

SPI RESEARCH LAUNCHES NEW 2018 GLOBAL PROFESSIONAL SERVICES PRICING, COMPENSATION AND UTILIZATION STUDY

Invitation to participate in new Professional Services Pricing, Compensation and Utilization survey.

SAN FRANCISCO, CA, UNITED STATES, June 11, 2018 /EINPresswire.com/ -- Building on the success of the [2015 Global PS Pricing Report](#), one of the largest and most comprehensive Professional Services pricing studies, SPI Research today launched the [2018 Global PS Pricing, Compensation and Utilization survey](#). The study will provide analysis of target and realized bill rates, compensation and utilization across a broad range of professional service verticals, geographies and job levels around the globe. It will analyze the growing trend toward more off-site consulting delivery and the prevalence of different pricing structures.

The report will provide an unprecedented view of Professional Service workforce distribution and composition by industry segment through an analysis of organization structures for various service segments including Accounting; Advertising, Media and Publishing; Management Consulting; IT Consulting; Software and SaaS Consulting; and Hardware and Networking Services.

“The Global PS Pricing, Compensation and Utilization Report from SPI Research is incredibly insightful and very relevant to the current economic climate,” said John Reese, SVP of Marketing for Mavenlink. “Services teams often concentrate substantially on utilization, and less on rate realization. Focusing on pricing strategy is a key to doing more with less to achieve persistent profitability. This valuable research will help service organizations understand how they measure up to peers, where they can improve to increase margins, and how they can properly position their services to win in the market. This is the kind of information that every services organization is looking for.”

“

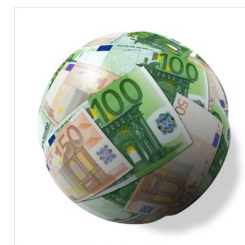
The Global PS Pricing, Compensation and Utilization Report from SPI Research is incredibly insightful and very relevant to the current economic climate.”

John Reese, SVP of Marketing for Mavenlink

Survey participants will receive a complimentary copy of the 2018 Global Professional Services Pricing, Compensation and Utilization benchmark when it is published in October 2018. Surveys must be completed by

Service Performance Insight, LLC

2018 Global Professional Services Pricing, Compensation and Utilization Report



October 2018



Service Performance Insight
www.SPResearch.com

Please complete the PS Pricing Survey!

August 17, 2018.

To complete the 2018 Global PS Pricing, Compensation and Utilization survey, please follow this link:

<http://spiresearch.com/spi-research/2018pspcuff/>

About [Service Performance Insight](#)

Service Performance Insight (SPI) is a global research and consulting organization dedicated to helping professional service organizations (PSOs) make quantum improvements in productivity and profit. In 2007, SPI developed the PS Maturity Model™ as a strategic planning and management framework. It is now the industry-leading performance improvement tool used by over 20,000 service and project-oriented organizations to chart their course to service excellence.

Jeanne Urich
Service Performance Insight
+16503424690
[email us here](#)

This press release can be viewed online at: <http://www.einpresswire.com>

Disclaimer: If you have any questions regarding information in this press release please contact the company listed in the press release. Please do not contact EIN Presswire. We will be unable to assist you with your inquiry. EIN Presswire disclaims any content contained in these releases. © 1995-2018 IPD Group, Inc. All Right Reserved.