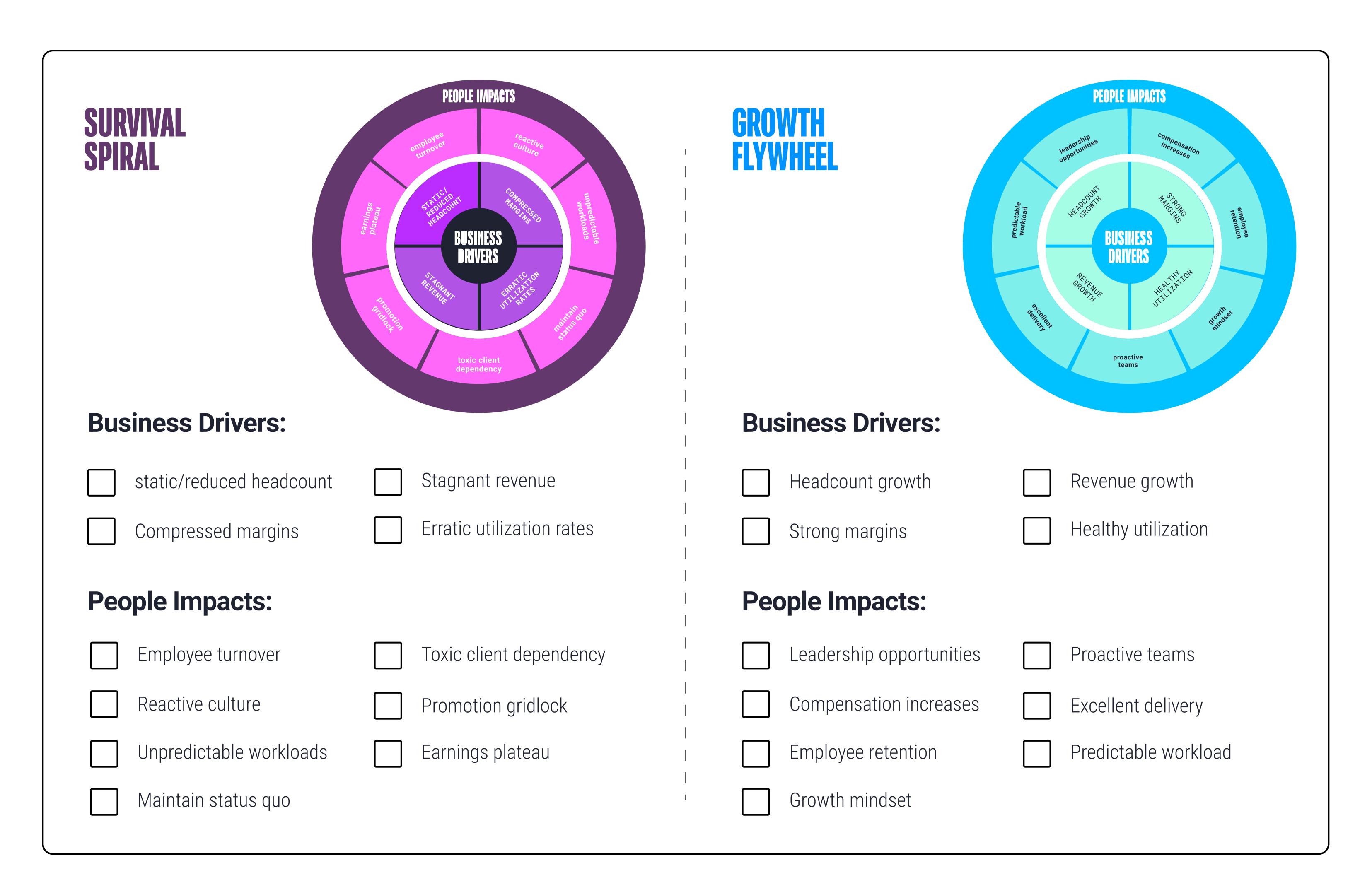
Service Org Growth Checklist

WHERE DO YOU FALL ON EACH MODEL



WHICH MODEL IS BEST FOR YOUR BUSINESS??

You know this one. When operations are optimized, teams experience balanced workloads, leading to higher productivity, improved morale, and reduced burnout. This creates a positive cycle—the Services Growth Flywheel—where efficient processes drive profitability and team satisfaction.

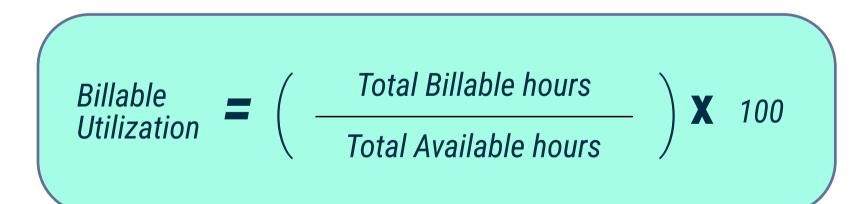
O Create a positive employee experience

Your people are the center of your operations

O Hit company revenue growth goals

Happier teams, satisfied clients, better operations

ACTION ITEMS:



Understand your utilization

Use the formula to calculate your current and forward looking utilization rates to:

- Sell more/less work
- Inform hiring decisions
- adjust delivery timelines

Project Project revenue - project costs Margin Revenue X 100

Calculate margins

Calculate margin by client and service offering to:

- Identify what projects are most profitable
- focus business of specific clients
- make adjustments to bill rates or estimations