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Bridgespan Group, The

by **Allen S. Grossman** and John D. Kalafatas

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Abstract

Bain & Co., a consulting firm with a client list that ranges from entrepreneurial start-ups to global corporations, wanted to increase its involvement with nonprofit organizations. Rather than continuing to integrate the work into the existing organization, Bain created the Bridge Group, a nonprofit consulting entity that could draw upon the resources of Bain, maintain an independent practice and identity, and raise philanthropic capital. The CEO, Jeffrey Bradach, has taken a leave of absence from his position as professor at Harvard Business School to get the organization up and running. Success during the first year of operations has been beyond expectation, but the organization is facing a series of complex challenges if it is to achieve its ultimate goal of high impact to the nonprofit sector.

Keywords: Nonprofit Organizations; Corporate Social Responsibility and Impact; Problems and Challenges; Leadership Style; Growth and Development Strategy; Consulting Industry

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