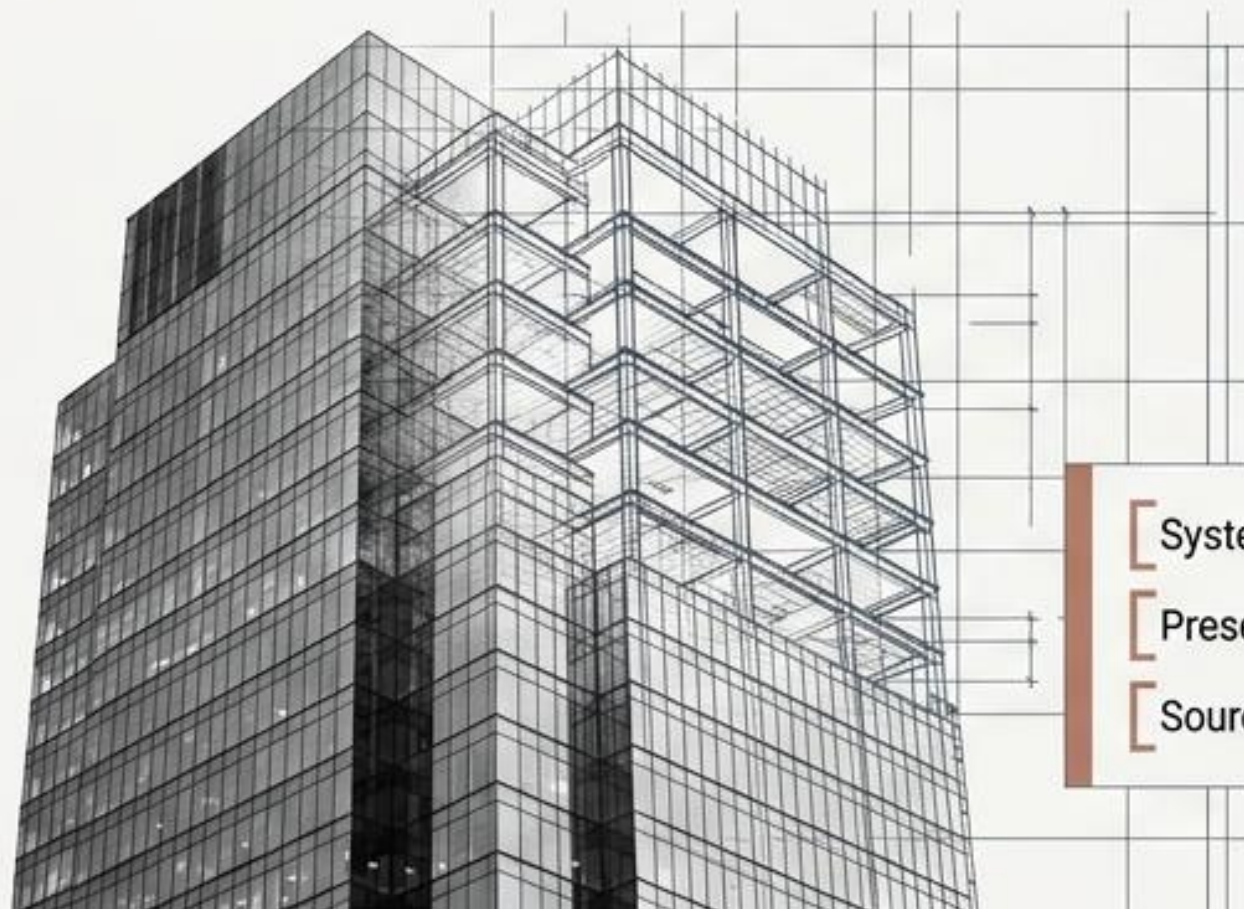


The Consent Machine

How AI Broke the Consulting Pyramid



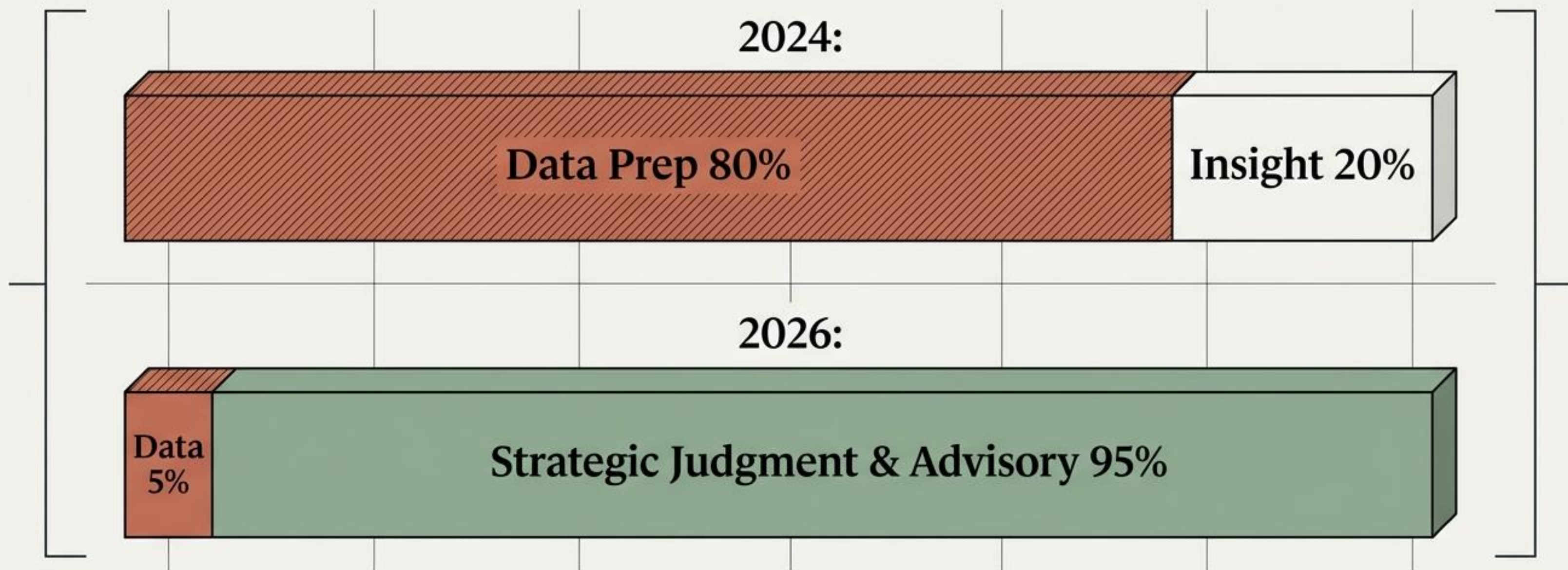
[System Status: Restructuring]

[Presented by: David Michael Boje to Penn State]

[Source: The Consent Machine // Sep 18, 2026]

The Collapse of Time Constraints

What happens to a multi-billion dollar industry when the core constraint—time—is eliminated?



The Pre-AI Workflow: Friction and Manual Labor



[Profile: Sarah]
[Role: Senior Supply Chain Consultant, Accenture]

ERP Log Data											
ID	TIME	USER	TABLE	ACTION	STATUS	ERROR CODE	MESSAGE	TABLE	STATUS	TABLE	STATUS
01000001	2023-10-26 10:00:01	ADMIN	TABLE	SELECT	SUCCESS			TABLE	SUCCESS	TABLE	SUCCESS
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01000003	2023-10-26 10:00:03	ADMIN	TABLE	UPDATE	SUCCESS			TABLE	SUCCESS	TABLE	SUCCESS
01000004	2023-10-26 10:00:04	ADMIN	TABLE	DELETE	FAILURE	002	Record not found	TABLE	FAILURE	TABLE	FAILURE
01000005	2023-10-26 10:00:05	ADMIN	TABLE	SELECT	SUCCESS			TABLE	SUCCESS	TABLE	SUCCESS
01000006	2023-10-26 10:00:06	ADMIN	TABLE	INSERT	FAILURE	003	Duplicate key error	TABLE	FAILURE	TABLE	FAILURE
01000007	2023-10-26 10:00:07	ADMIN	TABLE	UPDATE	SUCCESS			TABLE	SUCCESS	TABLE	SUCCESS
01000008	2023-10-26 10:00:08	ADMIN	TABLE	DELETE	FAILURE	004	Record not found	TABLE	FAILURE	TABLE	FAILURE
01000009	2023-10-26 10:00:09	ADMIN	TABLE	SELECT	SUCCESS			TABLE	SUCCESS	TABLE	SUCCESS
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01000060	2023-10-26 10:01:00	ADMIN	TABLE	DELETE	FAILURE	030	Record not found	TABLE	FAILURE	TABLE	FAILURE

1.

