

Professional Services Bill Rates Rise

SPI Research Publishes 2018 Global Professional Services Pricing, Compensation and Utilization Benchmark!

SAN FRANCISCO, CA, UNITED STATES, September 27, 2018 /EINPresswire.com/ -- According to the SPI Research 2018 Global [PS Pricing](#) Compensation and Utilization Benchmark, realized professional services bill rates rose 4% over the 2015 survey, as strong demand for cloud technologies and services pushed rates upward. Over the same time period, billable utilization eased -2.3% thanks to productivity gains from virtual consulting delivery.

This is one of the largest and most comprehensive PS pricing studies ever published based on pricing information provided by 156 organizations representing over 11,000 consultants worldwide. The independent study profiles published and realized bill rates, base and variable compensation, billable utilization and target annual revenue across 12 job roles. It provides an unprecedented view of Professional Service workforce distribution and composition by industry segment through an analysis of organization structures for various service segments including Advertising, Media and Publishing; Architects and Engineers; Management Consulting; IT Consulting and Software and SaaS technology services.



2018 PS Pricing, Compensation and Utilization Benchmark

The report also focuses on key revenue metrics and the business applications used by consulting organizations to effectively price, win and deliver projects.



Focusing on pricing strategy is a key to doing more with less to achieve persistent profitability. This research is incredibly insightful and just what every services organization is looking for."

*John Reese SVP of Marketing
Mavenlink*

What this report contains:

- * Pricing trends and challenges including published versus realized bill rates.
- * Job roles and job descriptions for 12 consulting positions.
- * Workforce composition and structure for 5 vertical market segments.
- * Utilization – for 12 job titles by PS industry vertical and geography.
- * Compensation - Base and variable compensation for 12 consulting positions.

* Published and realized bill rates and target annual revenue for 12 job titles by PS industry vertical and geography.

* Professional Service business applications – measuring the impact professional service business applications have on utilization and price realization.

To purchase the 2018 Global PS Pricing, Compensation and Utilization benchmark for \$995, please follow this link:

<http://spiresearch.com/spiresearch/reports/2018pspcu.html>

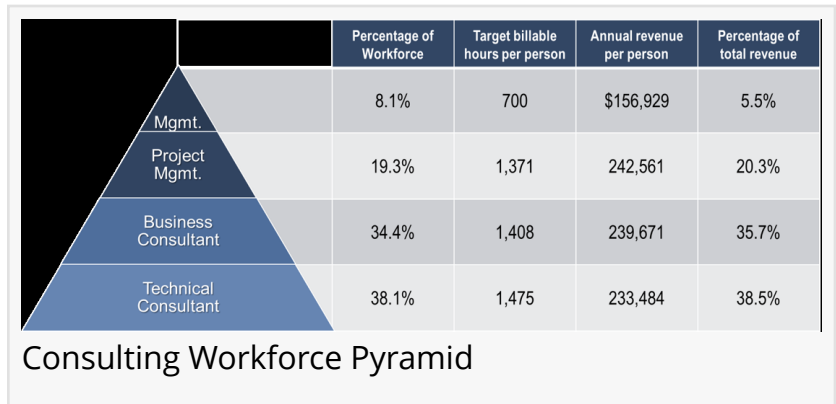
About Service Performance Insight
SPI Research is a global research and consulting organization dedicated to helping professional service organizations (PSOs) make quantum improvements in productivity and profit.

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.

The 2019 PS Maturity Benchmark survey is now open! Click here to participate in the study

<http://spiresearch.com/psmaturitymodel/2019psmm>

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