

CLARITY
GOVERNMENT CONTRACTING
INDUSTRY STUDY

Clarity Industry Survey

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7th Annual Deltek Clarity Government Contracting Industry Survey

A baseline of your industry from which to measure your own performance and leverage to project future trends.

The sections of the Clarity Survey are:

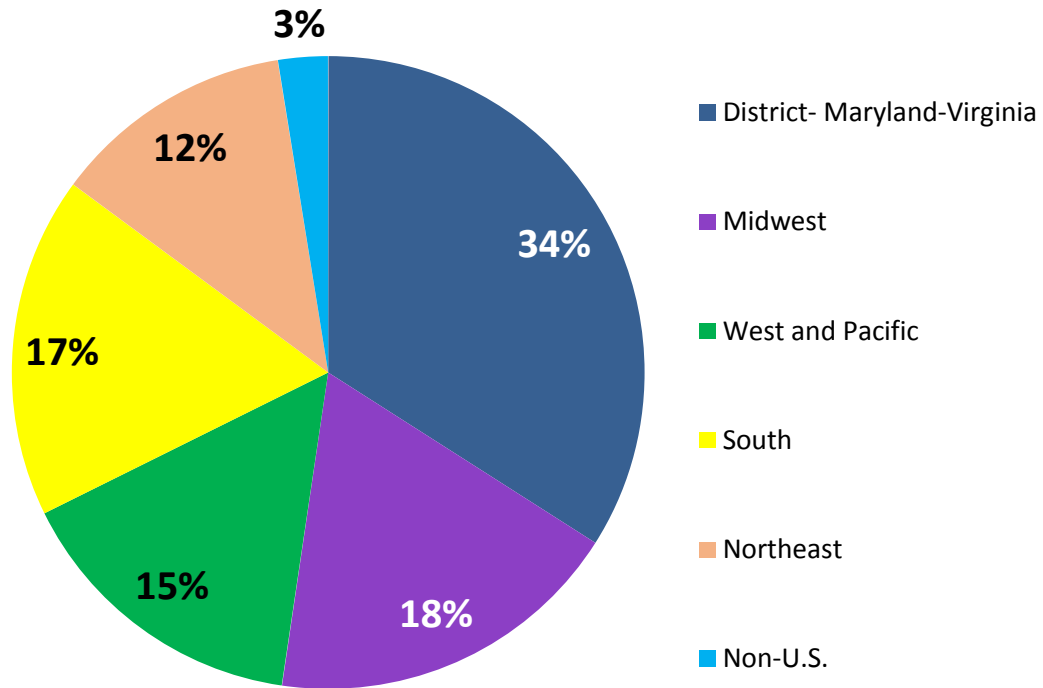
- Business Development
- Project Management & Risk
- Finance
- Compliance
- Talent Management
- Information Technology



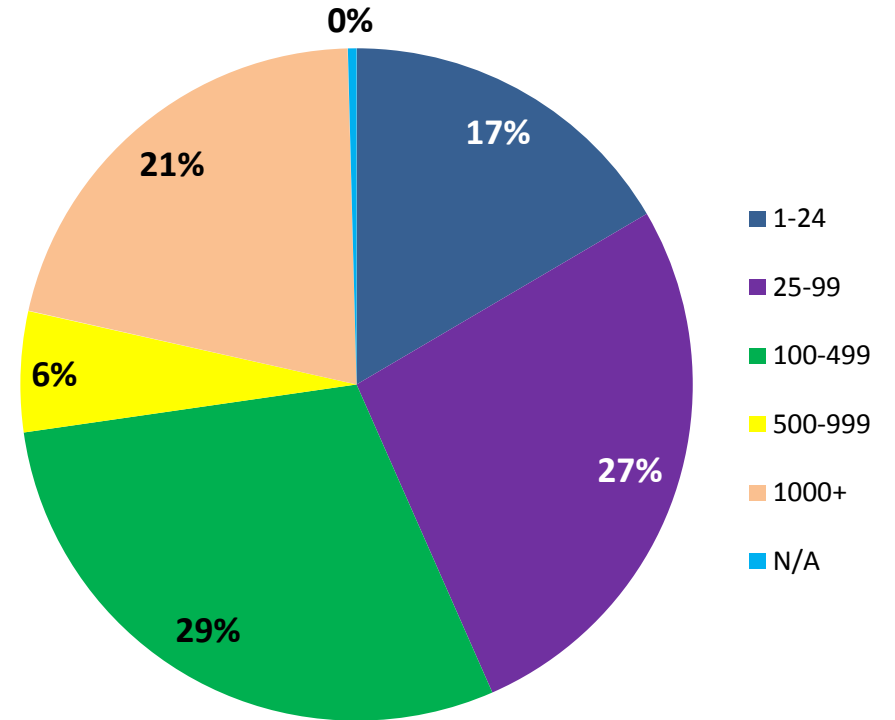
Who Responded to Clarity in 2016?



