Driving Firm Value with Technology

Panel Discussion

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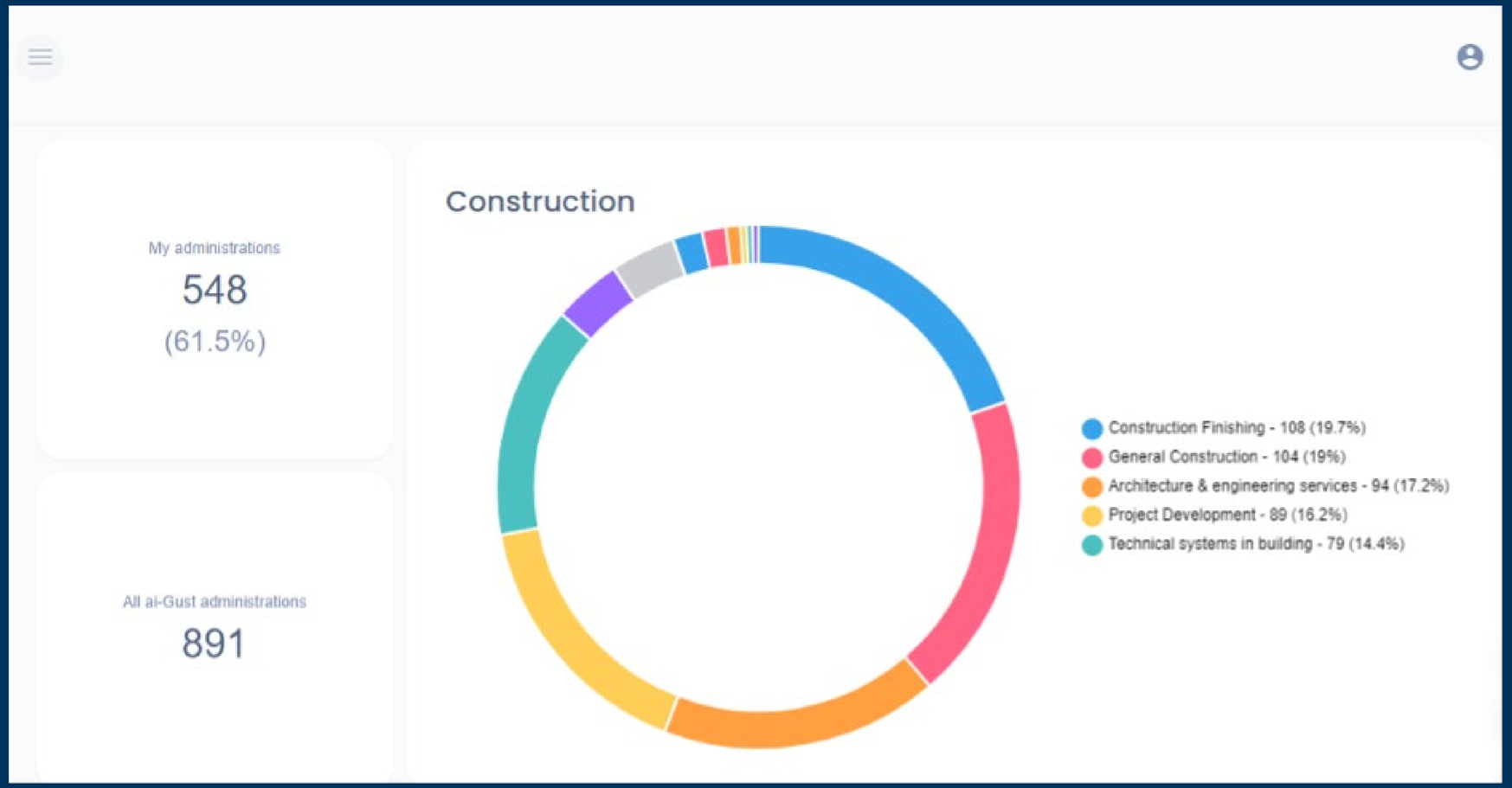
My administrations
548
(61.5%)
All ai-Gust administrations
891
Construction
Construction Finishing - 108 (19.7%)
General Construction - 104 (19%)
Architecture & engineering services - 94 (17.2%)
Project Development - 89 (16.2%)
Technical systems in building - 79 (14.4%)

