



THE IQ BUSINESS GROUP



South African Business and Technology Consulting Firm The IQ Business Group Announces U.S. Expansion

Appointment of Washington DC-based CEO Michael D. Beck signals new direction for growing 1,000-person South African business and technology consulting firm, which is now setting sights on U.S. Financial Services, Communications and Healthcare Industries.

January 19, 2009 - Washington, DC - As U.S. firms position themselves for 2009, one South African firm is trying to help. The IQ Business Group, a ten year old, 1000-person business and technology consulting firm headquartered in Johannesburg, South Africa, is setting its sights on helping three key sectors in the U.S.—Financial Services, Communications and Healthcare.

The November 2008 appointment of Washington, DC-based Michael D. Beck as President and CEO cemented the global firm's new North American direction. "Part of my challenge in coming to the helm of this global practice was deciding where to go in 2009. We've grown nearly 500% in the last 8 years and I've inherited a legacy rich in talent, commitment and ability," says Beck.

The United States comprised 20% of the global consulting firm's customer base in 2008. The IQ Business Group plans to have 50% of its customer base in the U.S. by the end of 2009. To lay the groundwork for U.S. expansion, Beck is making major changes in the structure of the organization, including establishing new offices in Washington DC, New York City, and Atlanta, and relocating key talent from offices in Australia, South Africa, and the United Kingdom. In addition, The IQ Business Group is hiring top management and technical talent in Communications, Healthcare and Financial Services sectors to support these practice areas.

"Fortune 500 firms in the U.S. have long relied on Accenture, Ernst & Young, Deloitte and IBM for their global technology services," says Beck. "The fact is, we're also a sizable player that can offer world class services at a better price."

Among the advantages Beck cites in competing with entrenched U.S. brands is proximity to the U. S. market. In addition to its core competency in consulting, The IQ Business Group maintains highly certified integration and development outsourcing teams in South Africa that speak native English, share similar cultures with U.S. businesses and whose time zone is closer to the U.S. market than many other outsourcing alternatives.

About The IQ Business Group

Founded in 1998 and entering its second decade of double digit annual growth, The IQ Business Group is a business and technology consulting firm that offers business transformation and optimization services across the globe. Our offices in Australia, the United Kingdom, the United States, and South Africa field over 1,000 consultants who are helping leading organizations optimize their operations. Contact The IQ Business Group at 1.888.5CALLIQ for high-touch solutions without the high-end price tag.