



**KNOW
GREATER
VALUE**

Benchmarking Firm Performance

Insights Gained From DGC's Engineering Study

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FIRM OVERVIEW

Long recognized for serving the architecture and engineering industry, DGC is now a division of PKF O'Connor Davies. Our combined resources enable us to deepen our commitment to the industry and provide services that will support our clients through the life cycle of their business.

- 17 offices along the east coast
- Significant Partner and Principal involvement in engagements
- Tax planning and compliance, accounting and assurance, and advisory
- Access to PKF global network

KEY PERFORMANCE INDICATORS

Utilization (hours)

Billing multiple

Breakeven multiple

Profit multiple

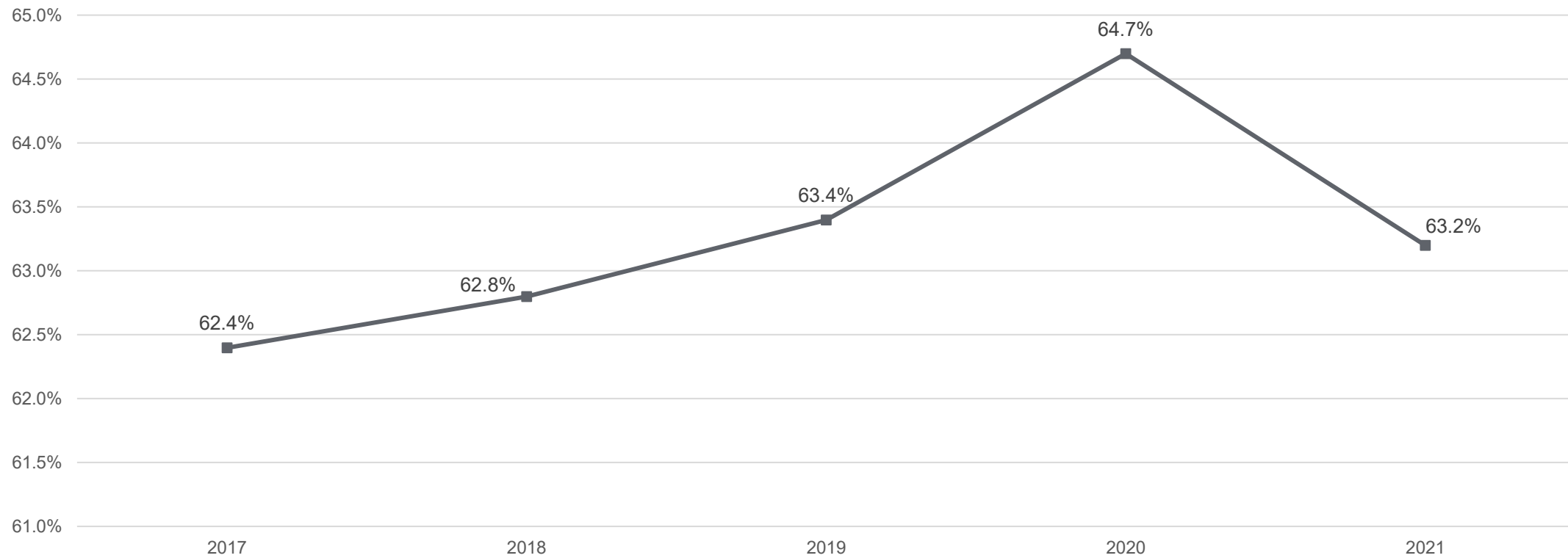
Compensation costs

Profit as a % of net revenue

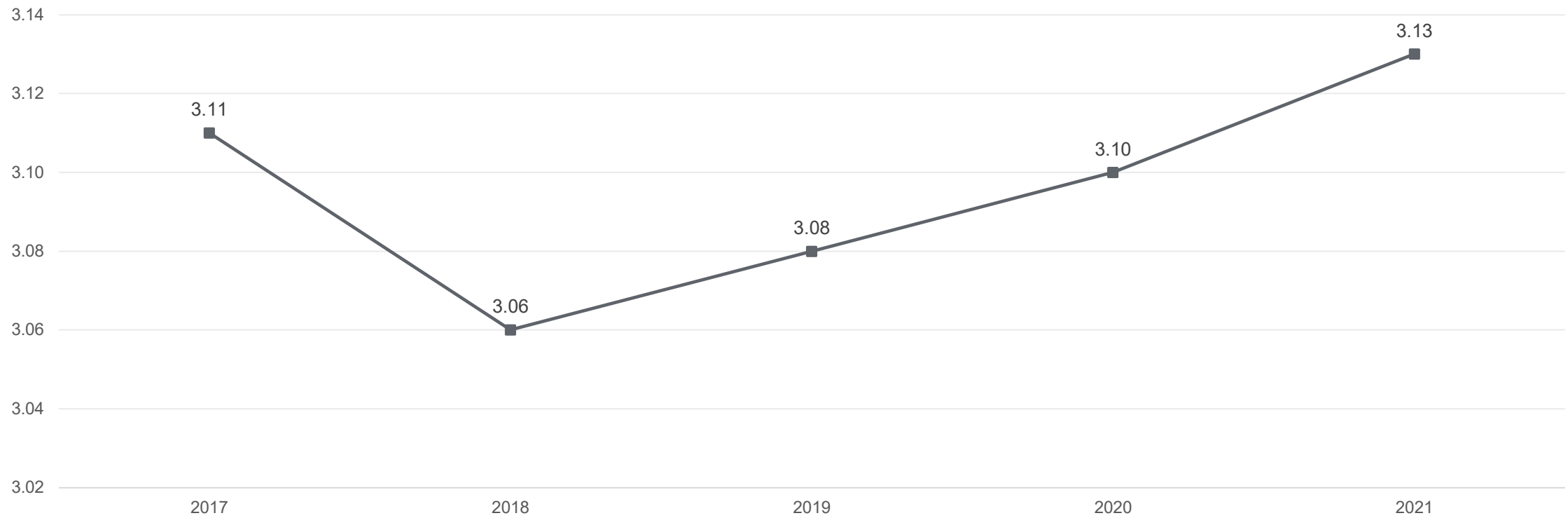
Days sales outstanding (DSO)

Working capital as a % of net revenue

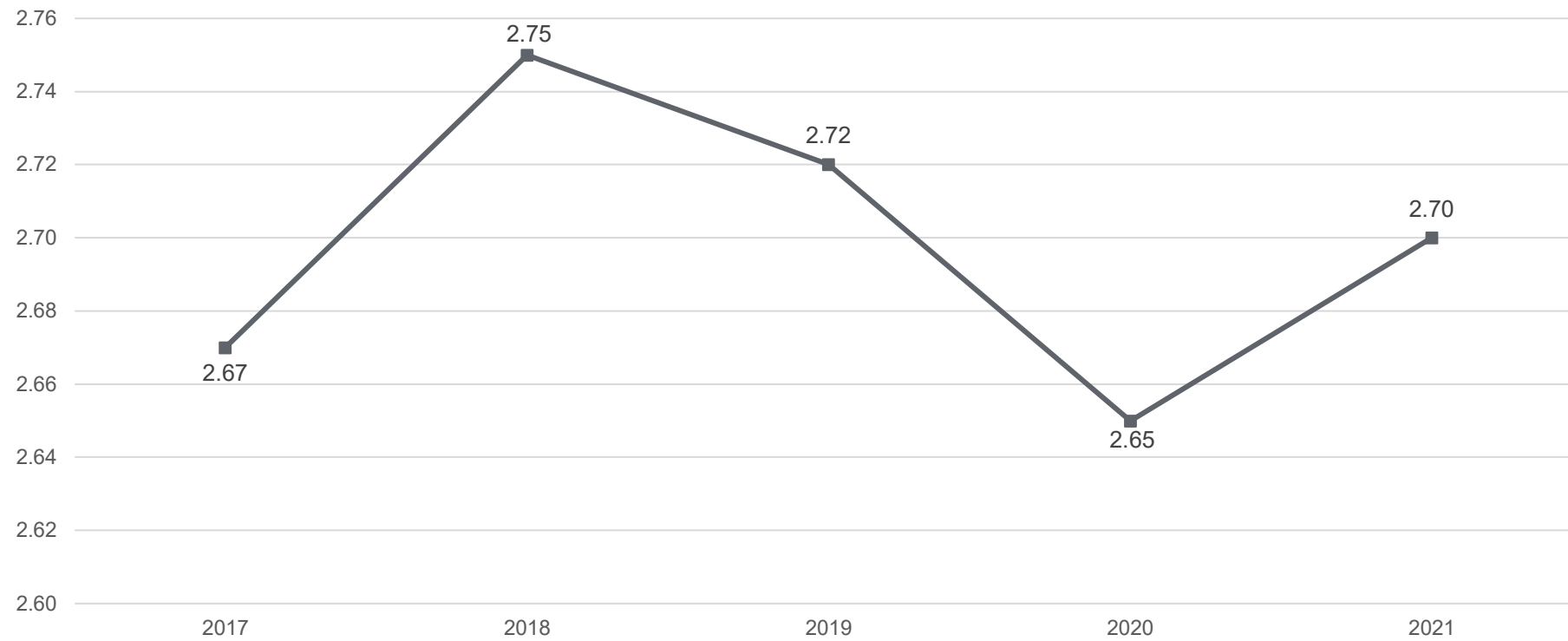
UTILIZATION (HOURS)