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Overview
Profit & loss
Costs
Configure
Revenue
1st quartile
Median
3th quartile
600.000
500.000
400.000
300.000
200.000
100.000
0
2018
2019
2020
2021
2022
Gross profit margin vs Revenue
1st quartile
Median
3th quartile
1,0
0,9
0,8
0,7
0,6
0,5
0,4
2018
2019
2020
2021
2022

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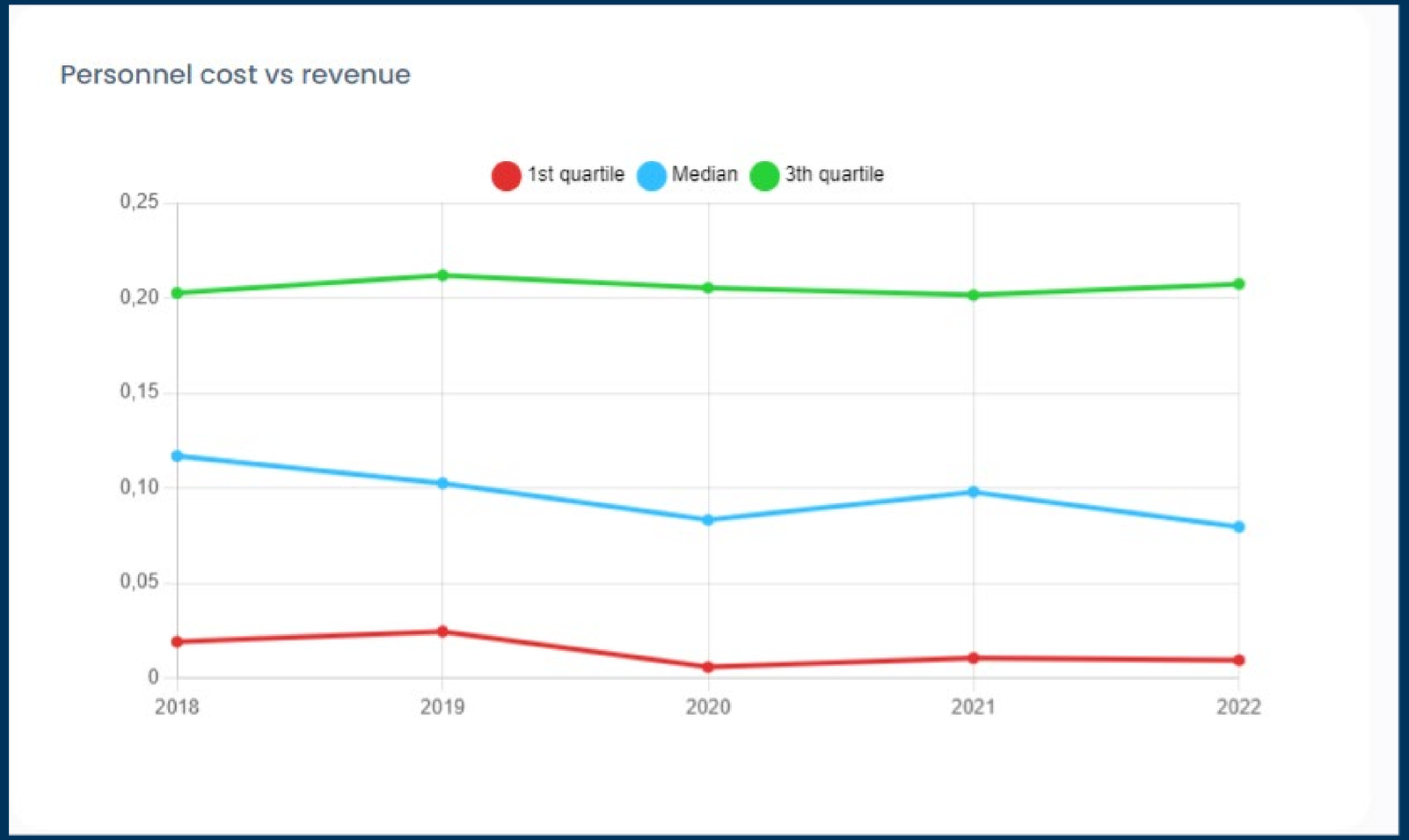
Personnel cost vs revenue
1st quartile
Median
3th quartile
0,25
0,20
0,15
0,10
0,05
0
2018
2019
2020
2021
2022

