

# *Building your career in Performance Improvement Consulting*

*Performance  
Improvement  
Consulting  
Information  
Sheet 2011*

# *Welcome to PwC*

At PwC, we focus on three things: advisory, assurance and tax services. But we don't think 'off-the-shelf' products and services are always the way to go. How we use our knowledge and experience depends on what our clients and people want to achieve.

So we'll start by getting to know you. You do the talking. We'll do the listening. It's just like how we put ourselves in each other's shoes here. The relationships we build through sharing and collaborating with clients and teams alike, shapes how we use our network of 161,000 people around the world – connections, contacts and expertise come together to create value that our stakeholders are looking for.

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# Getting to know us

**Practical, far-sighted advice that gets straight to the heart of issues and delivers results. That's what our clients want from our Advisory practice, and that's what they get.**

Whichever part of Advisory you join, you will help businesses of all shapes and sizes work smarter and grow faster. You will deliver benefits that can be measured and a standard of client service that's distinctive.

You'll work with a team of consultants to solve problems by bringing together a host of different skills, facts, industry benchmarks and independent thought. Being bright people, you will learn from each other. You will quickly develop excellent communication, project management, business awareness, coaching and core consulting skills.

There are two key groups that make up the Advisory practice; Performance Improvement (PI) Consulting and Deals.

Advisory	
Performance Improvement Consulting	Deals
<ul style="list-style-type: none"><li>• Forensics (FOR)</li><li>• Risk &amp; Governance (R&amp;G)</li><li>• Operations &amp; Finance (O&amp;F)</li><li>• Strategy, Sustainability &amp; Transformation (SST)</li><li>• Technology (TECH)</li></ul>	<ul style="list-style-type: none"><li>• Business Recovery (BR)</li><li>• Corporate Finance (CF)</li><li>• Delivering Deal Value (DDV)</li><li>• Infrastructure, Government &amp; Utilities (IG&amp;U)</li><li>• Valuation &amp; Strategic Value (V&amp;S)</li></ul>

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# *Moving forward with the best...*

- Ranked No 1 in the Accounting and Professional Services Sector for Malaysia's 100 leading graduate employers for **3 consecutive years** (2008-2010)
- The Brand Laureate Societe Awards, Corporate Responsibility (2009-2010)
- Ranked No.1 in Financial Consulting & No.2 in over-all consulting for Kennedy's Global Consulting Marketplace 2010-2013
- M&A Transaction Support Firm of the Year – Finance & Tax, National Mergers & Acquisition Awards (Malaysia) (2008 & 2007)
- Ranked No.1 globally by number of closed deal for 2008 by Project Finance International
- Best Financial Adviser for 2008 by Public Private Finance



# *Performance Improvement (PI) Consulting*


Clients turn to our PI Consulting professionals to help them identify and implement cost reduction solutions, generate revenue and organise enhancement initiatives, improve management and control mechanisms, identify and manage risk as well as improve quality and the sustainability of their businesses.



There are five competency groups within this dynamic and fast expanding Advisory PI Consulting team.

- Forensics (FOR)
- Risk & Governance (R&G)
- Operations & Finance (O&F)
- Strategy, Sustainability & Transformation (SST)
- Technology (TECH)

# ***Being the one who makes the difference***

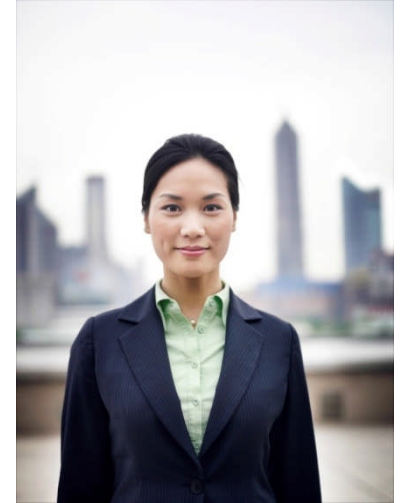


*“I chose PwC because I wanted to do something different. Each assignment I’m posted on poses different challenges, and allows me to further develop and hone my skills. The emphasis on corporate responsibility at PwC shines through from the upper management through to all employees, with a myriad of initiatives on offer for those interested to give back to the community.”*

**Izuan**

# *More about PI Consulting*

We help organisations to work smarter and grow faster by consulting with them on how to build effective organisations, innovate and grow, reduce costs, manage risk and regulation, and leverage talent. The Performance Improvement Consulting team aims to support clients in designing, managing and executing lasting beneficial change.



