

# The Future of the Architecture, Engineering and Management Consulting Industry

Deltekt<sup>®</sup>


01

## Taming Project Complexity

Delivering profitable projects on time is and will remain the most important task.

 **76%**  
of CEOs Say Reports  
for important decisions come too late

**71%** of the companies  
surveyed globally do  
**not get paid for  
all change requests** 

 **65 %** of the companies  
surveyed  
**see a further increase**  
in project complexity over the next five years

02

## Higher Margins, Lower Prices & Other Risks

Clients have become more demanding,  
expecting greater value and flexibility at  
lower prices.

 **51%** of the companies  
in the survey  
**consider price pressure**  
a top business development  
challenge over the next 12 months


**46%**  of companies  
in our survey are  
aware of their  
revenue per  
consultant


 **47%**  
of CFOs surveyed  
say their HR data does not meet GDPR  
or other data protection regulations

03

## Talent & Upskilling

Finding the right staff for a project at the right  
time to execute a project well is easier said  
than done.

**67%** of the CEOs  do not know if they  
need to hire or  
fire 3–4 months  
from now

**75%**  of the companies surveyed do not think  
their business is prepared to manage the  
**risk of talent shortage**

 **37%** of companies  
in the Nordics  
**find acquisition** of talent a top challenge

04

## Where to Play and How to Win

Companies are feeling the heat - many  
decision-makers worry that a lack of reliable  
information keeps them in the dark.

**51%**  of companies in the Nordics state that  
gaining and retaining trust is a top challenge

**49%**  globally do not feel  
prepared to meet  
customer needs

**35%**  of companies in  
the Nordics  
thinks that limited  
business development  
resources/time are  
key challenges


05

## The Digital Journey Ahead

Digital disruption while getting the basics right  
- Emerging innovations are disrupting  
traditional delivery models, enhancing  
business capabilities and creating threats as  
well as opportunities.

**19%**  of CEOs  
state they won't be investing in any emerging  
technology over the next five years

 **20% of the Danish and 18%  
in Sweden** plan to invest in ML  
compared with 30% globally. Only  
Norway is slightly ahead with 36%.

**46%**  of the companies  
surveyed **state**  
**that Digital Transformation** will  
be introduced within the next five years

### The study makes one thing clear:

The main challenges faced by the industry are not country-specific, even  
if interesting differences in the Nordic countries can be discerned.



**Study for yourself  
and benchmark your  
business today.  
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