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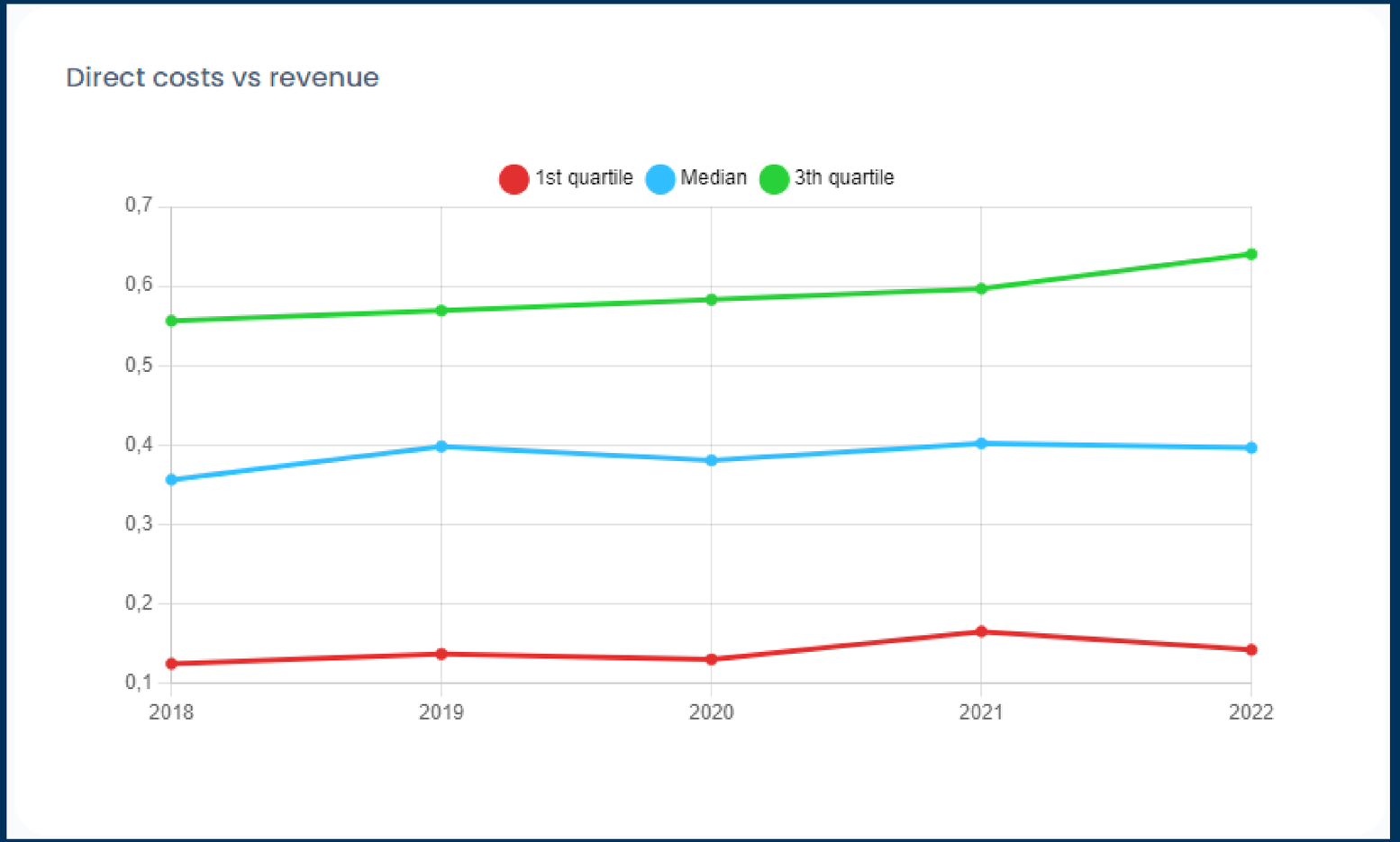
Direct costs vs revenue
1st quartile
Median
3th quartile
0,7
0,6
0,5
0,4
0,3
0,2
0,1
2018
2019
2020
2021
2022