Download unstructured ERP logs and cross-reference vendor contracts.

2.

Clean messy Excel sheets late into the night.

3.

Build a static 40-slide PowerPoint deck to summarize risk.

Time-to-Delivery:
14 Days

The Agentic Workflow: From Slides to Live Code



The Macro Reality: Accenture's \$923M Pivot

The Mandate: CEO Julie Sweet embedded AI into nearly everything, eliminating it as a standalone reporting metric.

[The Shift]

800,000

Employees rebranded
as Reinventors.

[The Purge]

11,000+

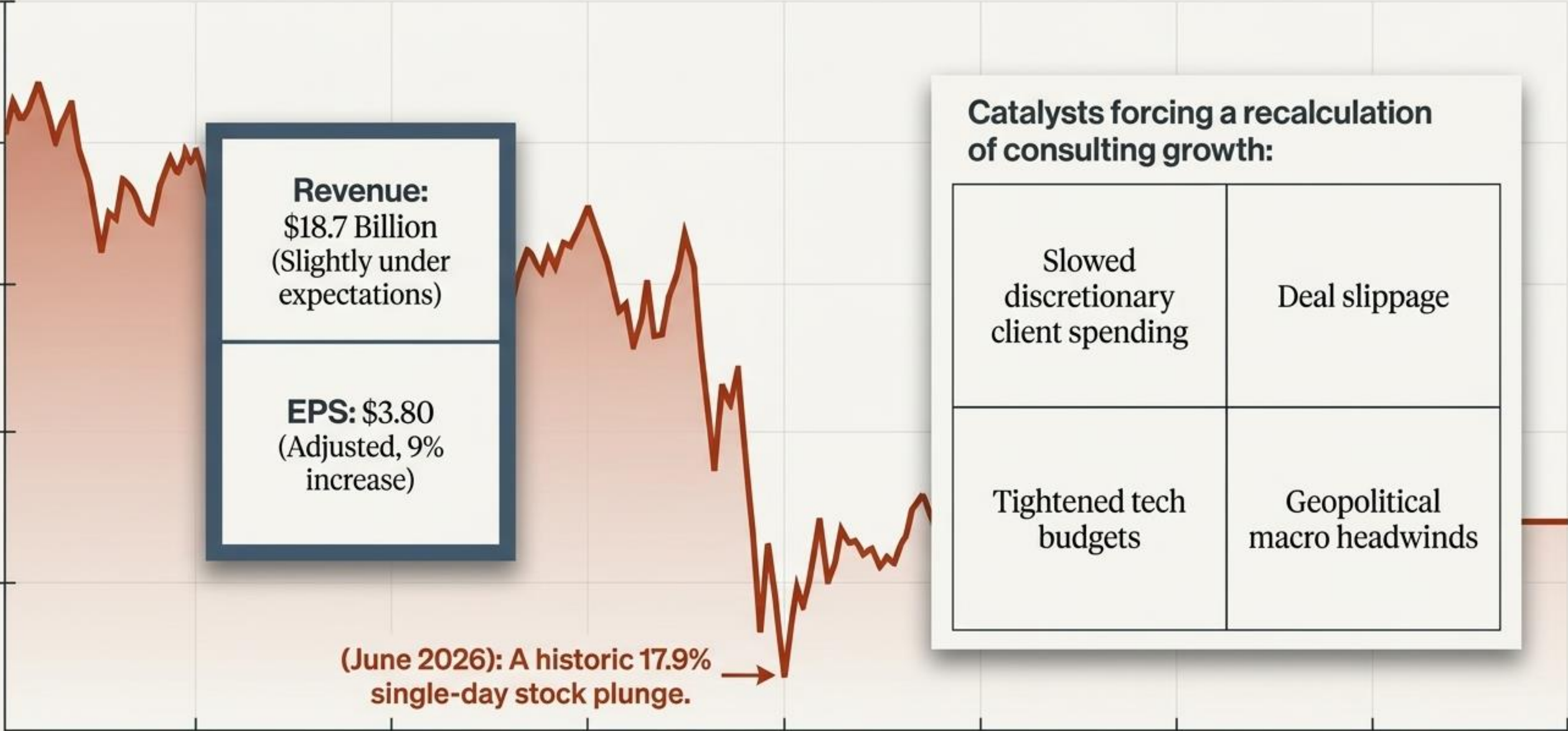
Skill-based exits for workers
unable to be retrained in vital
AI capabilities (late 2025).

