

BLOG

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.

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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

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.

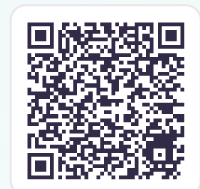
Liu also discusses how Kearney's approach to consulting has evolved, from performing low-value manual tasks to automating processes, allowing teams to focus on higher-level strategic work. He emphasizes the importance of partnering with best-in-class technology providers to optimize efficiency and deliver 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.

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