


Deltek® What Does Your Scorecard Look Like?

CLARITY

The 38th Annual Deltek Clarity Architecture & Engineering Industry Report is the oldest and most comprehensive resource for A&E leaders, and this year's study includes responses from more than 550 participants in the U.S. and Canada. How does your firm measure up to the average A&E firm and the high performing firms in the industry? Check your firm's score below and identify your key areas of improvement.

 FINANCIAL METRICS	YOUR 2016 GOAL	YOUR 2016 ACTUAL	CLARITY AVERAGE	CLARITY HIGH PERFORMERS
Operating Profit on Net Revenue			13%	28.4%
Utilization Rate			60.1%	62.7%
Net Labor Multiplier			3.02	3.50
Total Payroll Multiplier			1.79	2.16
Overhead Rate			154%	145%
Net Revenue per Employee			\$140,189	\$152,062
Average Collection Period			72	65
Current Ratio			2.76	3.42
Return on Equity			24.8%	33.9%
 TALENT MANAGEMENT	YOUR 2016 GOAL	YOUR 2016 ACTUAL	CLARITY AVERAGE	CLARITY HIGH PERFORMERS
Staff Growth or Decline			6.9%	7.6%
Employee Turnover			11%	11.8%
Average Time to Fill Position			57 days	12.8 days
 BUSINESS DEVELOPMENT	YOUR 2016 GOAL	YOUR 2016 ACTUAL	CLARITY AVERAGE	CLARITY HIGH PERFORMERS
Win Rate			40.2%	40.3%
Revenue Contributed by Top 3 Clients			32%	27%
Net Revenue Growth Forecast			5.3%	4.1%
 PROJECT MANAGEMENT	YOUR 2016 GOAL	YOUR 2016 ACTUAL	CLARITY AVERAGE	CLARITY HIGH PERFORMERS
Projects On or Under Budget			73%	76.9%
Top 3 Project Management KPIs tracked			<ul style="list-style-type: none"> • Profitability • Multipliers • Average Collection Period 	<ul style="list-style-type: none"> • Profitability • Multipliers • Average Collection Period

For more benchmarks, download the full report at
<http://more.deltek.com/clarity-ae-2017>