[The Cost]

\$923,000,000

In structural optimization
charges.

The Q3 Market Shock



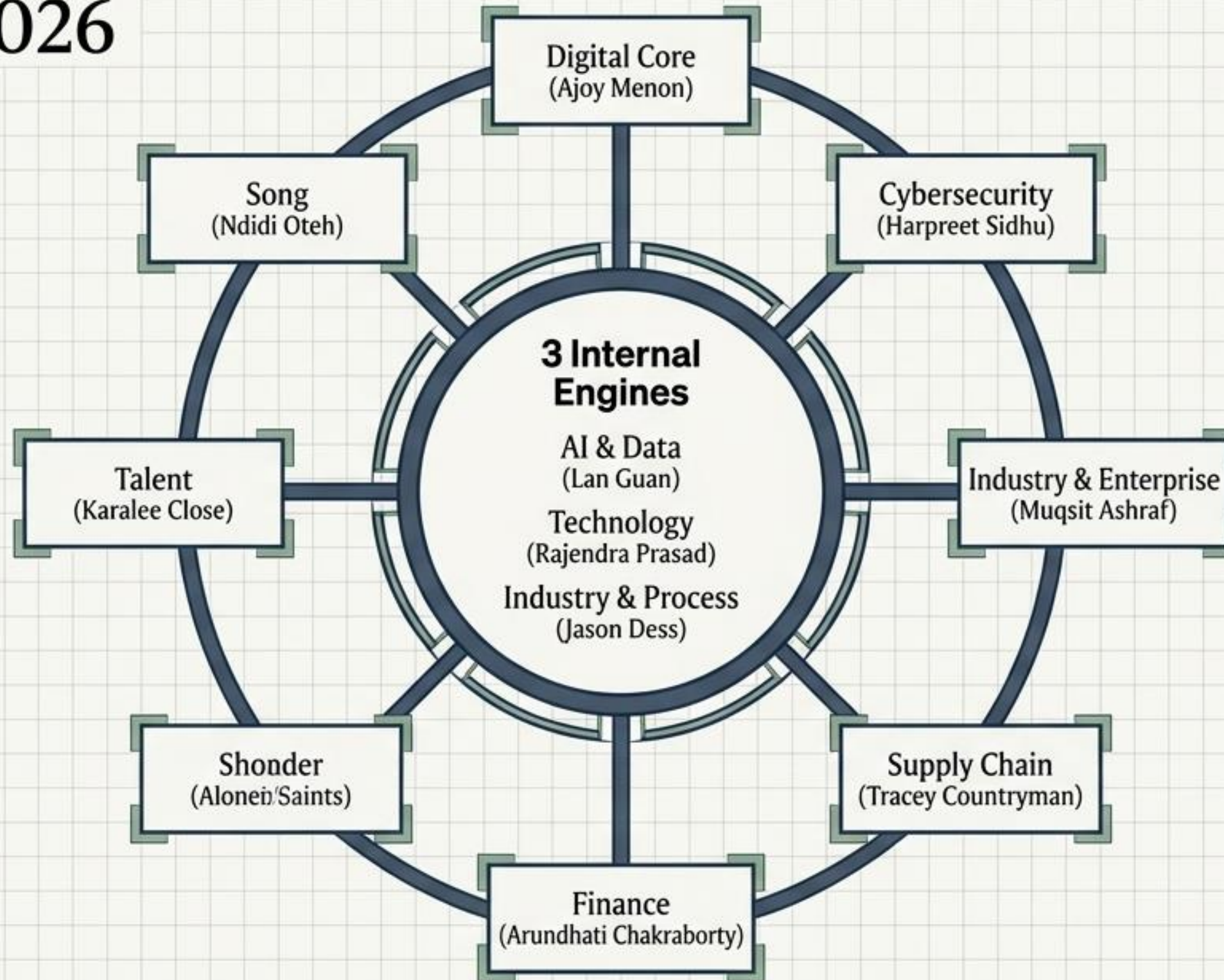
