

# PRESS RELEASE

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## COMATCH aims to fill talent shortage in UK consulting sector with more than 4,000 independent consultants and industry experts

- UK clients get access to international workforce of +4,000 independent consultants and digital project staffing within 48 hours
- Starting in 2015, the marketplace is now successfully established in Continental Europe and the Middle East
- COMATCH aims to become Europe's leading online marketplace for management consultants and industry experts

COMATCH, the marketplace for the independent consulting workforce, intensifies its activities in the United Kingdom in 2018 – after it successfully established a strong presence in the DACH market, France, Benelux, the Nordics and the Middle East. COMATCH staffs projects with independent management consultants with a top-tier background or industry experts from a curated pool and is already working with a growing number of international clients, among them DAX30 and FTSE100 companies, large banks and public sector clients. The quality criteria to access the consultants' pool are very strict, while the matchmaking is fast and comfortable for clients thanks to lean operations, a highly skilled team and a comprehensive algorithm. The result is a competitive service with the potential to disrupt the market. It makes it surprisingly easy for clients to access the huge workforce of independent consultants and industry experts and makes top-tier consulting affordable for all types of companies. Entering the UK is part of COMATCH's journey to become Europe's leading online marketplace: With about £7 billion annual revenue the British consulting market is the second largest in Europe. And it is also the market where hiring independent consultants is most common: According to Source Global Research additional £2 billion annual revenue can be attributed to the independent workforce.

**Christoph Hardt, Co-Founder and Managing Director of COMATCH,** sees the expansion as a logical consequence and a huge opportunity:

*"Entering this big and mature consulting market is crucial for our overall goal. But we also feel it's a next natural step as we have experienced a growing demand from UK-based companies in the last months, especially consultancies, but also international companies that are staffing their UK based projects with us. With the experience from many European markets, we are now ready to provide our full set of services also in the United Kingdom. In the UK, as in other countries, we see an ever-increasing need for flexibility, both on the consultant's side as well as the clients', a need our service will fulfil."*

Consultants are able to work on their own terms, focus on their key areas of expertise, and able to determine their individual work life-balance. Clients, on the other hand, can optimise consulting spend when sourcing specific knowledge, as well as increase operational flexibility

because they are able to work more and more project-based and in collaboration with others.

Brexit is also affecting the industry: There will be a lot more work for consultants due to Brexit, but, at the same time, the local consulting sector could be facing a massive talent shortage as a [report published by Source Global Research](#) in November 2017 implies. There are two reasons for this talent shortage: on the one hand the country might become less attractive for non-British consultants to work in, due to increasing bureaucracy once Great Britain leaves the EU in March 2019. On the other hand – as Bearing Point Partner Robert Bosch points out in the report – global players withdrawing from the UK will headhunt local talent and take it with them when opening new offices in Paris, Frankfurt or Dublin. COMATCH can counter that trend with its continuously growing database of top-tier consultants. Within the last three years the company has gathered more than 4,000 handpicked management and strategy consultants and industry experts, covering every functional expertise, all market sectors, representing 60 nationalities and speaking 90 languages.

**Toby Toudal Nielsen, Director UK**, explains how both sides, clients and consultants, can benefit: *“A consultant can stand out from the big, anonymous crowd of independents and at the same time have access to interesting projects, in the UK as well as abroad. For clients, the COMATCH pool offers four things: quality, speed, international scope and in-depth expertise. If you need someone able to manage a large data security project in Germany or France, in a post-merger integration case; we will be able to provide you with three to five matching candidate profiles, usually in 48 hours, but if need be also in 24 hours. Clients can rely on us in busy times, without having to compromise on expertise or quality in execution”.*

Next to [Toby Toudal Nielsen](#), who successfully realised COMATCH’s entry into the Nordics about two years ago, [Adrian Elkmann](#) will be responsible for Business Development. The plan is to expand the team rapidly, with a local office opening already in 2018. COMATCH has grown to 80 employees, over the past three years and was named [10<sup>th</sup> fastest growing start-up](#) in Germany with a growth rate of +400%. Series A investors are Acton Capital Partners, Atlantic Labs and btov Partners AG. A further funding round will be announced soon.

## About COMATCH

COMATCH is the online marketplace for independent management consultants and industry experts. Since March 2015 COMATCH is matching consultants with clients in need of external support. Companies of all sizes use COMATCH, among them international corporates as well as consultancies, start-ups and SMEs. Consultants that want to join the network have to pass a two-step selection process to guarantee high quality of consulting: a thorough CV check, as well as a personal interview. Founders and managing directors of the Berlin-based company are former McKinsey consultants Dr. Christoph Hardt and Dr. Jan Schächtele.

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