Headquarters by Region



Total Headcount Breakdown

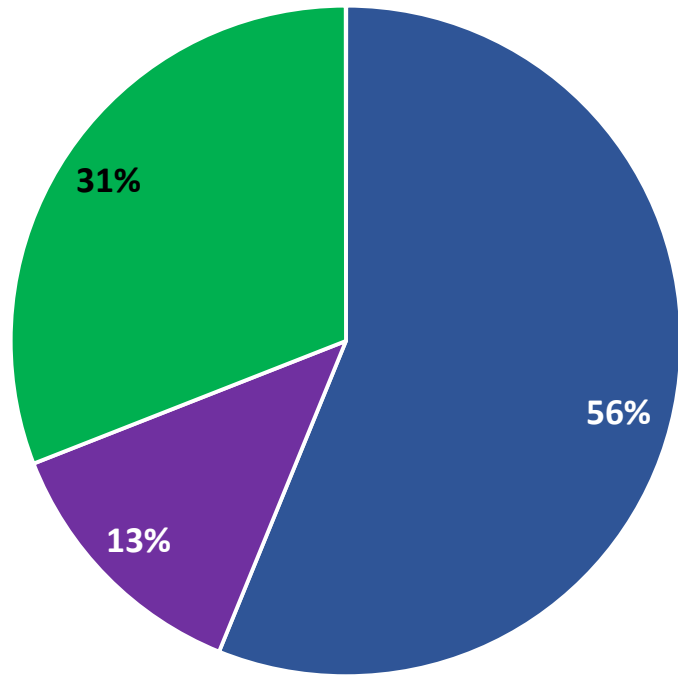


582 Respondents across all sections, making this the largest survey yet.

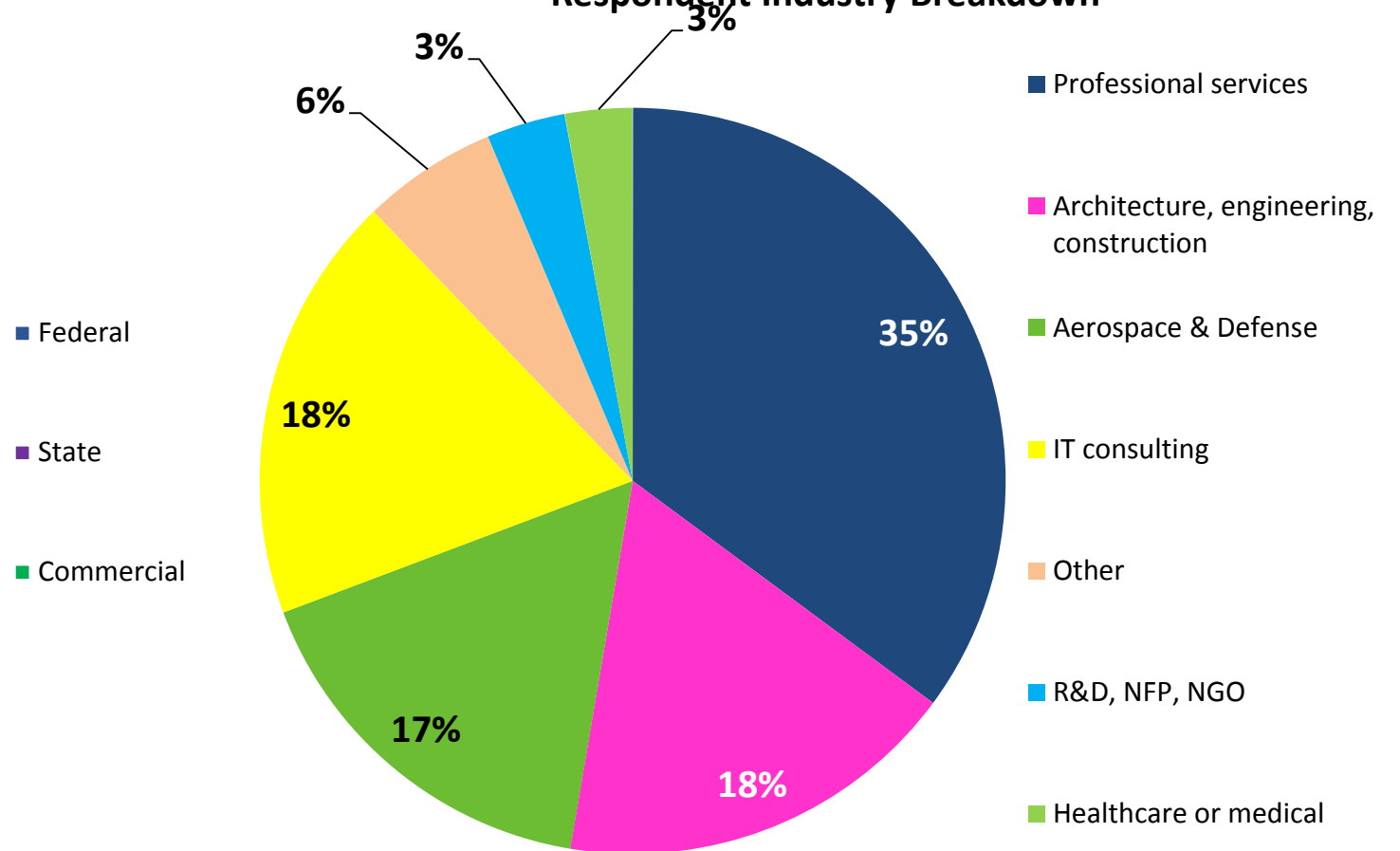
Who Responded to Clarity in 2016?



Revenue Source



Respondent Industry Breakdown



Smaller portion of revenue to Federal due to diversification as well as higher concentration of AEC & Healthcare firms.



