

Contents

Group Update

1

Fall 2020 Projects

2

Internal Development

3

Junior Analyst
Development Program

4

Internship and Full-Time
Placements

5

Spring 2021 Initiatives

6



ISENBERG UNDERGRADUATE
CONSULTING GROUP

Fall 2020
Semester Review



Contents

Group Update

1

Fall 2020 Projects

2

Internal Development

3

Junior Analyst
Development Program

4

Internship and Full-Time
Placements

5

Spring 2021 Initiatives

6



Who we are...

The Isenberg Undergraduate Consulting Group is a client-centric, student-run organization at the University of Massachusetts Amherst that provides advisory services across the domains of strategy, operations and marketing. Since the group was founded in 2015, IUCG has partnered with over 18 clients spanning the globe and has successfully delivered solutions to the most pressing challenges across the following industries: technology, financial services, manufacturing, healthcare, retail, and energy. This past fall, IUCG added two new leaders to the executive board, combined having 9 semesters of Analyst experience. In addition, the group welcomed the largest class yet of 8 students to its selective Junior Analyst Development Program! Throughout the fall, IUCG partnered with 4 clients across 4 different industries and added capabilities in the biotechnology and real-estate space. IUCG's project teams delivered solutions to our 4 unique cases remotely while navigating the difficult COVID-19 Pandemic.

Fall 2020 at a glance...

8

Welcomed Junior Analysts

4

National clients

4

Successful projects
measured by request for more projects



Contents

Group Update

1

IUCG's four project teams focused on corporate initiatives for our clients in the technology, pharmaceutical, energy, and retail industries.

Project Team

Focus Areas



Market Entry
Strategy

Devon Roshankish*
Caroline Nguyen

Dev Parikh
Liam Peterson

- Market sizing and research
- Competitor analysis and benchmarking
- Market entry strategy

Fall 2020 Projects

2



Stakeholder Process
Improvement

Anna Gishin*
Hoang Nguyen

Claire Wang
Navya Jain

- Current stakeholder process analysis
- Primary and secondary best practice research
- Database formation and development

Internal Development

3



Compliance Process
Optimization

Catherine Simonds*
Andrew Zhu

Owen Thoft-Brown
Johnny Sokol

- Internal compliance process assessment
- Compliance industry due diligence
- Reporting tool development and implementation

Junior Analyst

4

Development Program

Internship and Full-Time
Placements

5



Spending
Analysis

Ben Cooperstein*
Conner Jahn

Alejandro Acosta
Nicholas DeCastro

- Market research
- Member spending analysis
- Market entry strategy

Spring 2021 Initiatives

6

* Denotes engagement Project Manager



Contents

Group Update 1

Fall 2020 Projects 2

Internal Development 3

Junior Analyst Development Program 4

Internship and Full-Time Placements 5

Spring 2021 Initiatives 6

IUCG had 3+ time zones represented in the virtual environment but still found ways to grow together.

...

IUCG is focused on the holistic development of all analysts, and this semester, our internal initiatives included:



Meetings 3x a week focused on: professional development, consulting development, and technical skill development.



IUCG implemented a mentorship program allowing each member the space to explore their professional strengths and interests.



IUCG hosted 3 consulting firms to explore careers in consulting and learn best-practices while recruiting for consulting positions.

IUCG'ers have access to a series of instructional and fun workshops to develop their overall consulting toolkit and skills, including:



Casing Workshop



IUCG Debates



Python Workshop



Project Management Workshop



IUCG Shark Tank



Tableau Workshop



Contents

Throughout the Junior Analyst Development Program, our new members are exposed to three distinct disciplines throughout the rigorous, semester-long, training.

Group Update

1

Fall 2020 Projects

2

Internal Development

3

Junior Analyst
Development Program

4

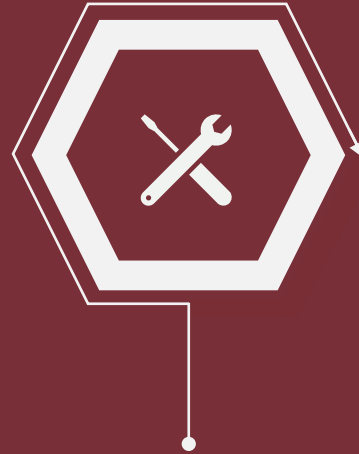
Internship and Full-Time
Placements

5

Spring 2021 Initiatives

6

Professional Development



- Excel and PowerPoint modules
- Public speaking exposure
- Data analysis and visualization training

Consulting Tool Kit



- 3 + MBA case studies analysis
- Comprehensive industry research
- Acquisition and synergy analysis
- Collaboration with analysts and project managers

Engagement Work



- Engagement with a non-profit
- Delivered a 5-year strategic plan
- Exposure to client communication
- Construction and presentation of final deliverable

