

Performance Measurement Services



Performance Measurement Case Study

ISSUE:

Many contractors fail to develop and track the key metrics that drive profitability. For this service contractor, the profits were lagging. The Sikich consultant analyzed the pricing model used by the contractor and found that there were errors in the cost assumptions, thus creating a lower margin than desired. By publishing a dashboard solution showing the key metrics on a weekly or monthly basis, this service contractor was focused and better results followed.

SOLUTION:

A new pricing model was created to achieve the budgeted margin. The Sikich consultant also assisted in developing an overhead budget. In addition, labor productivity and business development activities were published on a dashboard.

- Business development tracking of hours and dates facilitated better labor planning and follow up on outstanding proposals
- Productivity tracking increased overall productive hour percentage
- Cash flow and profitability drivers were monitored monthly by key management
- Analysis of large jobs improved profitability

RESULTS:

Better information in a timely manner increased the performance of this service contractor, and helped identify issues, before they affected financial performance.



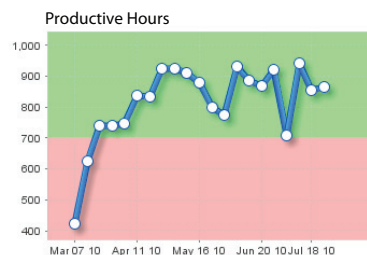
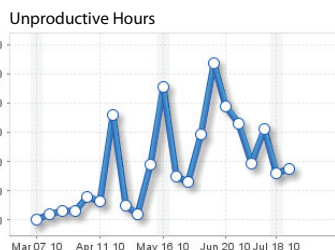
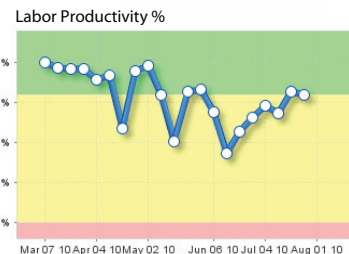
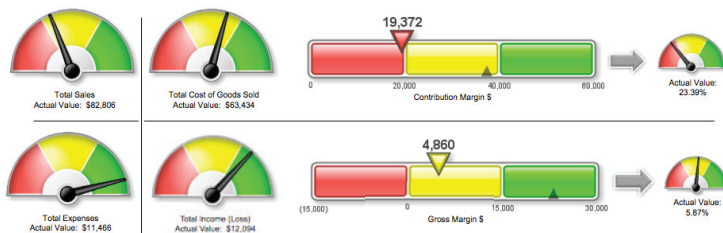
Industry:
Construction

Company Profile:
Service Contractor

Location:
Midwest

Financial:
\$4-5 Million in Annual Revenue

Personnel:
20-40 Employees (Seasonal)



Sikich offers performance measurement services to all industries, including commercial businesses, nonprofit, and governmental entities. Sikich Performance Measurement consultants access the expertise of industry specialists to develop meaningful key performance indicators (KPIs) that are displayed on scorecards and dashboards on our reporting solution, Sikich PMP.


To learn more about these services, please contact:



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