

Office

- Est. in 1989
- Overlooks Toronto’s scenic lakefront
- 13 languages are spoken in the office



Expertise

**Alistair,
operations
strategy
expert**



Alistair and his teams have helped their operations clients achieve more than \$3 billion per year in improved profitability.

Community Service



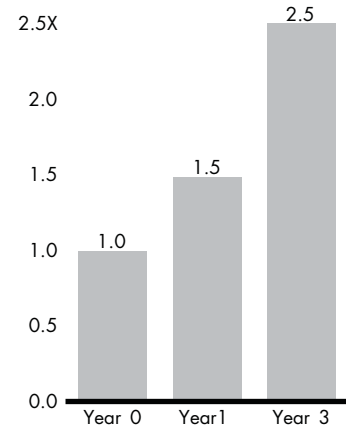
Client Challenge

Home Co.’s share price fell by 50% due to ineffective diversification, a slowed core business and elevated oil prices.

Recommendations

- Realign business around profitable segments; reassess viability of low-margin products
- Reorganize product development and - sales force focus
- Institute a long-term pricing model; implement competitive RFP process
- Consolidate manufacturing footprint; increase equipment effectiveness

Margin improvement (indexed)



Results

- Increased market share in target markets by 5 points
- Realized \$300M in improved cash flow from noncore divestitures

Outside the Office

Alison, home builder

Alison has helped build five Habitat for Humanity homes in Botswana, Ethiopia, Ghana and Uganda. She runs Bain’s worldwide partnership with Habitat, sponsoring new hires on destination builds.



“I have been a part of groundbreaking decisions for Canadian companies—decisions that have made the front pages of newspapers.”

—Herbert, manager

“There is a close support network between the women in the Toronto office. Women’s events are highlights in my calendar because they provide a chance to connect with women on professional and personal issues.”

—Michelle, consultant



Alumni

Andrew Claerhout, <i>director</i>	Teachers’ Private Capital
Stéphane Dubreuil, <i>senior VP of consumer solutions</i>	TELUS
Ross Petersmeyer, <i>vice president of strategy</i>	Great-West Life
Joseph Shlesinger, <i>managing director</i>	Callisto Capital
Thecla Sweeney, <i>principal</i>	Birch Hill Equity Partners