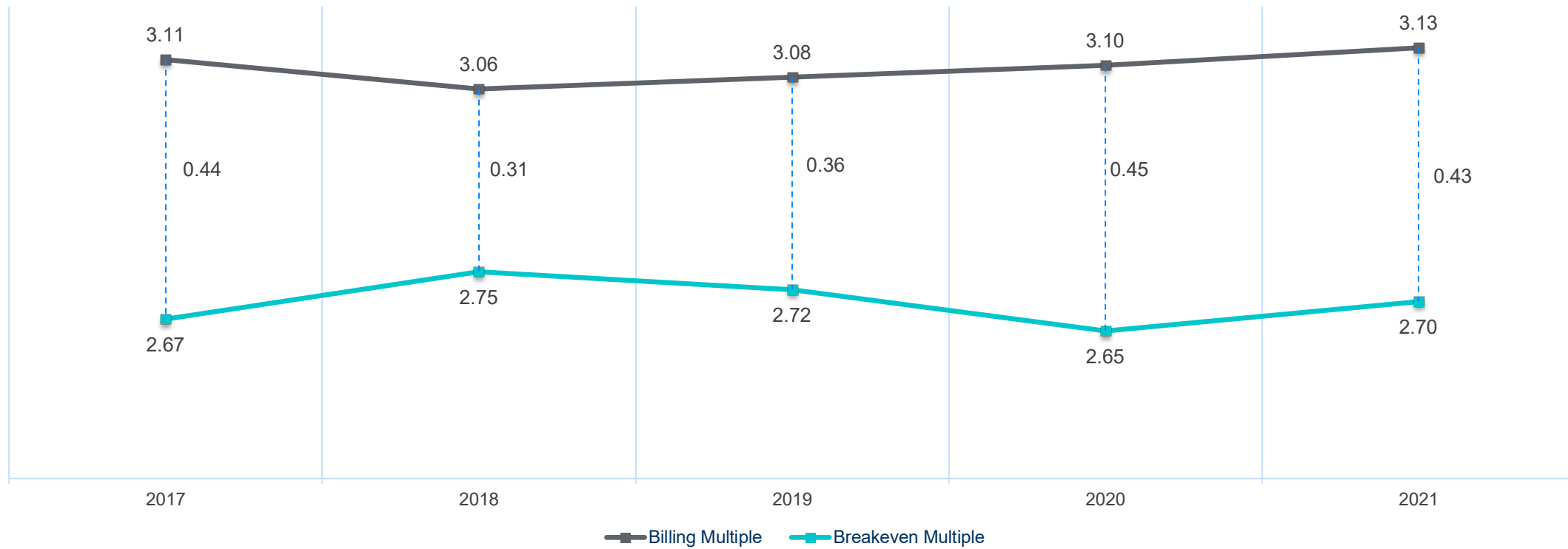
BILLING MULTIPLE



BREAKEVEN MULTIPLE



PROFIT MULTIPLE



COMPENSATION COSTS

Raises as a % of base
