

Deltek | CLARITY

The 40th Annual Deltek Clarity Architecture & Engineering Industry Report is the longest running and most comprehensive resource for A&E leaders, and this year's study includes responses from 700 firms in the U.S. and Canada. How does your firm measure up to the average A&E firm? Check your firm's score below and identify your key areas of improvement.

 FINANCIAL MANAGEMENT	YOUR RESPONSE	CLARITY AVERAGE	CLARITY HIGH PERFORMERS
Operating Profit on Net Revenue		14.4%	22.9%
Utilization Rate		59.8%	59.4%
Net Labor Multiplier		3.01	3.48
Total Payroll Multiplier		1.78	2.06
Overhead Rate		160%	161%
Net Revenue Per Employee		\$144,000	\$165,851
Total Employee Cost		\$98,619	\$95,266
Average Collection Period		75	75
Current Ratio		2.60	2.80
Debt to Equity Ratio		0.83	0.67
Return on Equity		21.6%	39.2%
Backlog in Months		7.2	7.2
 BUSINESS DEVELOPMENT	YOUR RESPONSE	CLARITY AVERAGE	CLARITY HIGH PERFORMERS
Revenue Growth Forecast		5.1%	0.8%
Win Rate		47.9%	50.0%
Capture Rate		45.0%	50.0%
 PROJECT MANAGEMENT	YOUR RESPONSE	CLARITY AVERAGE	CLARITY HIGH PERFORMERS
Projects On or Under Budget		71%	75%
Projects On or Ahead of Schedule		64%	67%
 HUMAN CAPITAL MANAGEMENT	YOUR RESPONSE	CLARITY AVERAGE	CLARITY HIGH PERFORMERS
Staff Growth/Decline		4.2%	6.9%
Employee Turnover		13.8%	14.3%

“-” indicates that your response could not be calculated due to insufficient data.

For more benchmarks, download the full report at
www.deltek.com/clarity-ae