Project Management

By the Numbers:

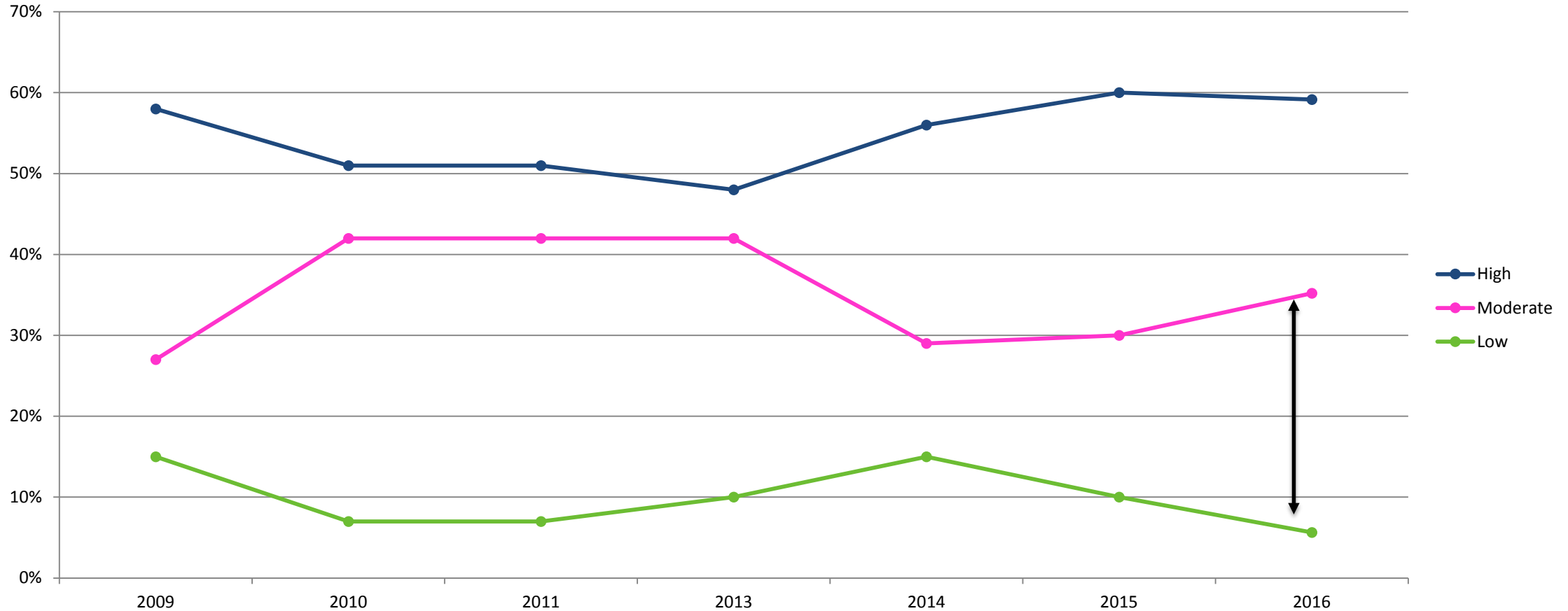
- Companies doing SRA in the Proposal phase have a **12% higher** win rate than those that do not
- Companies that are on schedule are much more likely to be on budget
- Project Management Maturity = Higher Visibility into their project performance
- Project Management Maturity is outpacing Risk Management Maturity
- Companies that have a **mature Risk Process** are more likely to be on schedule



