INDUSTRY SCORECARD

Deltek | CLARITY

The 41st Annual Deltek Clarity Architecture & Engineering Industry Report offers a comprehensive look into the state of the AEC industry. This year, the study includes responses from more than 400 firms across the U.S. and Canada. Curious to see how your firm compares? Identify your key areas of improvements by using the Scorecard below, and don't forget to download the full Clarity report for additional best practices and critical AEC insights.

	YOUR RESPONSE	CLARITY BENCHMARK	CLARITY HIGH PERFORMERS
FINANCIAL MANAGEMENT			
Operating Profit on Net Revenue		15.8%	24.3%
Utilization Rate		59.9%	59.9%
Net Labor Multiplier		3.0	3.4
Total Payroll Multiplier (Revenue Factor)		1.8	2.0
Overhead Rate		154%	155%
Net Revenue Per Employee		$144,462	$164,945
Total Employee Cost		$97,884	$95,731
Average Collection Period		73.4	67.0
Backlog in Months		7.5	7.3
BUSINESS DEVELOPMENT			
Revenue Growth Forecast		2.1%	-0.9%
Win Rate		46.5%	50.0%
Capture Rate		42.3%	42.1%
Revenue from Top 3 Clients		35%	32%
PROJECT MANAGEMENT			
Projects On or Under Budget		71%	75%
Projects On or Ahead of Schedule		66%	74%
HUMAN CAPITAL MANAGEMENT			
Staff Growth/Decline		3.7%	7.1%
Employee Turnover		13.2%	12.3%

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:

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Architecture & Engineering Industry Study