

CONTACT REPORT

COMPANY: McKinsey & Co.
 NAME: Mr. Chris Hoenig
 TITLE:
 ADDRESS: 1700 Pennsylvania Ave. NW
 Washington, DC 20006

PHONE: 202-393-6820

STAFF		REASON	RELATE
INIT	DRS	— SAL	— ISPS
INIT		— MKT	— CAMP
		— INT	— MAPS
PHONE	X	— PRE	— FISSP
VISIT	—	— HOT	— CUST
		— SUP	— CSP
			— M/C

CONTACT: 3/4/88 OTHER REASON: re: YNOT
 WRITTEN: 3/4/88 ID:

Chris called to congratulate us on a fine job in extracting billing versus cost data and human resources information from a selected group of PS firms in the U.S.

He questioned the size of the bill, which I justified and he agreed to pay.

Chris indicated a continuing interest in having INPUT's UK office do a similar survey of European firms, which Peter Lines had turned down at the tail end of last year. I told him conditions might have changed there and that I'd re-visit that request.

He also indicated that a much broader survey might be considered in the U.S. than the one just completed and that INPUT would be the preferred contractor.

He told me to call:

Ron Bohlin
 McKinsey & Co.
 Boston
 617-424-1910

in one month if we haven't heard anything, definite before then.

He asked how we could do the job better in the future. My reply:

1. Let us work with McKinsey on the development of the information request.
2. Give us a larger list with a lower targeted hit rate, so we do not have to spend disproportionate time going after the last few "tough nuts."



ACTION	TIME	DESCRIPTION	WHEN	DN	INFO
PL (UK)		Go back & take a look at my request of 12/23/87. Consider it in light of current manpower & workload. I have methodology that works pretty well.			PAC GH
DRS		Follow up with PL in one week and with McKinsey, accordingly.			

CHECK ALL THAT APPLY:

White
 Green
 Pink
 Yellow

MAIL LIST
 Client
 Prospect
 Press

Financial
 Key Contact
 Decision Maker
 Product User



PROJECT: YKOT - MCKINSEY CUSTOM
 LEADER: SHAW, DONALD
 BEG: 01-01-99 END: 01-01-99

INPUT - USA --- 1988
 PROJECT REPORT BY LABOR CODE AND EMPLOYEE
 PERIOD: 14 ENDING 04-01-88

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		PERIOD 14				PERSON DAYS			PROJECT			
		MARCH										
		ACTUAL	ESMD	PLAN	ACTUAL	ESMD	PLAN TD	PLAN	ACTUAL	ESMD	PLAN TD	PLAN
424	HOFFMANN, ORINDA								.2	.2		
30	SUPPORT								.2	.2		
	-BUDGET-										5.0	5.0
410	SHAW, DONALD								9.2	9.2		
400	CORP. MGMT. PKT. CONSULTANT				8.0	4.0			8.0	4.0		
70	RESEARCH				8.0	4.0			17.2	13.2	5.0	5.0
	YKOT MCKINSEY CUSTOM				8.0	4.0			17.5	13.5	5.0	5.0