compensation

2021: 4.4%



2020: 3.6%

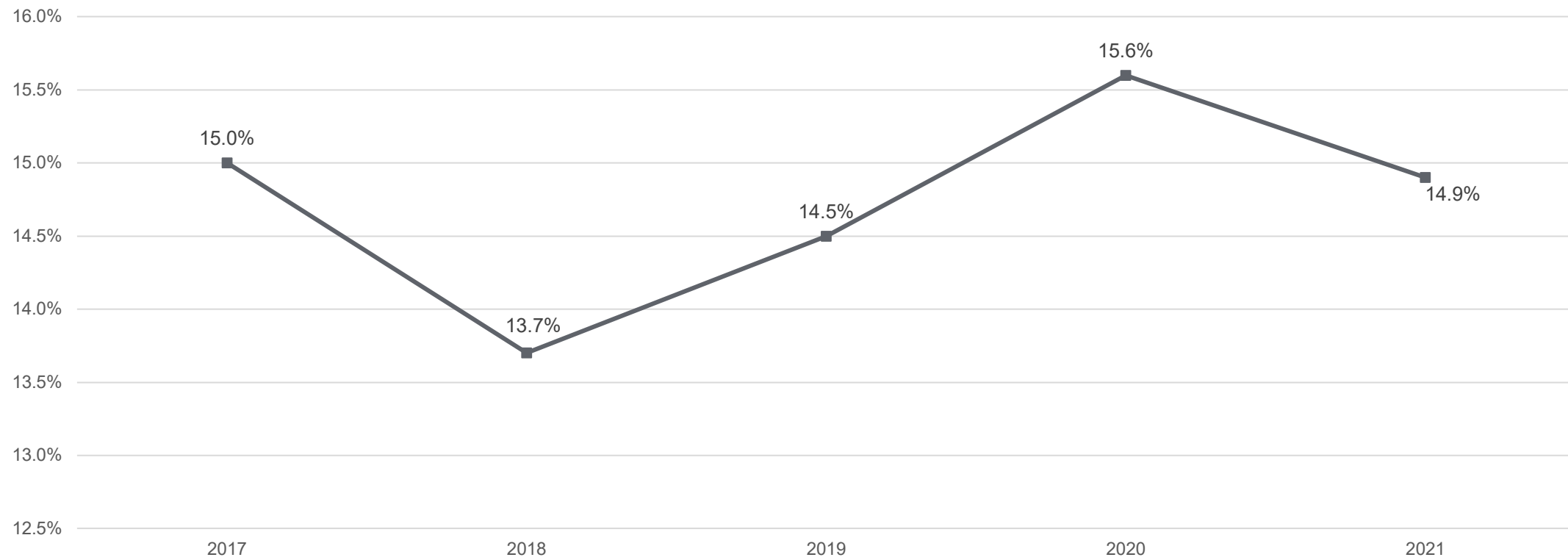
Staff bonuses as a % of base
compensation