Historical Project Status Visibility Rating

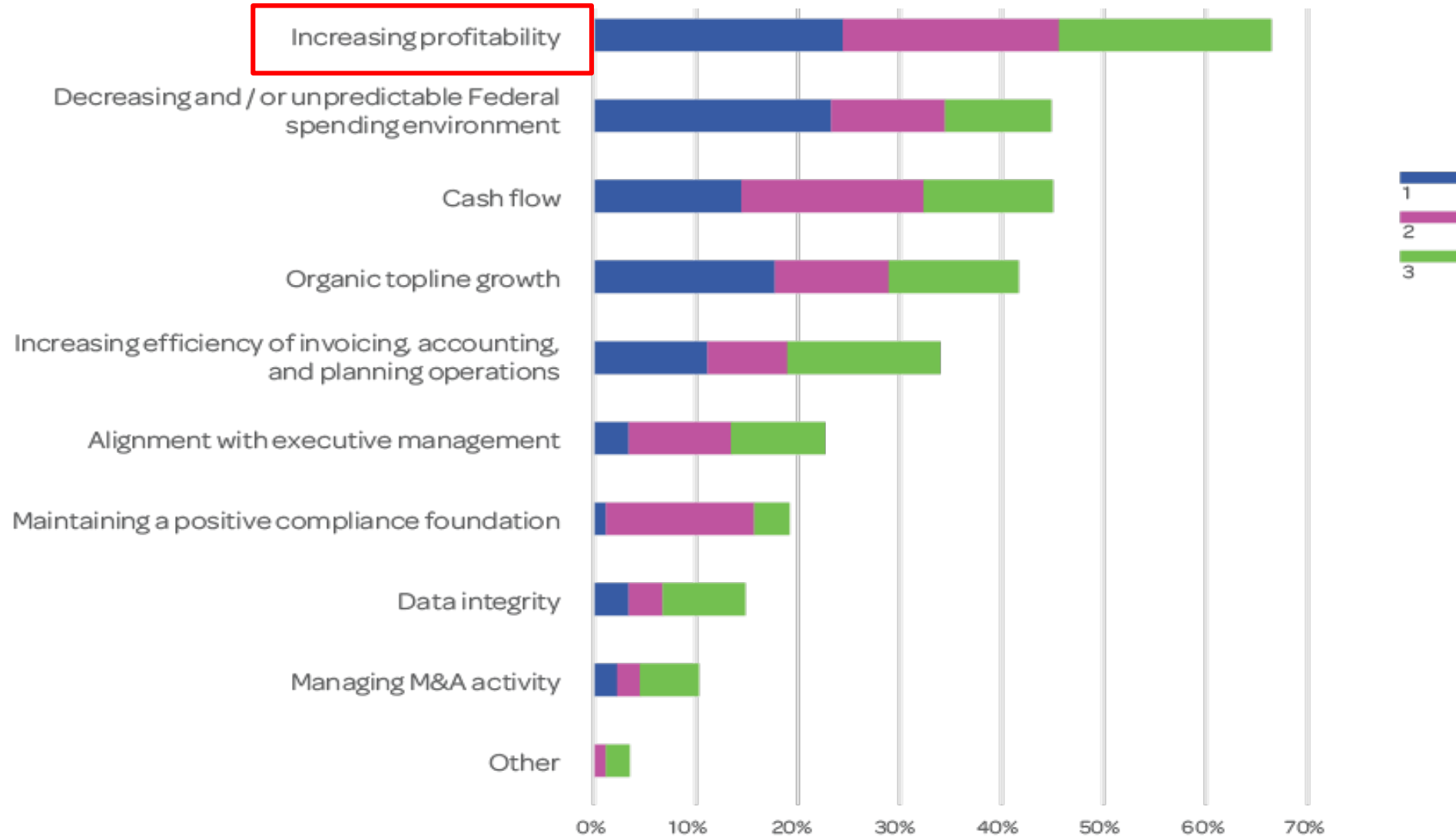


Historical Project Status Visibility Rating

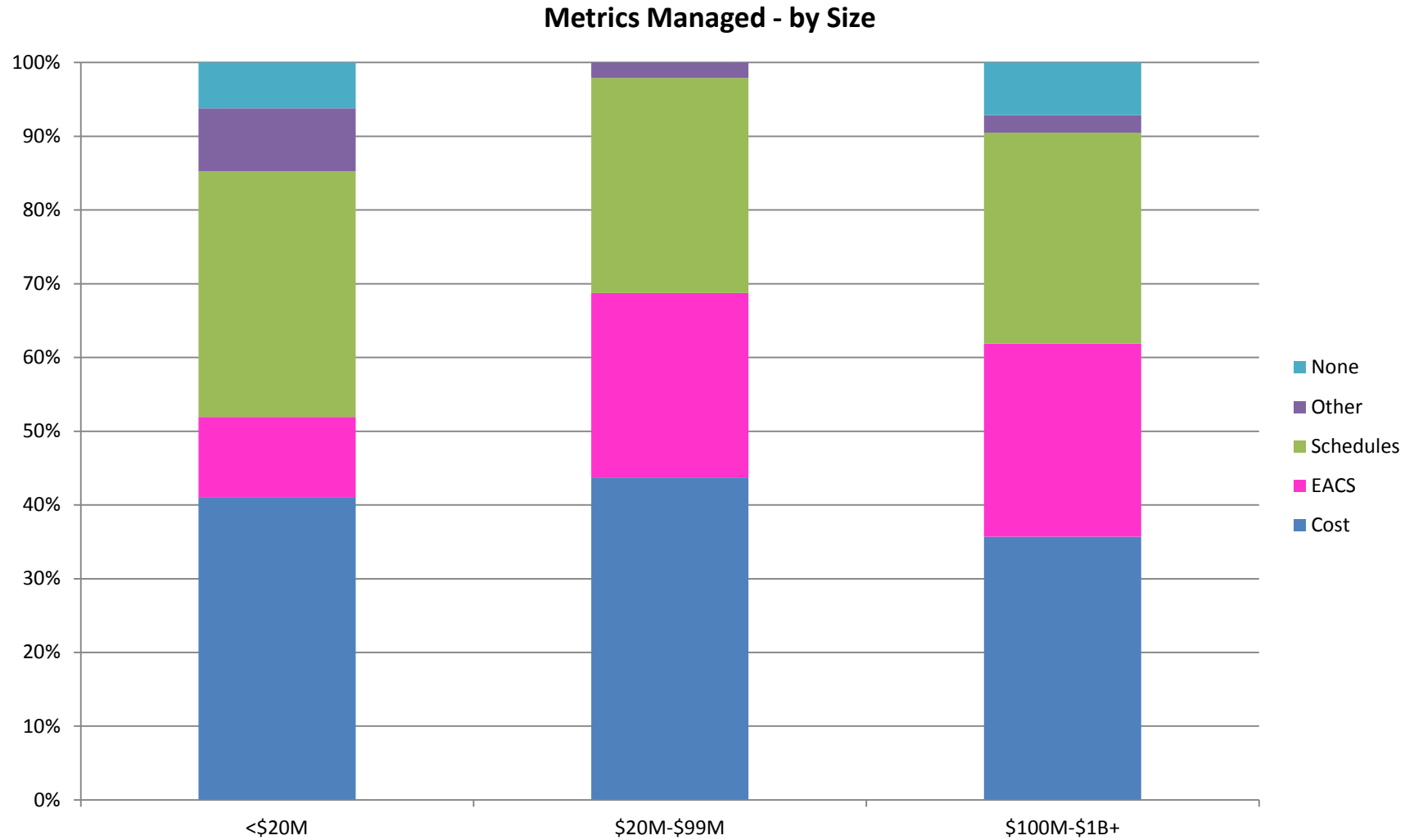


Project visibility has been on the rise.
57% of firms report 90-100% on Schedule up from 43% in 2015.
48% of firms report 90-100% on Budget up from 46.5% in 2015.