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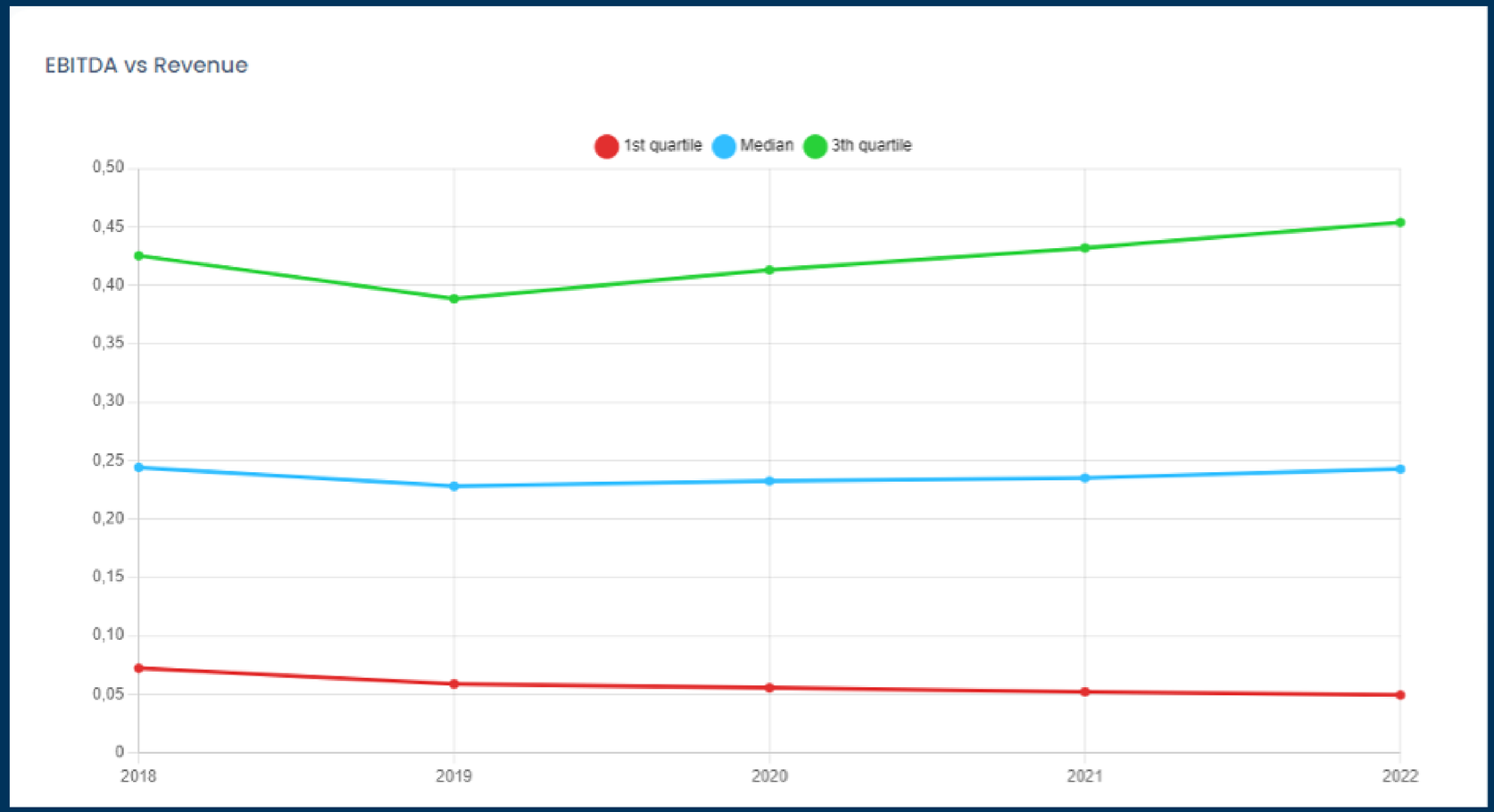
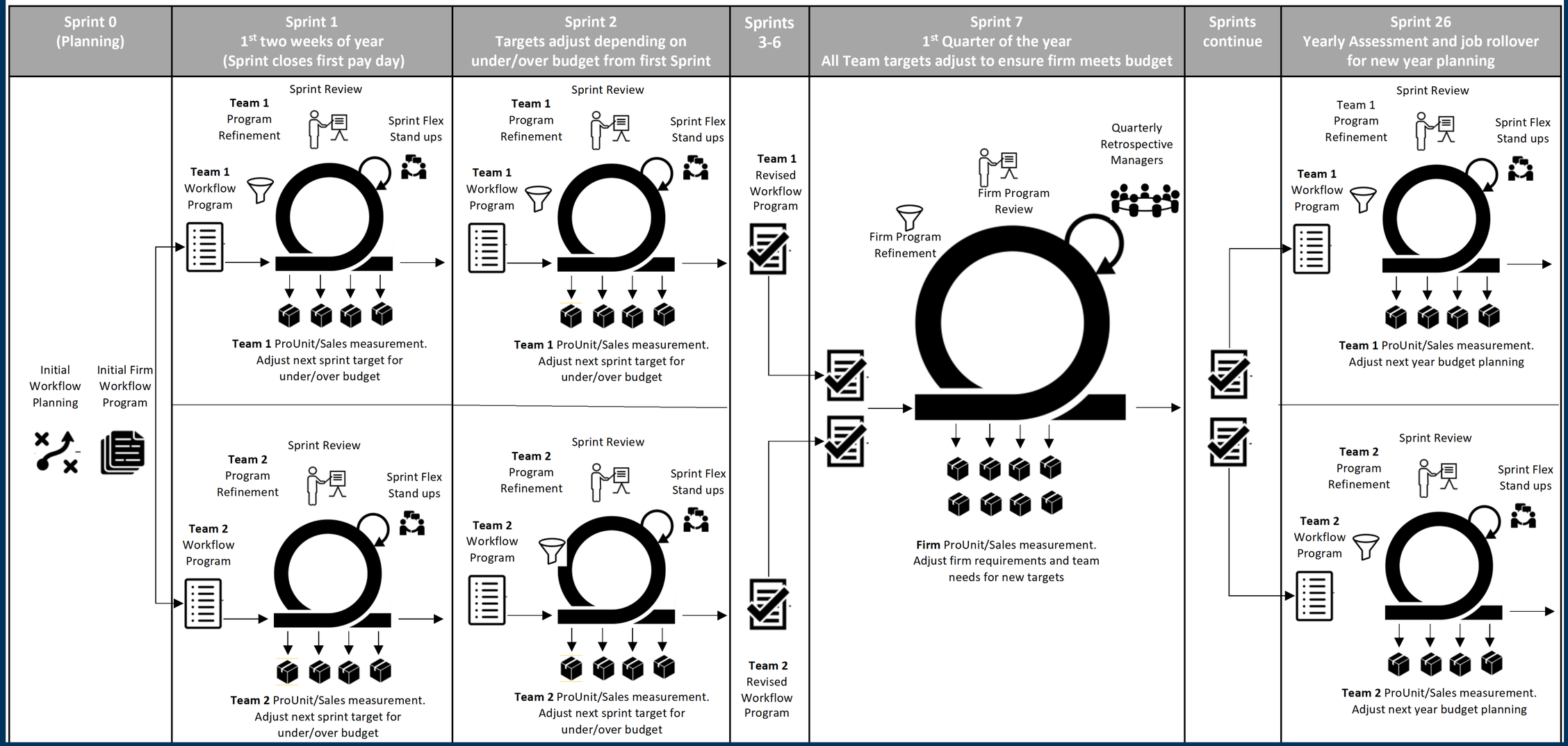

