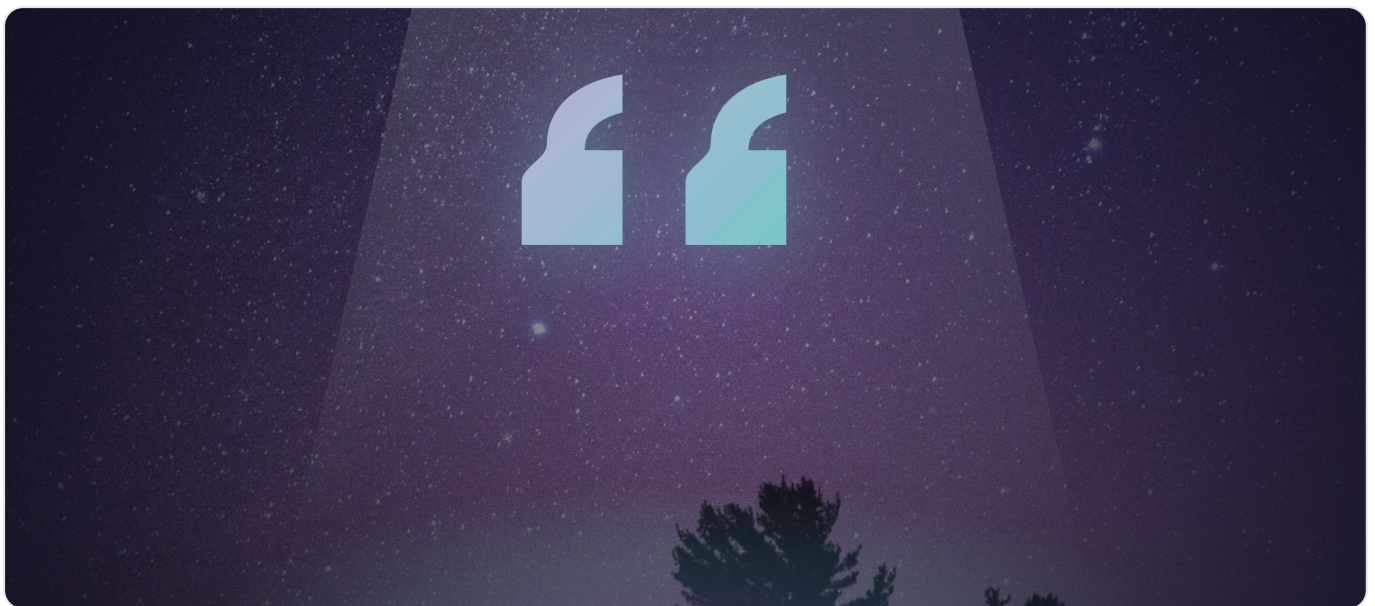


MEET THE MAESTROS

Meet the Maestros: Alex Liu, Managing Partner of Kearney

In this episode of Sensei Labs' "Meet the Maestro" series, Jay Goldman, co-founder and CEO of Sensei Labs, interviews Alex Liu, Managing Partner and Chairman of Kearney.

Jay Goldman April 17, 2023



Watch: [Meet the Maestros: Alex Liu, Managing Partner of Kearney](#)

Topics covered:

- The shift in client expectations towards technology-enabled consulting and digital capabilities
- Kearney's adoption of platforms like Sensei Labs' Conductor to enhance enterprise orchestration and collaboration
- The increasing role of automation in consulting to focus on higher-value strategic work
- The evolution of technology requirements in consulting, from traditional tools to advanced digital solutions
- Executive strategies for leading organizational transformations in the enterprise orchestration era

Introduction and Summary:

In this episode of Sensei Labs' "Meet the Maestro" series, Jay Goldman, co-founder and CEO of Sensei Labs, interviews Alex Liu, Managing Partner and Chairman of Kearney. The discussion focuses on the evolving landscape of enterprise orchestration, consulting, and technology's critical role in driving successful transformations. The conversation emphasizes how businesses, particularly consulting firms like Kearney, have adapted to a fast-paced world where clients demand not only strategic insights but also cutting-edge digital and analytical tools to achieve their goals efficiently.

Liu highlights that while the core principles of consulting remain consistent—advising and guiding clients towards their full potential—the expectations and tools used have transformed dramatically. Clients now seek holistic solutions that combine strategic expertise with technology-enabled platforms, enabling them to manage and track complex projects in real-time. The conversation spotlights how Kearney partners with platforms like Sensei Labs' Conductor to provide digital orchestration of projects, ultimately improving collaboration, transparency, and outcomes.

Liu also discusses how Kearney's approach to consulting has evolved, from performing low-value manual tasks to automating processes, allowing teams to focus on higher-level strategic work. He emphasizes the importance of partnering with best-in-class technology providers to optimize efficiency and deliver value. Additionally, the conversation touches on how client expectations have shifted, with technology enablement now being a minimum requirement for any consulting engagement.

Liu concludes by offering advice to executives leading transformation initiatives. He stresses the importance of defining success on one's own terms, embracing continuous improvement, and seeking the right partners and tools to navigate complex organizational transformations. The discussion underscores the central role of enterprise orchestration in ensuring that companies can evolve in today's fast-moving business environment.

Frequently asked questions

What do clients expect from a consulting firm today?

Holistic solutions that combine strategic advice with technology-enabled platforms for managing and tracking the work in real time. Alex Liu, Managing Partner and Chairman of Kearney, says the core of consulting, guiding clients toward their full potential, hasn't changed, but technology enablement has become a minimum requirement for any engagement rather than a differentiator.

Why does a strategy consultancy partner with a strategy execution platform?

To provide digital orchestration of client projects and improve collaboration, transparency, and outcomes. Liu describes Kearney's partnership with Conductor as part of a broader move to pair strategic expertise with best-in-class technology providers, so clients can manage complex programs on a shared platform rather than through consultant-assembled reporting.

How has automation changed the work consultants do?

By automating low-value manual work so teams can concentrate on higher-level strategic thinking. Liu explains that Kearney has moved away from consultants performing manual tasks toward automated processes, and that choosing the right technology partners is what makes that shift efficient rather than merely aspirational.

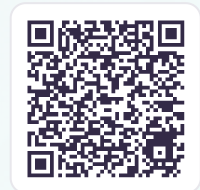
What advice does Kearney's chairman give executives leading a transformation?

Define success on your own terms, commit to continuous improvement, and choose the right partners and tools. Liu's advice to executives is that transformation in the enterprise orchestration era is ongoing, so the leadership task is to set clear goals, keep improving against them, and build the partnerships that let the organization evolve as conditions change.

READ ONLINE

Read this article on our website

getconductor.com/resources/meet-the-maestros-alex-liu-managing-partner-of-kearney



GET STARTED

Talk to sales

Walk through an example with our team and see Conductor on your own programs.

[Talk to Sales →](#)



Scan to book