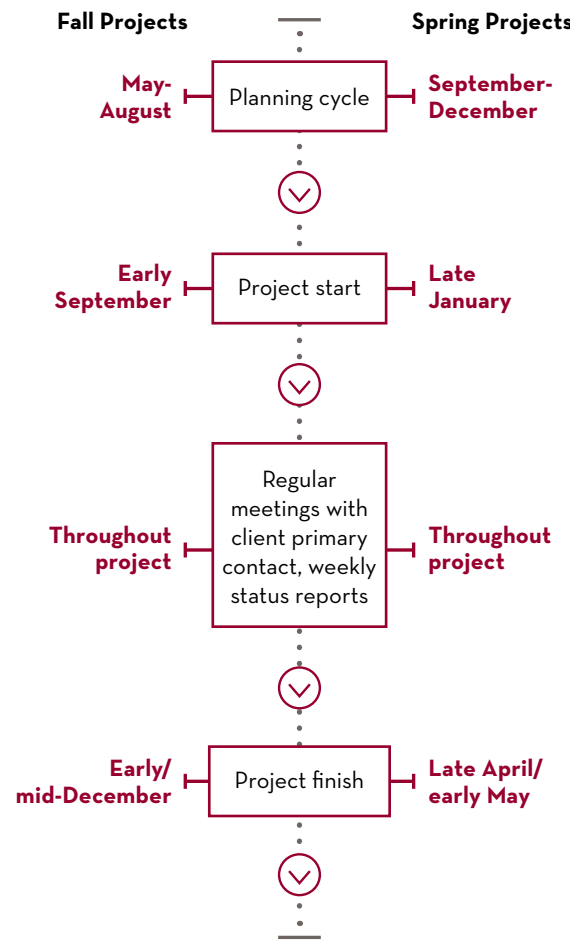
## Scope

Each student consultant devotes around 15 hours per week to CCE work, meaning your project will receive roughly 1,000 hours of total student time. We will work with you to identify clear, agreed-upon deliverables, which help us provide actionable results while also delivering valuable learning outcomes for our students.



## Timeline

Projects start in either early September or late January and run for 13-14 weeks.



## Fees

**\$30,000 for a typical project**

Our fees cover program costs and ensure students have access to the resources they need to complete professional-grade work. Students earn course credit and are not paid for their project work. Project fees are billed upon successful completion of the project or by another mutually agreeable payment schedule.



## Client confidentiality

We work with every client to meet expectations for security and confidentiality. CCE student consultants routinely work with confidential information and are trained in the proper handling of sensitive materials. Each signs a non-disclosure agreement outlining expected behavior to safeguard information.



## CCE student consultants

CCE teams consist of three or four MBA students and one or two undergraduate students., with one student serving as the team lead and primary contact for the client. These student consultants bring fresh perspectives and a breadth of professional and educational backgrounds to your business challenges.

Our MBA students possess an average of five years of work experience in a diverse array of industries and roles, while our undergraduates are juniors who are chosen through a highly selective admissions process. Both sets of students use their CCE experiences to more successfully launch their careers.

## RECENT CONSULTING PLACEMENTS

- ▶ Accenture
- ▶ Bain & Company
- ▶ Boston Consulting Group
- ▶ The Chartis Group
- ▶ Deloitte
- ▶ McKinsey & Company

## RECENT INDUSTRY PLACEMENTS

- ▶ 3M
- ▶ Amazon
- ▶ Ecolab
- ▶ UnitedHealth Group
- ▶ Cargill
- ▶ Medtronic

## CCE leadership



**Siddharth Chandramouli**, managing director, has worked on strategy and operations initiatives across a wide range of industries, including financial services, healthcare, logistics, and travel. His experience includes working as a management consultant with IBM and McKinsey, where he led business development activities and project teams. In these roles, he worked with clients to bring a structured, collaborative, and actionable approach to solving critical business problems. He has also served in senior leadership positions with Zurich Insurance Group, UnitedHealth Group, and Carlson Wagonlit Travel in roles including corporate strategy, sales and distribution, and operations. He received his PhD in Industrial and Operations Engineering from the University of Michigan. He has a passion for coaching, mentoring, and building strong, trust-based relationships.



**Susan Meyer Goldstein**, academic director, is an associate professor in the Supply Chain and Operations department at the Carlson School. She is a globally recognized expert in service operations and previously worked in clinical research administration in the healthcare industry. Susan’s research investigates the design and management of service processes and supply chains and extends to studying responsible operations practices. Goldstein teaches in executive, MBA, and undergraduate programs and advises undergraduate and executive students on their research.