

# PRESS RELEASE

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## 5,000 independent consultants and experts in the COMATCH Network: The Platform Economy has arrived in the world of consulting

- In just three years COMATCH has built up an international network of 5,000+ consultants
- The Platform Economy is growing quickly in the field of business consulting
- The deployment of flexible project teams is becoming a competitive advantage

It took only three years for COMATCH to build an international network of 5,000 industry leaders, experts and independent consultants. As a consultant marketplace, the company has been growing at a rate of ca. 140 consultants per month, while retaining its high quality standards: about 50% of the consultants who register manage to pass our rigorous selection process. The 5,000 consultants live in 60 countries, speak 90 languages and cover a wide range of functional and industrial expertise. In consulting, the potential of the Platform Economy is huge: this past April, consultancy.uk announced that a fifth of all consulting revenues in Great Britain were generated by independent consultants. According to a COMATCH survey from 2016, the three most notable reasons for explaining the growing popularity of independent work among consultants are: independent consultants are more satisfied with their work-life-balance, they earn more money and they have more responsibility than they would have in permanent positions. Few consultants (only 11%) plan to return to permanent positions.

Katharina Schneider, Director Consultant Relations at COMATCH:

*“There are a variety of motives for professional independence: Some consultants simply want to remain consultants instead of becoming partners, some establish their own start-ups in parallel with their project work, and some would like to have more time for their families, hobbies or sports. Everyone who chooses professional independence is driven by the desire for more self-determination.”*

What’s more, clients value the ability to quickly and flexibly customise the staffing of their projects without having to forego consulting quality and professional account management, and they increasingly take advantage of the placement service. Clients supplement internal project teams with the best available independent experts worldwide. When challenges become more complex and knowledge becomes more specialised, the deployment of project-related, roll-based flash teams will be a competitive advantage-

Christoph Hardt, Co-Founder and Managing Director:

*“In the future, a company will only be successful when it can put together project teams quickly and systematically. In order to accomplish this, the company must bring together internal and*

*external experts in an interdisciplinary way, often across national borders – sometimes within only a few hours. Working together with providers like COMATCH makes such a difficult task much easier.”*

## **About COMATCH**

COMATCH is the online marketplace for independent top management consultants and industry experts. Companies of all sizes use COMATCH, among them international corporates as well as startups and consultancies. Since March 2015 COMATCH has successfully placed consultants in 1,200 projects from over 300 international clients. In order to guarantee high quality consulting, all consultants who want to join the platform have to pass a two-step selection process, with nearly 50% of all applications declined. The founders and managing directors of the Berlin-based company are former McKinsey consultants Dr. Christoph Hardt and Dr. Jan Schächtele. CSO Dirk Schuran joined company management in 2017. COMATCH has around 100 employees at several locations; the company covers six European markets and has recently expanded the classic COMATCH range of offers to include COMATCHresearch and COMATCHperm services. Acton Capital Partners, Atlantic Labs and btov are the most important investors.

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