Fall 2020 Junior Analyst Class

Sam Naftal | *Engineering Class of '22*
Zach Glanz | *History Class of '22*
Noa Sade | *OIM Class of '22*
John Howard | *Accounting Class of '22*

Jeffery Epro | *OIM Class of '23*
Jack Shewchuk | *Comp. Sci Class of '23*
Maggie Doyle | *Finance Class of '23*
Emily Vigeant | *OIM Class of '23*



Contents

Group Update 1

Fall 2020 Projects 2

Internal Development 3

Junior Analyst Development Program 4

Internship and Full-Time Placements 5

Spring 2021 Initiatives 6

IUCG members continue to achieve top-tier placements in consulting, accounting, finance, and industry roles.

...

Class of '21



Jon	Cooperstein	BRG	Turnaround & Restructuring
Alex	Jacobs	Alpha Sights	Client Service Representative
Heather	Stratton	J.P. Morgan	Markets – Structuring & Solutions
Benjamin	Cooperstein	EY	Risk Advisory
Johnny	Sokol	Deloitte	Audit

Class of '22



Conner	Jahn	RSM	Management Consulting
Dev	Parikh	MassMutual	Business Development
Navya	Jain	Amazon	Finance and Business Development
Claire	Wang	EY	Risk Assurance
Catherine	Simonds	PwC	Tech Consulting
Liam	Peterson	RSM	Transaction Advisory
Alejandro	Acosta	PwC	Management Consulting
Noa	Sade	PwC	Risk Assurance
John	Howard	EY	Forensic Accounting

Class of '23



Andrew	Zhu	Wayfair	Business Development / Strategy
Hoang	Nguyen	EY	Business Development
Emily	Vigeant	Dell	Business Development
Shane	Rose	White House	Internship Program



Contents

As IUCG continues to evolve, we are pursuing the enhancement of internal initiatives owned by analysts and increased collaboration with other undergraduate consulting groups.

Group Update

1

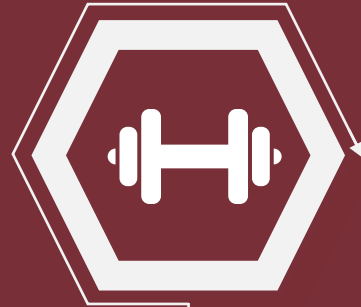
Internal Revamp

Consulting Group Collaboration

Special Project Unit (SPU)

Fall 2020 Projects

2



Internal Development

3

01

02

03

Junior Analyst
Development Program

4

Continued

- High-quality project delivery
- In-depth workshop experiences
- Client facing project exposure

Continued

- Benchmarking of other undergraduate consulting group initiatives

Continued

- Focus on achieving medium to long-term strategic goals aimed at growth initiatives

Internship and Full-Time
Placements

5

Enhanced

- Standardization of project management leadership
- Recognition by Isenberg and UMass Amherst as an accredited group

Enhanced

- Communication with other undergraduate consulting groups
- Collaboration on projects and learning workshops

Enhanced

- Ownership of personal projects to leave a lasting mark on IUCG
- Re-affirmation of our commitment to the local community

Spring 2021 Initiatives

6



Contact the Group

Heather Stratton

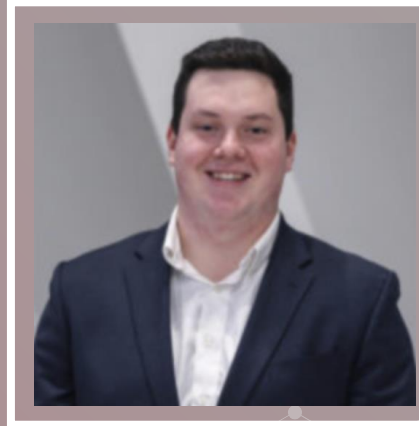


President

hstratton@umass.edu

(970) 412-4615

Alex Jacobs

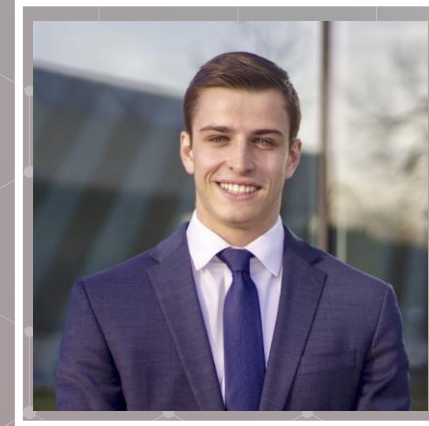


Director

acjacobs@umass.edu

(978) 467-3884

Jon Cooperstein



Director

jcooperstein@umass.edu

(978) 317-8799

isenbergconsulting.org | isenbergucg@umass.edu