## *Business Transformation Strategy & Innovation Frameworks*

Supporting the development of strategies that are aligned with an organisation's vision and business goals, we consider organisation capacity and capability in order to develop realistic targets. Successful strategy implementation and engagement of the right stakeholders to increase buy-in to the strategic direction and implementation plans, and supporting the prioritisation of projects across the organisation helps us to project manage implementation of plans to guide clients towards success.

## *Finance*

Helping clients to optimise the structure of their finance functions to improve their contribution to the business. Finance as a whole is expected to address the challenges of achieving appropriate standards of control, efficient back office opportunities and support to the business through insight and innovative solutions. Today, this may also include the possibility of shared services.

## *Forensics*

With a team of 20 full-time forensics accountants and technical specialists in Malaysia and Thailand, and 800 full time specialists at the global level, the PwC Forensics network supports clients; safeguards brand value and individual professional reputation; and preserves revenue and assets. Our Forensic professionals specialise in corruption and fraud prevention, detection, investigation and remediation.

# More about PI Consulting

## Operations

We bring capabilities in management and process improvement to help companies optimise their operating processes and supply chain, and help transform their key value chain functions, from customer management through to sourcing of services and goods. Applying proven cost management methodologies to facilitate agile responses to changing conditions and to drive business growth, we support our clients to improve value, reduce waste and reduce costs to leave lasting sustainable benefit.

## People & Change (Transformation)

Getting the best from people at every level during constant change is the key to sustainable competitive advantage. Attracting and keeping good people is central to stability and we help our clients to position themselves as an employer of choice by developing leading reward and retention strategies, improving HR function effectiveness and creating leadership and learning programmes for staff and management. Our team of around 10 HRA professionals focus strongly on understanding the organisational culture and concerns of employees in order to create the solutions that fit and allow you to attract and retain the best people.

## Risk & Governance

We can help management, the Board and third parties enhance their control and corporate assurance frameworks, addressing the hazards as well as opportunities of risk across their organisations.



# More about PI Consulting

## *Sustainability & Climate Change*


As part of an international network of sustainability practitioners our Sustainability & Climate Change team help organisations to understand which issues have the greatest impact on the business; form a coherent strategy to address them; and provide support through the often complex organisational changes needed to put the strategy into place.



## *Technology*

We help clients understand the value of, and manage the costs and risks associated with IT. Our independent and objective approach provides end-to-end service from conceptualisation to realisation, covering planning, sourcing, project management, risk assessment, system controls, security, effectiveness and other services that are integral to proper IT management and operation.

# ***Being the one with eureka moments***



*“I wanted exposure to the global corporate community. Consulting gives me that on a daily basis. The projects that I contribute to allow me to communicate with globally recognised people from all walks of life. This means that I gain knowledge and also acquire soft skills such as Project Management, networking and teamwork. But more than that, I have made lifelong friends out of my colleagues, and that is invaluable.”*

**Diyana**

# *Diversity in action*

*Some of the work we do include calculating the cost of blood, the value of human life, going to Borneo forests, briefing country leaders on strategic agendas, reviewing legislation policies and many more...*