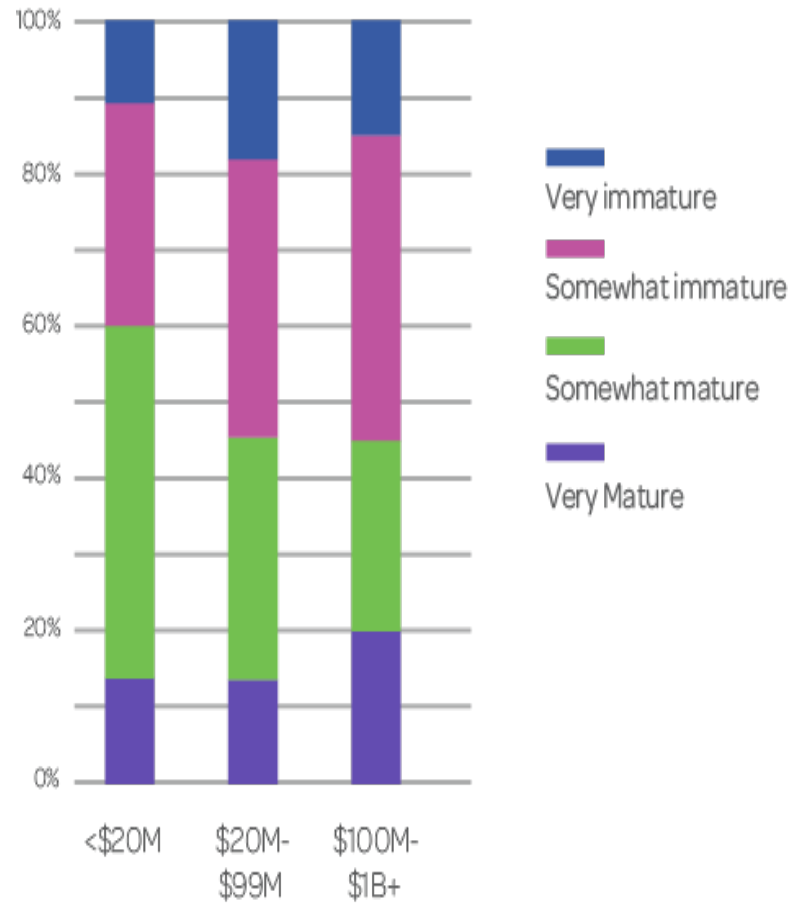
Finance Challenges



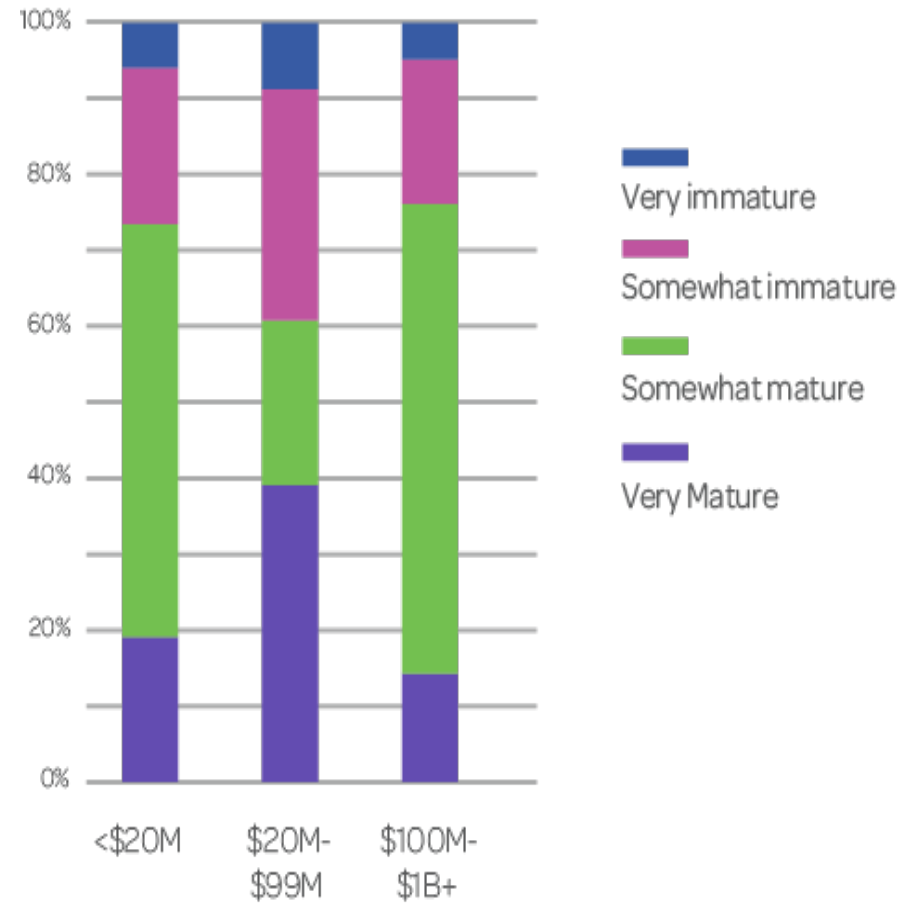
Metrics Used to Manage Projects