Dismantling the Silos: Phase 1

Mid-2025: The Monolithic Merge



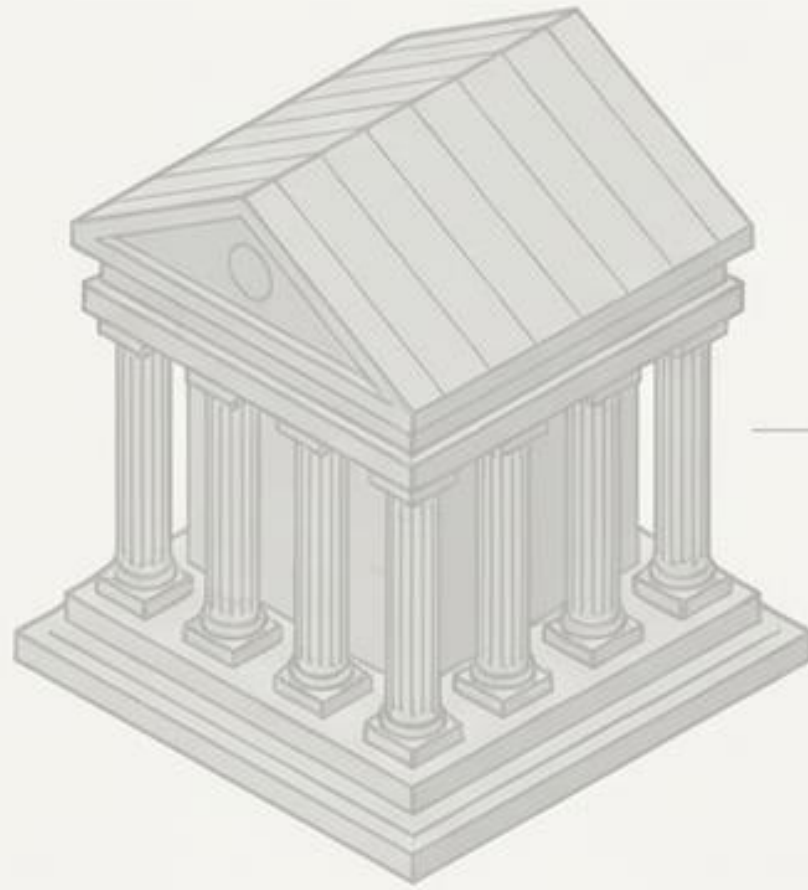
The New Architecture: Partners and Engines

