

YOUR COMPANY SCORECARD - HOW YOU COMPARE TO THE INDUSTRY



The 44th Annual Deltek Clarity Architecture & Engineering Industry Report offers a comprehensive look into the state of the A&E industry. This year, the study includes responses from more than 580 firms across the U.S. and Canada. Curious to see how your firm compares? Identify your key areas of improvement by using the Scorecard below, and don't forget to download the full Clarity report for additional best practices and critical A&E insights.

| | YOUR RESPONSE | CLARITY AVERAGE/MEDIAN | CLARITY HIGH PERFORMERS |
|---|---------------|------------------------|-------------------------|
| FINANCIAL MANAGEMENT | | | |
| Operating Profit on Net Revenue | | | |
| Net Labor Multiplier | | | |
| Total Payroll Multiplier (Revenue Factor) | | | |
| Utilization Rate | | | |
| Overhead Rate | | | |
| Average Collection Period | | | |
| Backlog in Months | | | |
| Net Revenue per Employee | | | |
| Total Employee Cost | | | |
| BUSINESS DEVELOPMENT | | | |
| Revenue Growth Forecast | | | |
| Win Rate | | | |
| Capture Rate | | | |
| Revenue from Top 3 Clients | | | |
| PROJECT MANAGEMENT | | | |
| Projects On or Under Budget | | | |
| Projects On or Ahead of Schedule | | | |
| HUMAN CAPITAL MANAGEMENT | | | |
| Staff Growth/Decline | | | |
| Employee Turnover | | | |

Discover the key shifts that are transforming the A&E industry and what firms need to do to stay successful in a competitive market. Download the full report at:

deltek.com/Clarity-AE