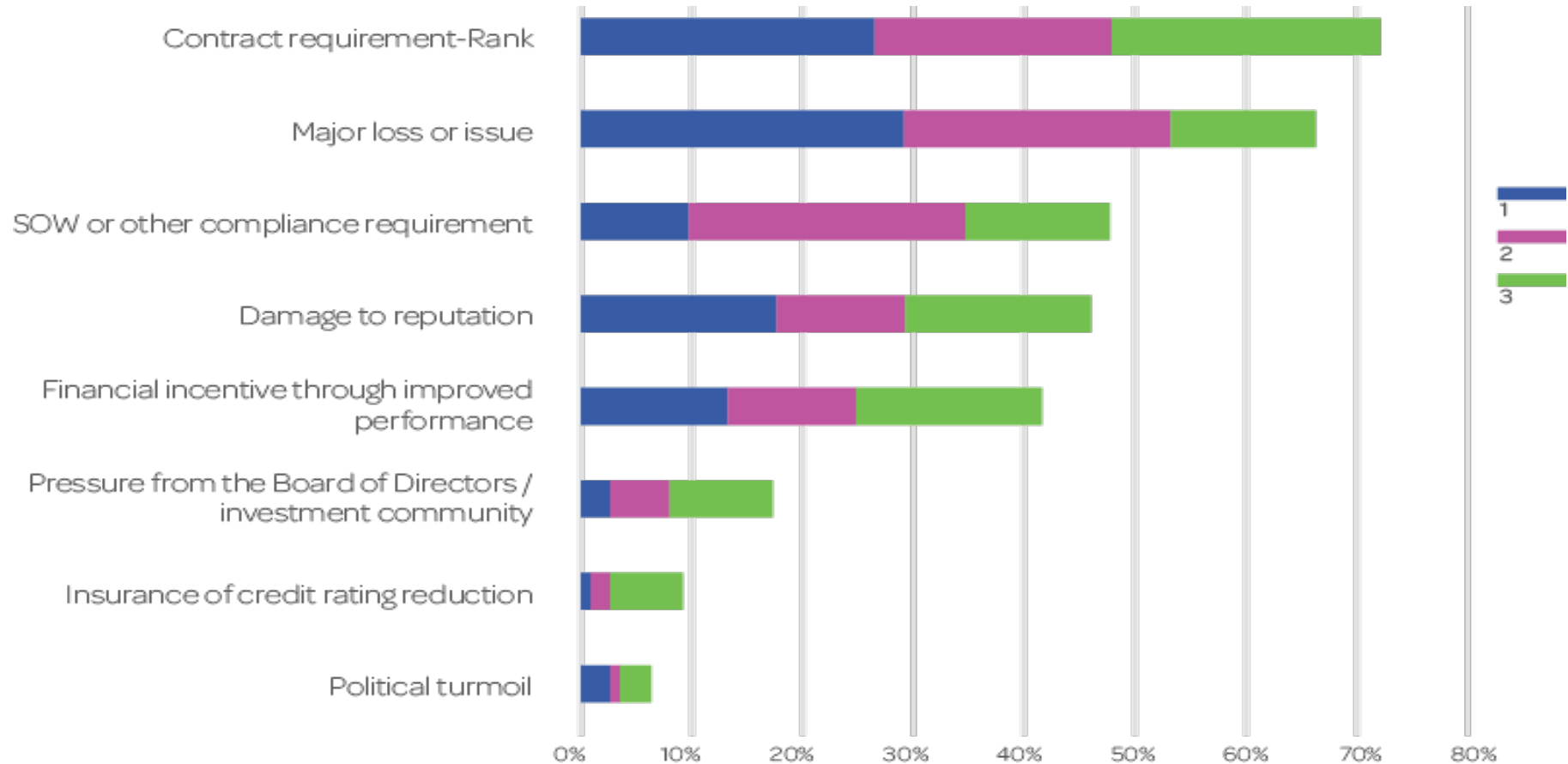
Risk/Opp Management Maturity



Project Management Maturity