2021: 9.0%

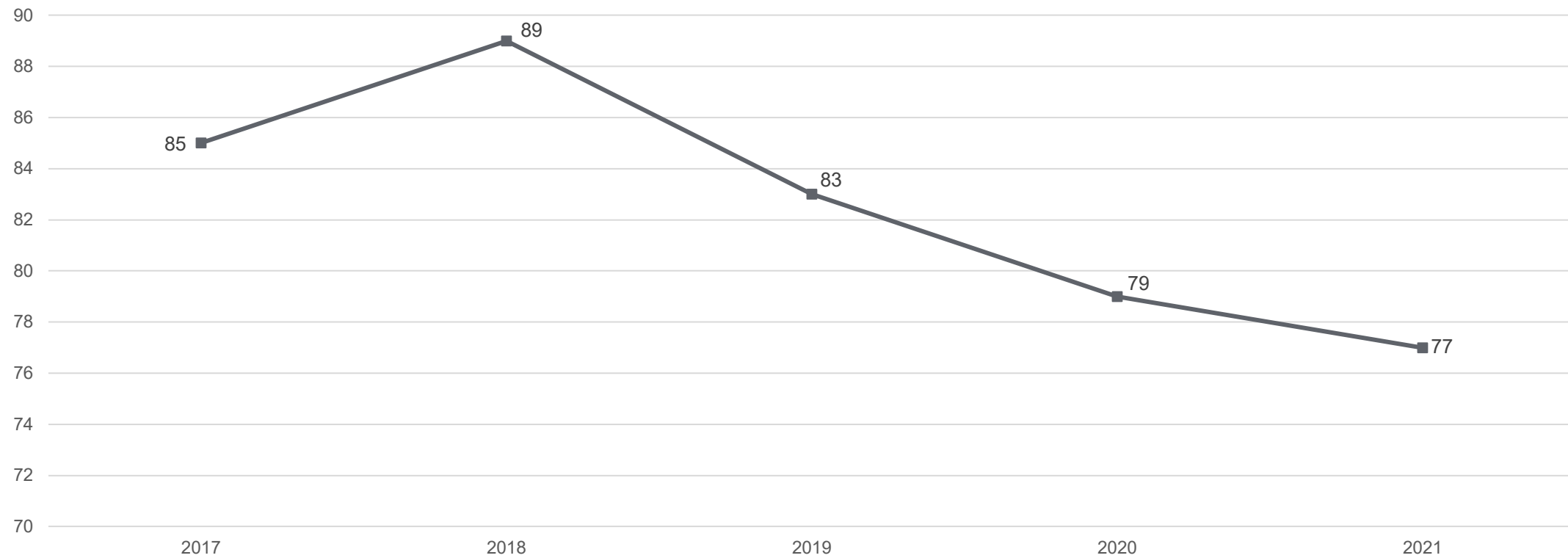


2020: 6.3%

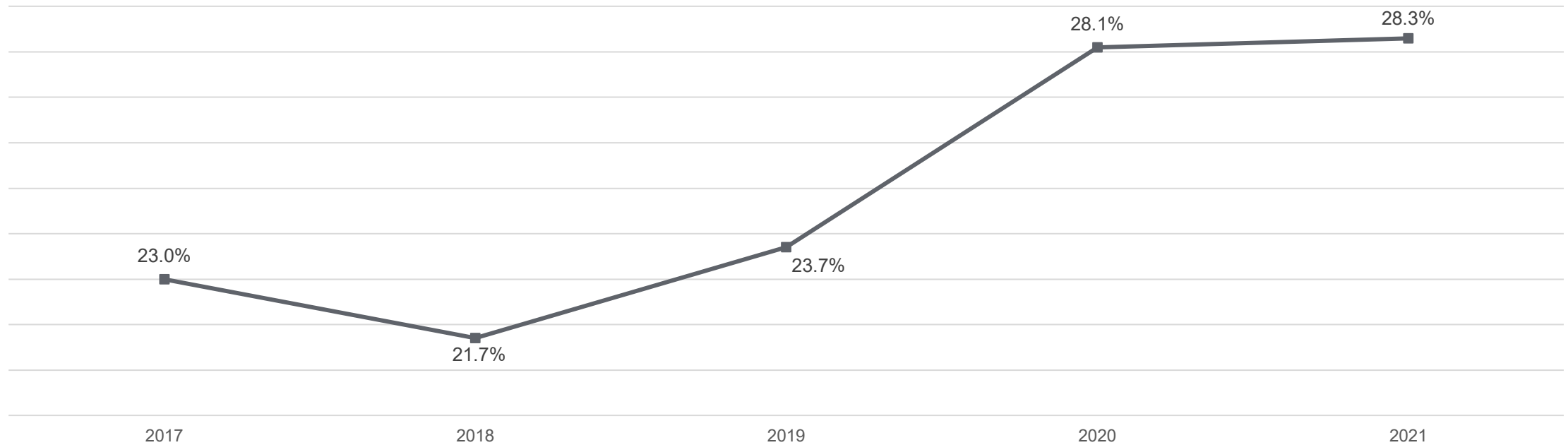
PROFIT AS A % OF NET REVENUE



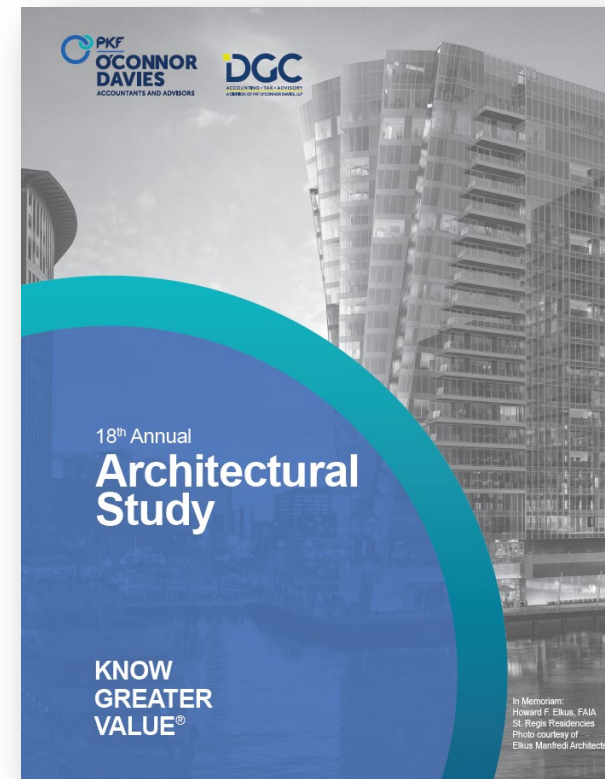
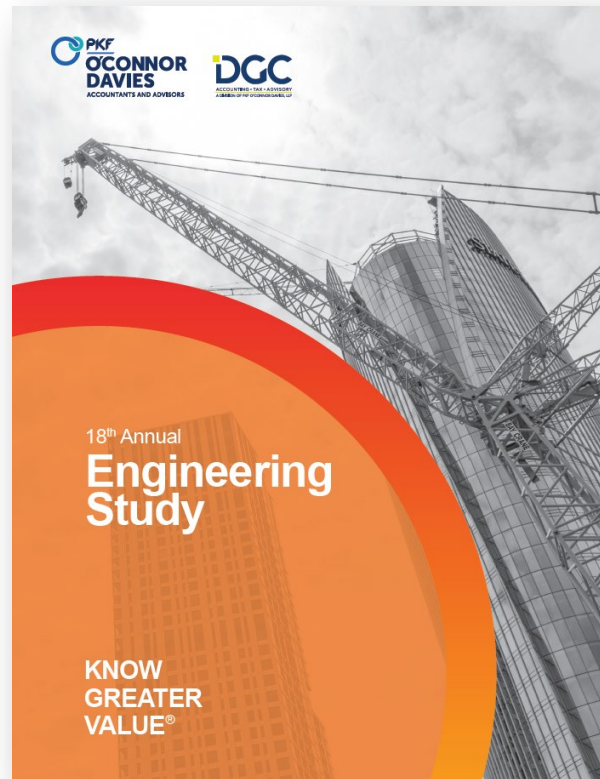
DAYS SALES OUTSTANDING (DSO)



WORKING CAPITAL AS A % OF NET REVENUE



Visit the Architecture and Engineering industry page at [PKFOD.COM](https://www.pkfod.com) for additional resources, including our annual Engineering Study



THANK YOU



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