

Increasing project profitability across business divisions

Identifying best practices for processes and team performance



Goal

The leadership of a global engineering consultancy wanted to understand the drivers of performance across its three business lines.

The goal was to achieve a 10% profit on income on a sustainable basis.

Insight and Action

QuantumBlack aggregated six years of latent data from 14 systems—comprising 12,000 projects—to evaluate the variance of project profitability and cost across the three business divisions.

We identified and quantified performance factors in team composition, communication, project commercials, and the use of project management technology.

We developed an early-warning capability to track live projects and identify those that may be going awry, significantly improving the company's ability to accurately forecast results.

Results

13%

Increase in project profitability

92 TB

Worth of data was analysed to quantify the value of projects by fee size