EBITDA vs Revenue
1st quartile
Median
3th quartile
0,50
0,45
0,40
0,35
0,30
0,25
0,20
0,15
0,10
0,05
0
2018
2019
2020
2021
2022

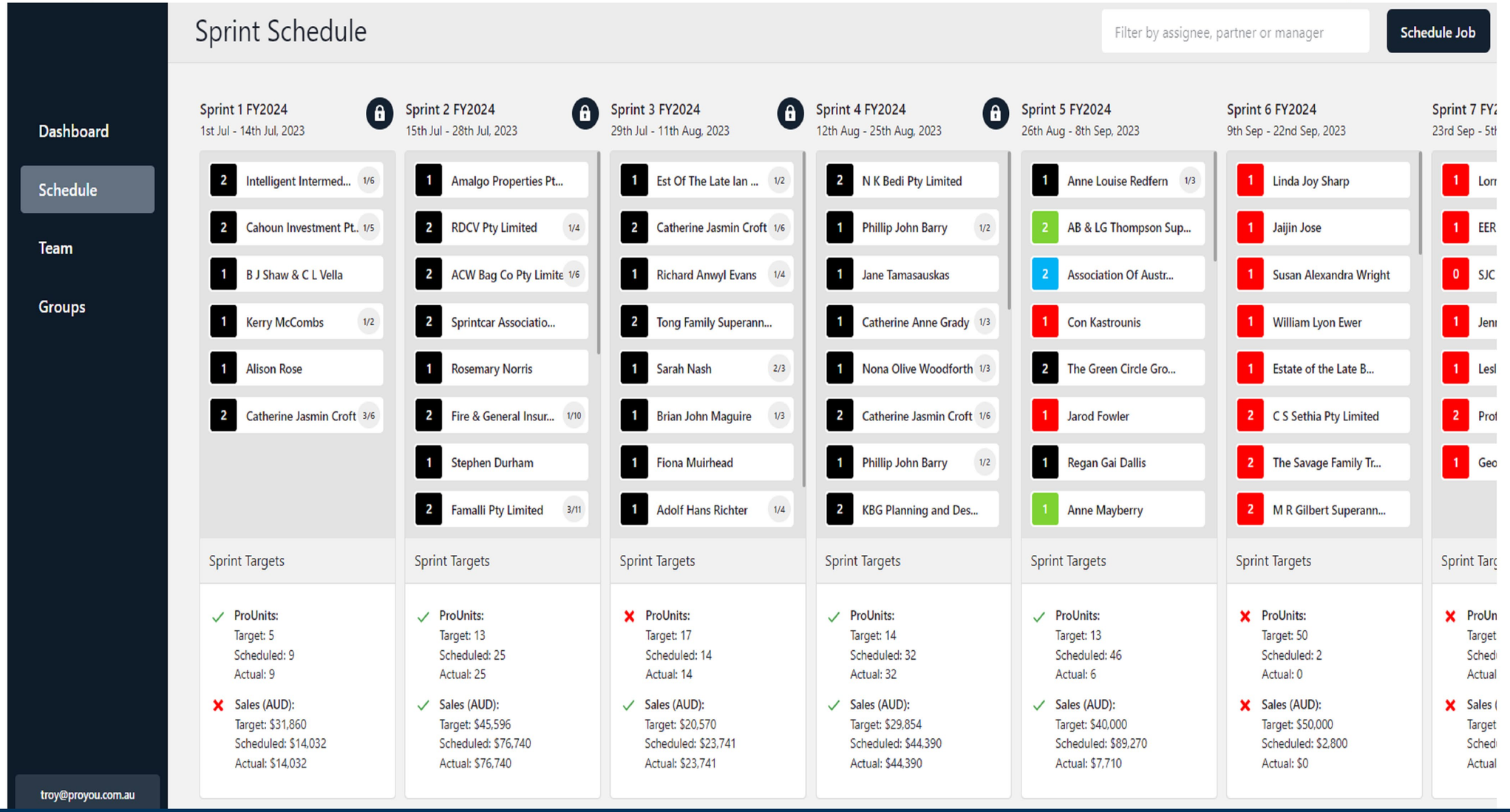
PROYOU

Call Out: Sprint Flex Stand Ups will increase in frequency and decrease in duration depending on urgency. Timing of these meetings are manager defined between daily and weekly