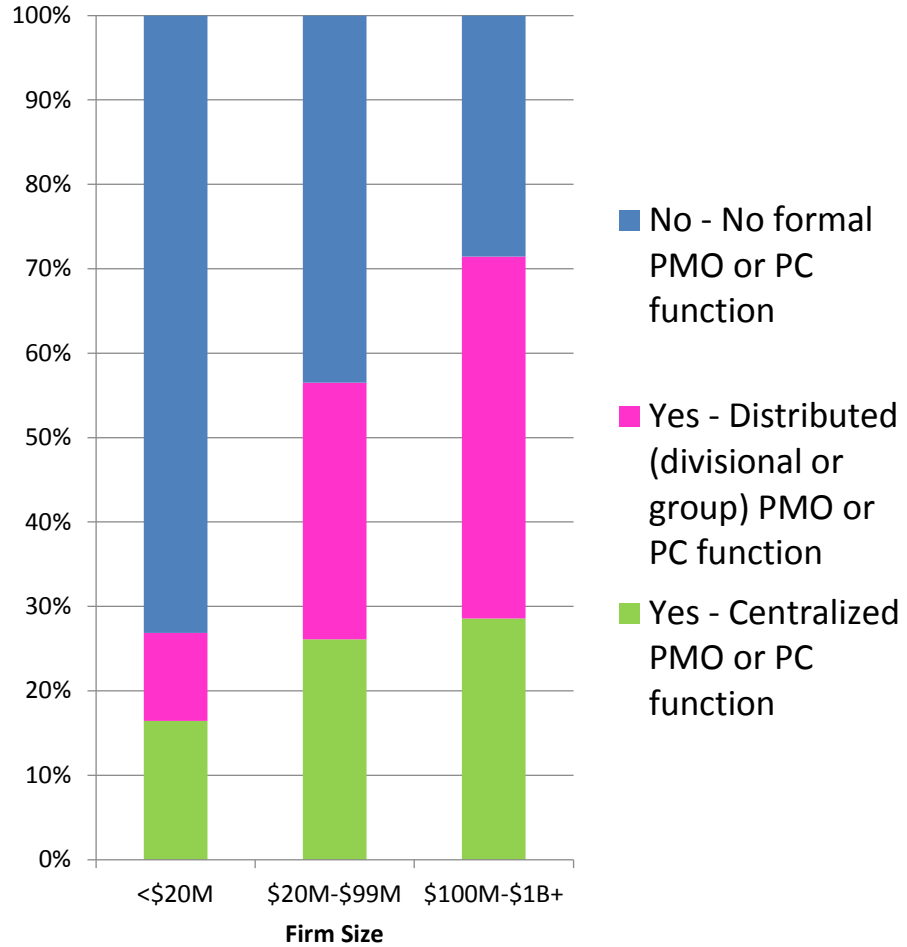


Risk/Opportunity and Triggers

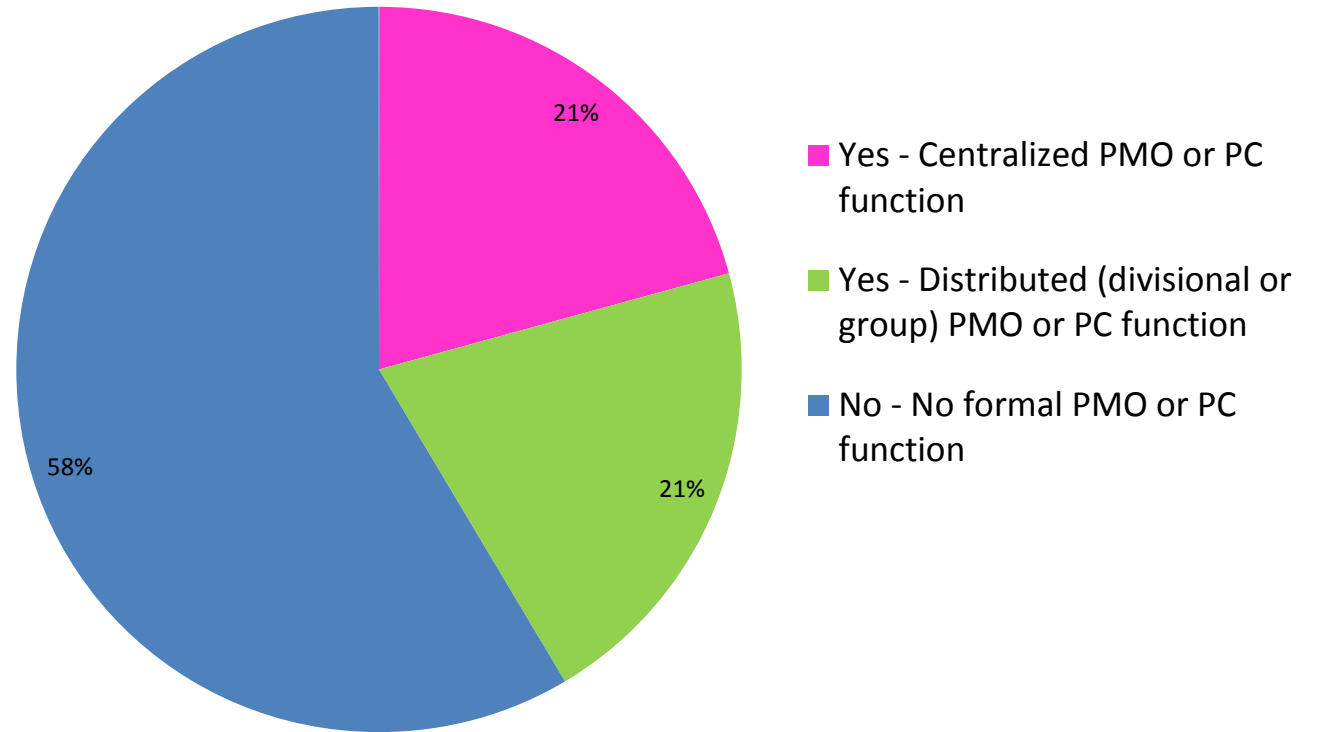


What's Up With the PMO?