March 31, 2026



The \$9 Billion M&A War Chest

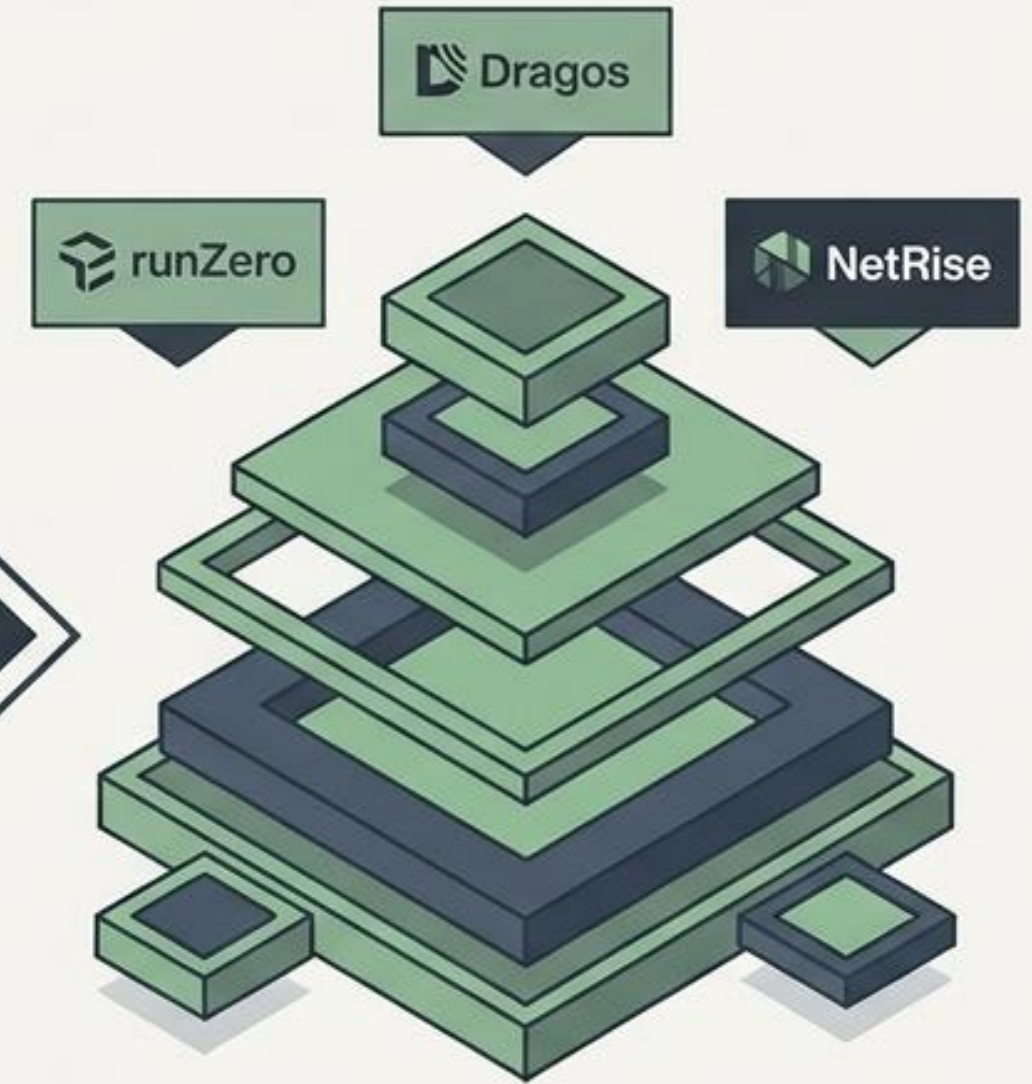
The Deployment Strategy: \$9 billion allocated for acquisitions in fiscal 2026.



Legacy Enterprise Contracts



Platform Over Hours:
Acquiring majority stakes in industrial cybersecurity platforms to sell software-driven services instead of manual labor.



The New Target: Accenture Edge targets a massive \$240 billion mid-market client base.

The Industry Ripple Effect

McKinsey & Company

Action: 3,000–4,000 junior role cuts (10% of footprint).

Driver: ‘Lilli’ AI automating weeks of back-office research.

Shift: Replacing traditional MBAs with Math/CS PhDs.

Deloitte

Action: Scrapped multi-decade hierarchy for 181,500 U.S. employees.

Driver: Dismantled legacy analyst/manager tags.

Shift: Fluid, alphanumeric skill-levels for AI-augmented teams.

BCG & Bain

Action: Reduced general graduate intake.

Driver: BCG scales AI advisory to 20% of revenue (\$2.7B).

Shift: Moving up to 25% of global fees to performance/outcome contracts.

The Catalyst Metrics

Joint data from BCG and Harvard Business School on LLM augmentation.