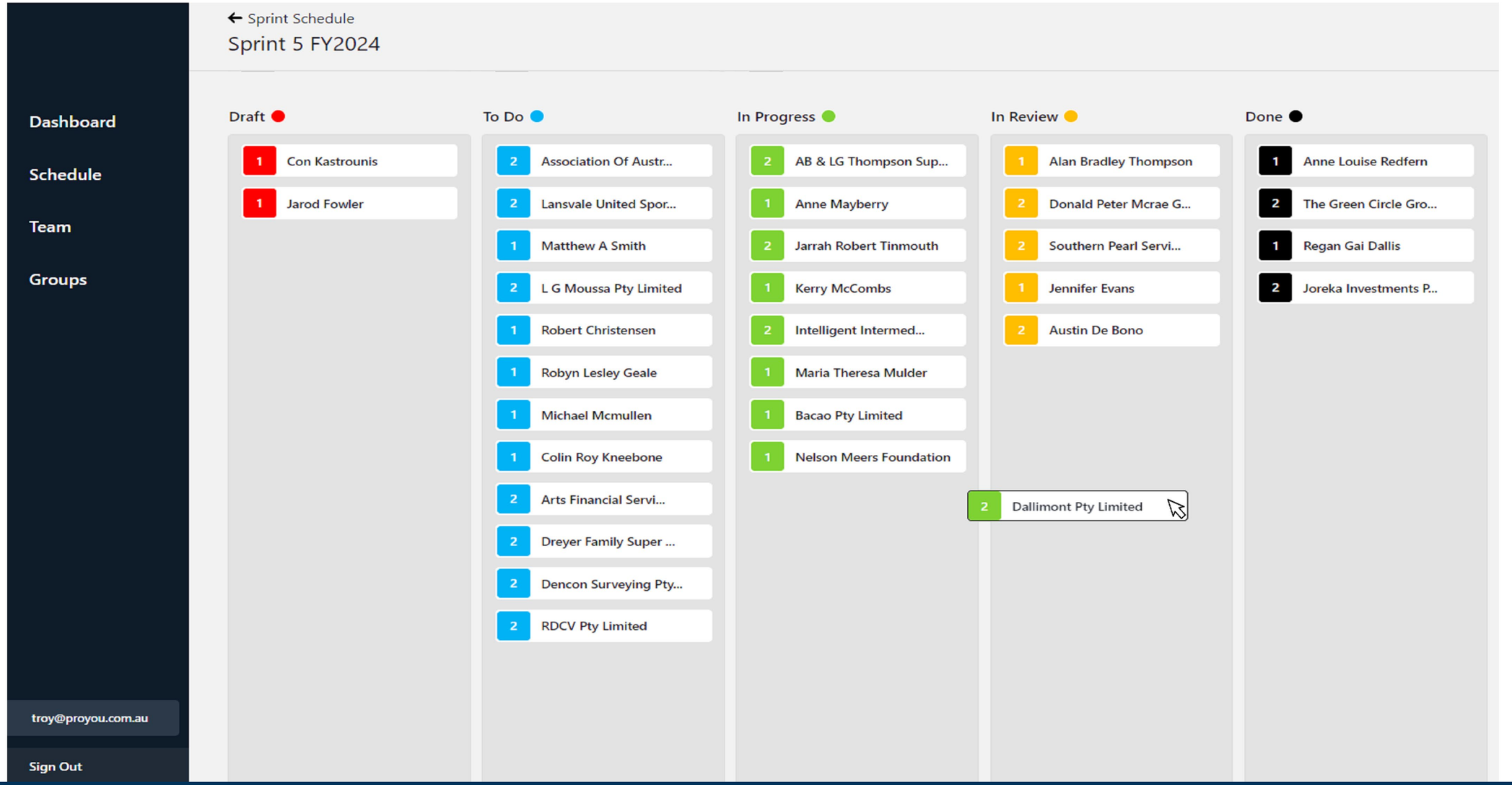


Team 1 Manager Sprint View

Call Out: All Sprints are given a static budget at planning stage in Sprint 0. Targets go up if budget not met in previous sprint. The target for each Sprint can never be lower than the static budget set in the planning stage. Adjustments are made for Lost/Gained jobs each Sprint



Team Member Kanban View

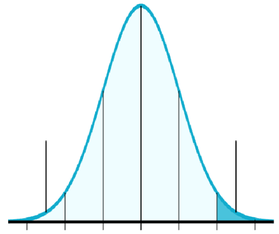


PROYOU

Pricing- Data Driven based on normalized ProUnit Level information and historical fees

ProUnit Level 1 (Fees)

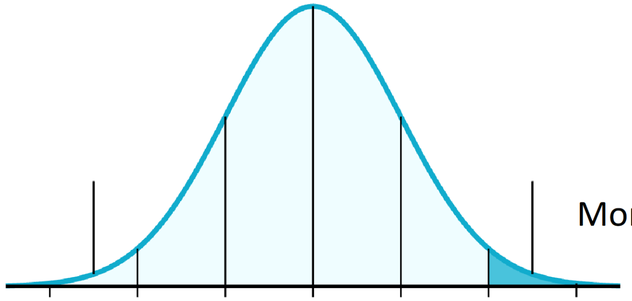
Less price Variation



Less comparable client examples required from system

ProUnit Level 2

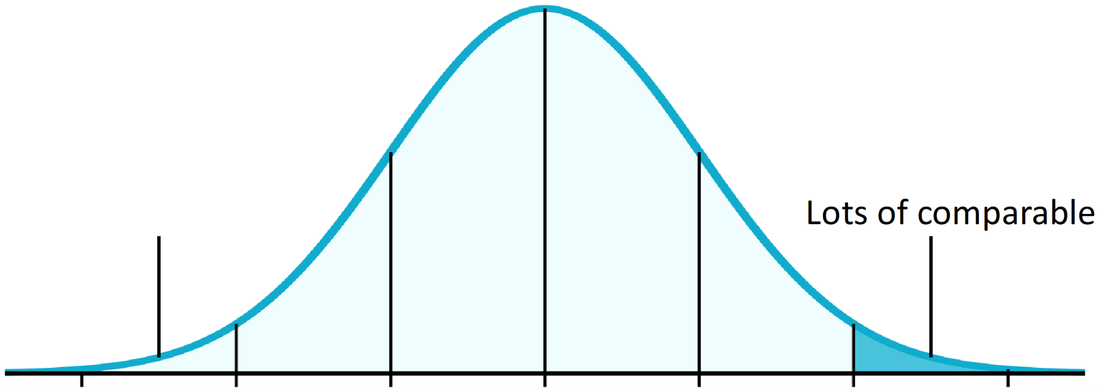
Average price Variation



More comparable client examples required from system

ProUnit Level 3

Large price Variation



Lots of comparable client examples required from system

“Crushing Spreadsheets”

- “Secret to Profitable Growth”
- We’ve focused technology efforts on “practical automation”.
- We’ve integrated/unified systems considering:
  - Where our master data lies,
  - What systems it comes from,
  - What systems do we want to integrate with each other.

“Crushing Spreadsheets”

- All these efforts must support our strategic plan, our clients, or our people.
- Goal of saving 15% of professional time to create capacity to better serve our clients and to better develop our team.
- Example – Client “Rehoming” Process

global