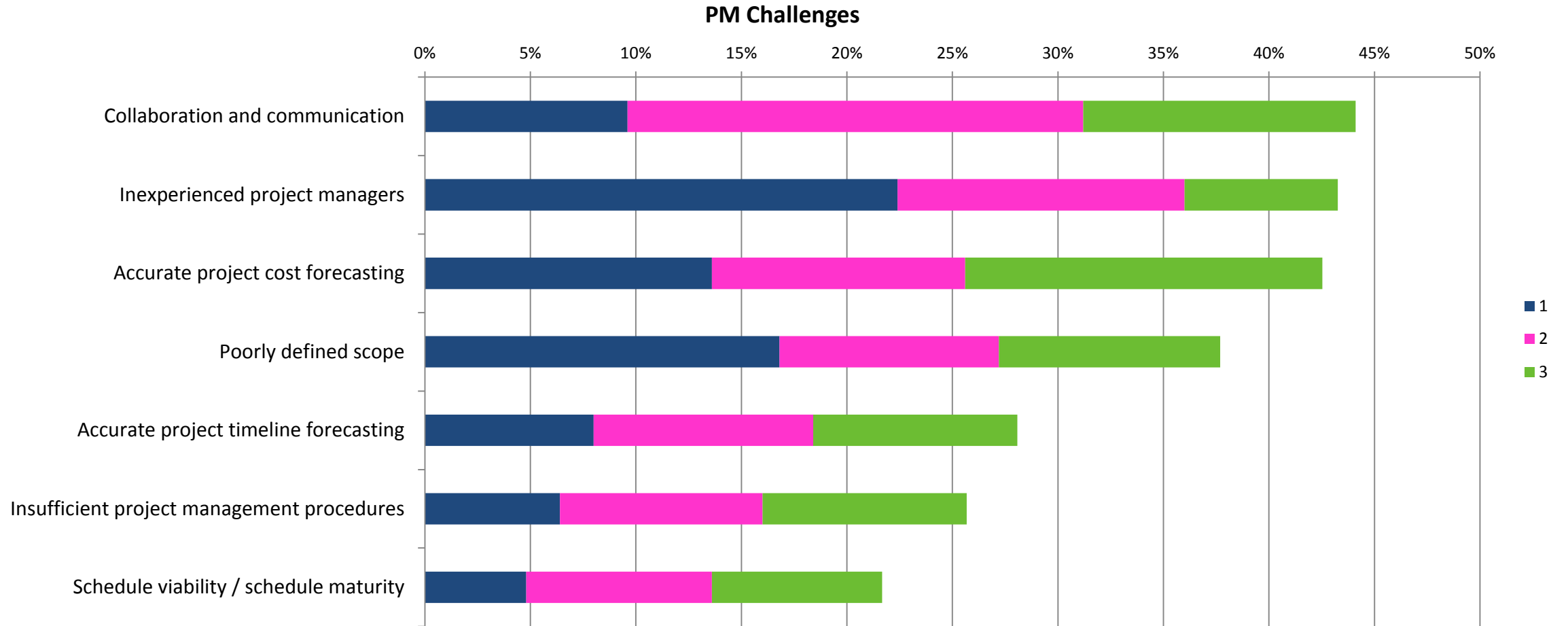
PMO Function - by Size



PMO Function

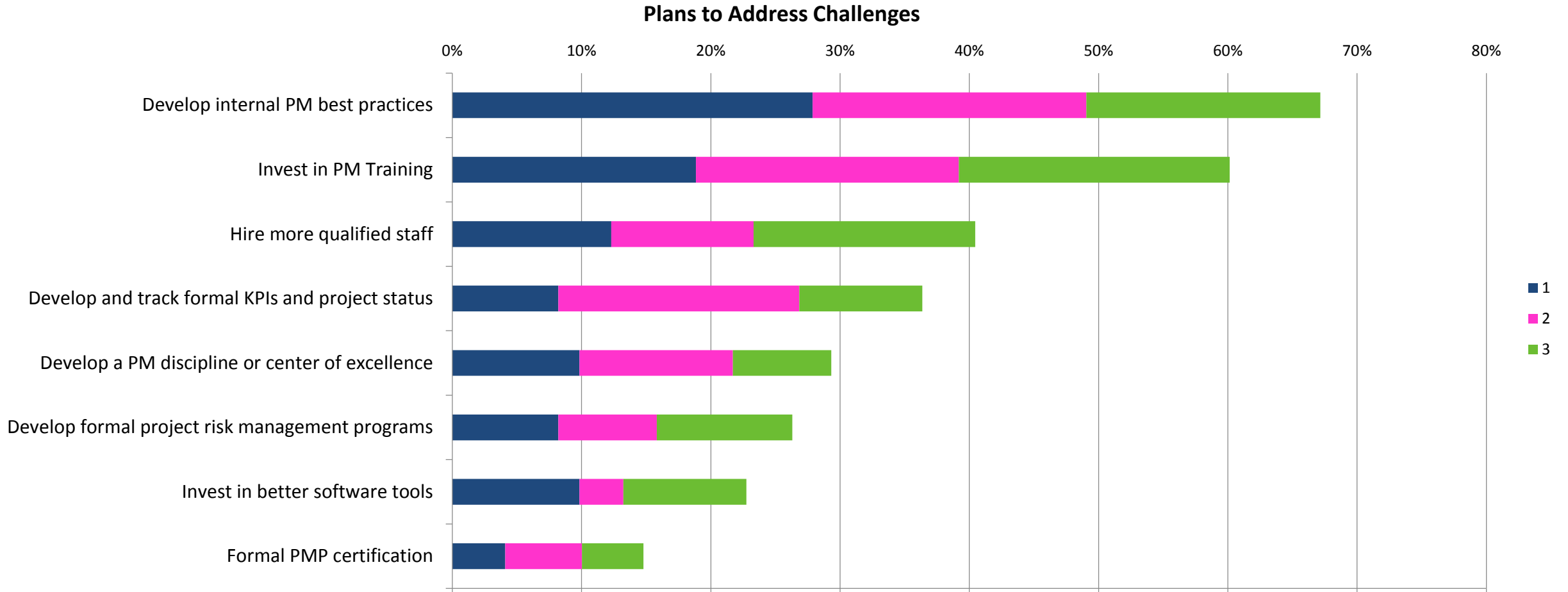


Top Challenges for Project Managers



Collaboration and Communication takes the top spot, coupled with the experience level of PM's in industry. Accountability of PM's called out in the comments as an area of focus.

Plans to Address Challenges



Developing best practices is key, along with more training for the PM's.
Only 21% of firms have a centralized PMO office.

5 Ways Your Peers are Maturing PM

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- 1 Recognizing that ALL projects must be managed
- 2 Monitoring the project – change control
- 3 Maturing their Risk/Opportunity Discipline
- 4 Generating actionable information (KPIs) to drive project success
- 5 Finding ways to communicate and collaborate

2016 Results and 2017 Survey

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Get the 2016 study as well as participate in the 2017 survey:

<http://more.deltek.com/Clarity-GovCon-2016>

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