Task Volume Increase



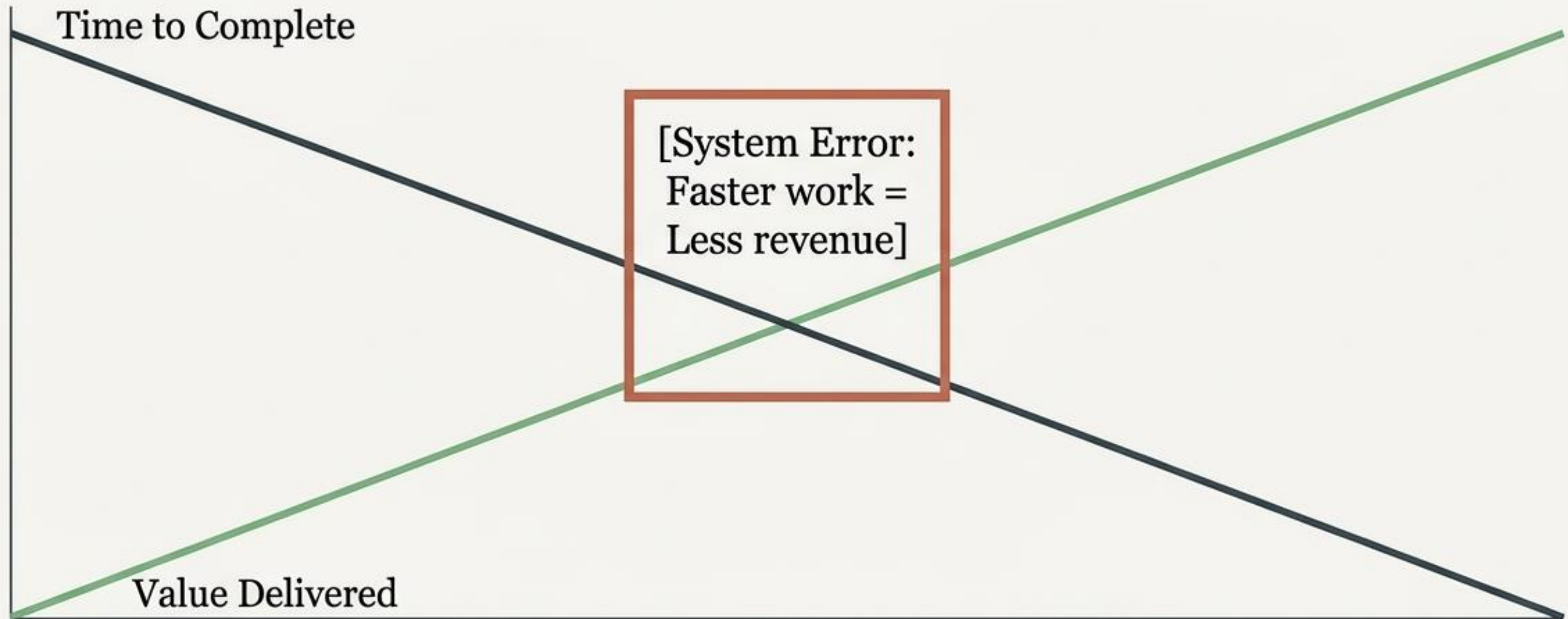
Cycle Time Compression



Higher Output Quality
(Blind evaluations)

Knowledge workers save a median of 6.4 hours per week using production AI agents (McKinsey Global AI Survey).

The Paradox of AI Profitability



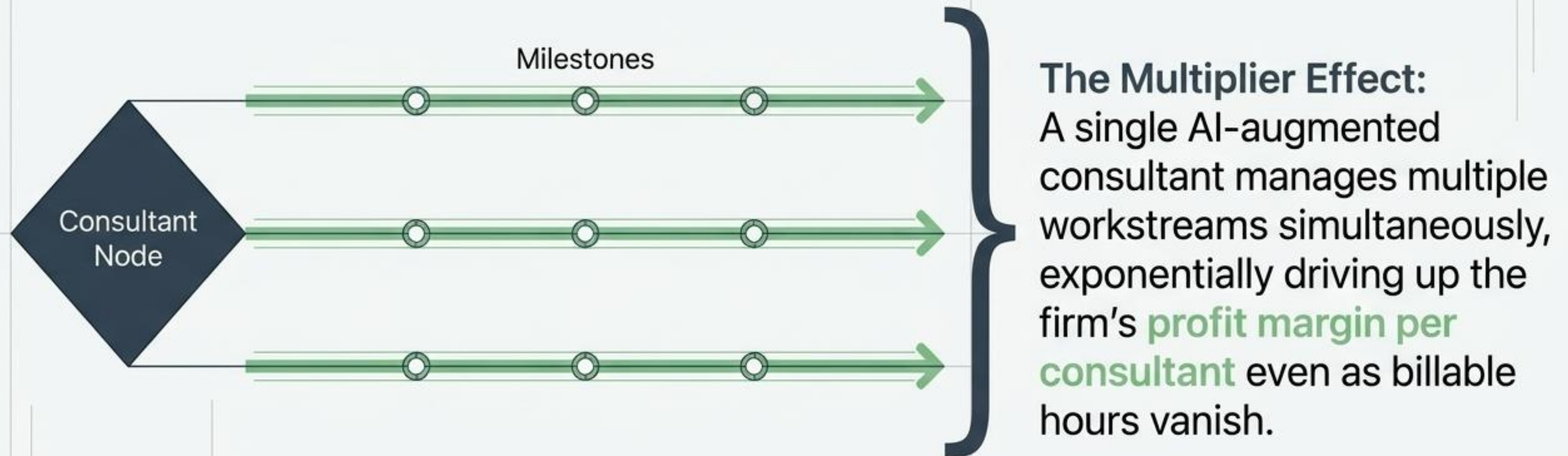
The Breaking Point Equation: Decoupling labor hours from output.