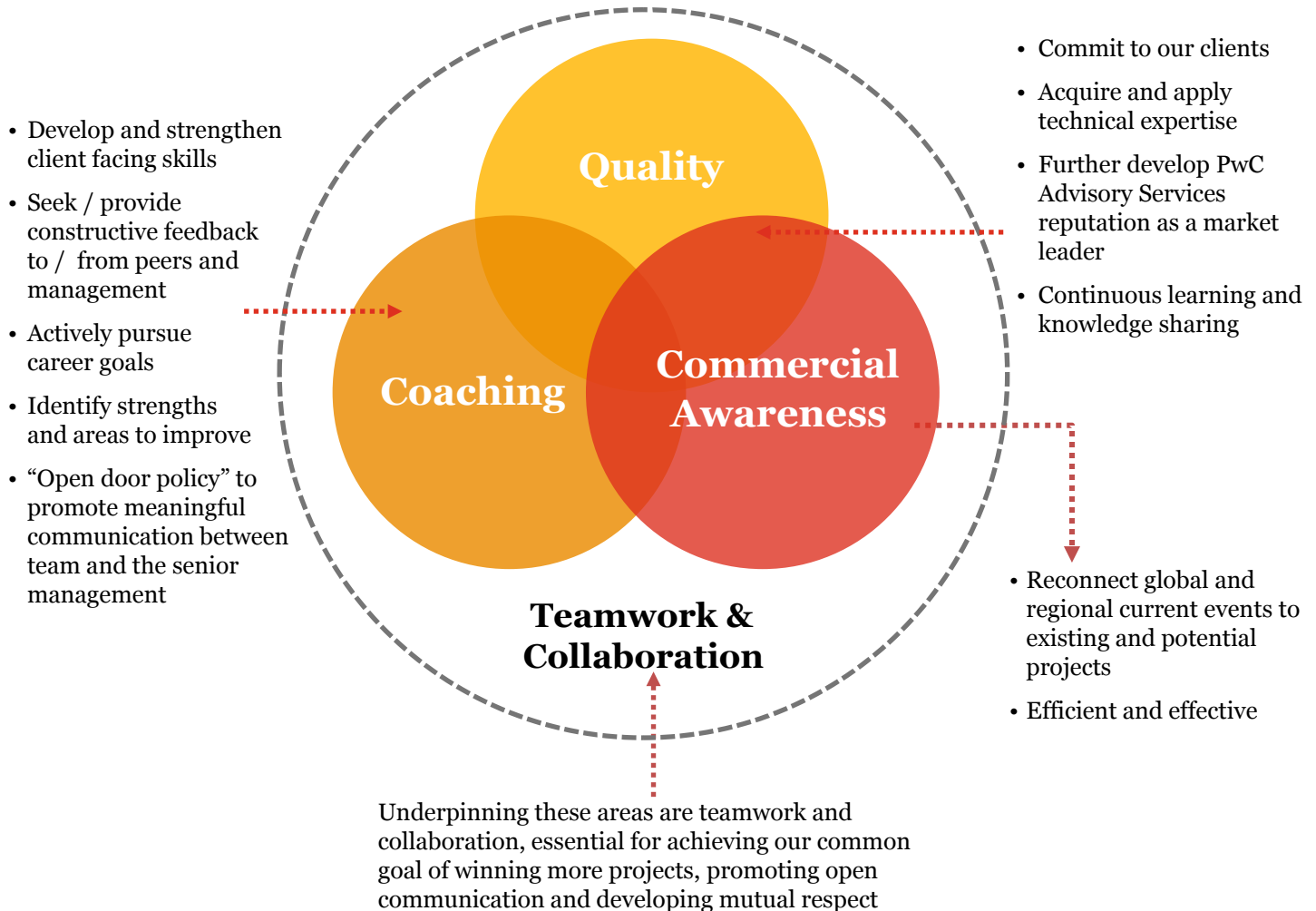
*Our people have various educational backgrounds from a PhD in Microbiology to Masters in Engineering and degrees in Psychology...*



# The way we work...

## Creating a high-quality sustainable business with high performing teams.

You get to achieve your goals and at the same time attain the team goal of winning more interesting and meaningful projects, increasing our individual capabilities, building on our technical expertise and our brand in the marketplace.



# The way we play...

Words won't be able to describe how we have fun and enjoy ourselves in our team. Take a sneak peek into what you'll be doing when you join us!



*"Getting to work on different types of interesting projects which challenge me to think beyond the ordinary really keeps me fuelled. The people around me are supportive of my development - whether it's the technical training or playing my guitar - and I get to rock with my boss for our big events - it's epic!"*

**Jermyn**

# *Join us*

Our consultants draw on their experiences and shared knowledge in operations, finance, people and technology to help organisations of all shapes and sizes plan, design and execute effective and sustainable change.

The PI Consulting team consist of people from diversified backgrounds. The fresh perspectives offered by (new) hires from various fields are valued and recognised.

If you are someone who is looking to hone your individual specialist skill set or embrace change, confront new challenges and experience life from a different point of view – then PI Consulting is definitely the team for you!

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***www.pwc.com/my***