

Architecture & Engineering **Industry Study** 

**39<sup>TH</sup>** Annual



This study provides the industry's most comprehensive resource on financial performance and market conditions for A&E firms.

### **DEMOGRAPHICS**

Growth is up and organizations are investing in business development, but they are facing resource limitations.

Firm Size

(1-50 employees)

(51–250 employees)

(251+ employees)

**Firm Type** 

Architecture or A/E

**Engineering** or E/A

**High Performers** 



23% Of all participants were high performers

# FINANCIAL STATEMENTS

Firms show year-over-year stability.

**Operating Profit on Net Revenue** 

5.4/0

22.3% for High-Performing Firms {+0.2% YoY}

**Utilization Rate** 

59.8% for High-Performing Firms

{-0.7% YoY}

Net Revenue per Employee

\$152,347 for High-Performing Firms

**Net Labor Multiplier** 

3.34 for High-Performing Firms

## **BUSINESS DEVELOPMENT**

Firms are diversifying their business opportunities and staff in a competitive market.

Win Rate

Capture Rate



Of firms use dedicated BD staff



Of firms use sellers/doers only



Use a mixture of both

#### Firms should continue their focus on improving the project management discipline and increasing client satisfaction.

PROJECT MANAGEMENT

30%

of projects On or Under Budget

Have a project management office or center of

excellence

of firms

of projects On or Ahead of Schedule



of firms Measure client satisfaction



HUMAN CAPITAL MANAGEMENT

12.8%

**Employee Turnover** 

Rising from 11.0%

last year

Growth and employee turnover have jumped, leading to a desire for better staff retention and improved talent acquisition processes.

4.3% Staff Growth

last year

Down from 6.9%

43% **Have Succession Plans** Down significantly

The top most expensive

from last year



business process was

**Talent Acquisition** 

Download the full Deltek Clarity Architecture & Engineering Industry Study

www.deltek.com/clarity **Deltek**. | CLARITY