The Conflict: Under standard hourly billing, finishing a project 25% faster reduces billable hours, effectively penalizing the firm.

The New Economic Paradigm

The Shift: From Leveraged Headcount to Outcome-Based Pricing.

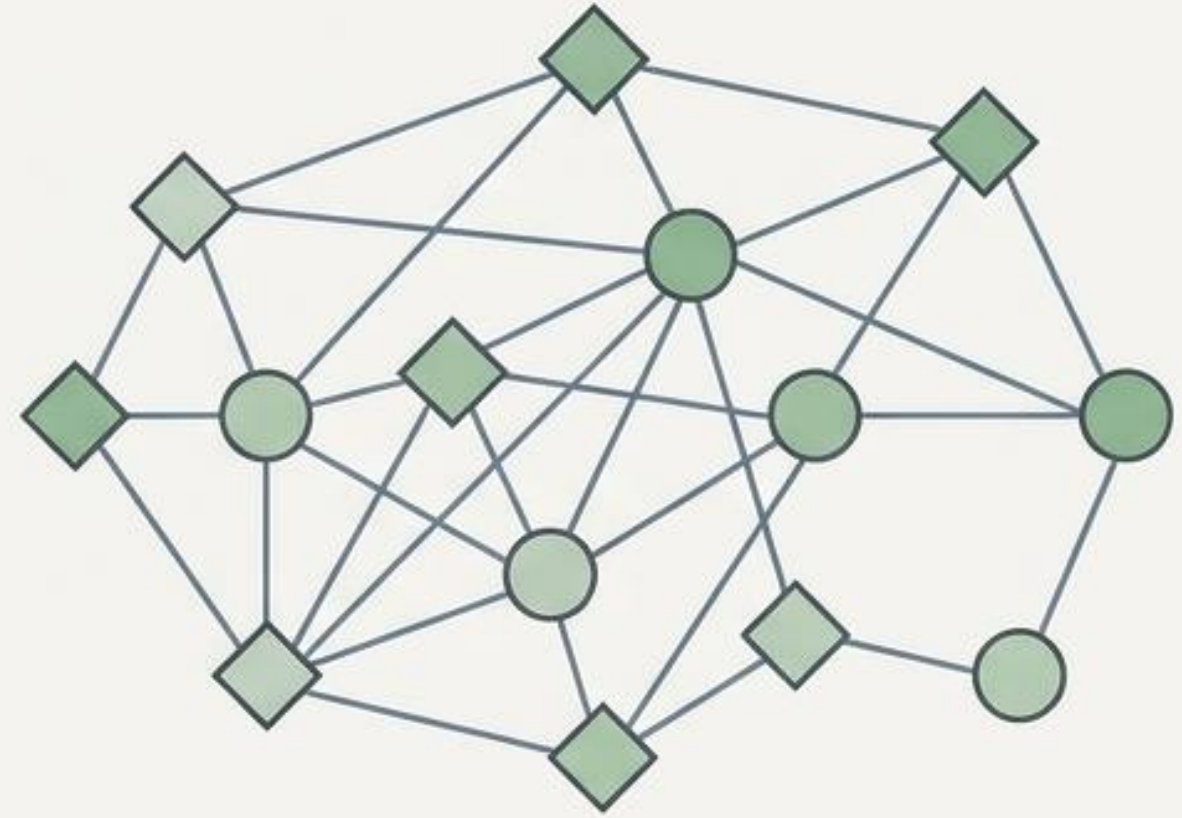
The Solution: Tying contracts to variable, milestone-based fees rather than hours logged.



The Death of the Pyramid



[Offline: Leveraged Headcount]



[Online: The Consent Machine]

Welcome to the era of Agentic AI. The tools have changed. The economics have changed. How must business schools change what they teach to prepare the next generation of Sarahs?