



PSA Project Management Committee TEC 2018

PSA TEC 2018 EXECUTIVE SUMMARY

PSA Project Management Committee

TEC 2018 Project Management Committee Review

Some of the best sessions this year at PSA TEC 2018 were hosted and delivered by PSA's Committees. It was an amazing conference with top-notch quality education. PSA's Project Management Committee hosted 2 education sessions: Metrics for Project Managers, and Project Metrics for Company Leaders. Both discussions were delivered by industry peers and experts who shared their experiences and insights on developing metrics to more effectively measure your organizational output.

Metrics for Project Managers

The first peer-led interactive education session from PSA's Project Management Committee was From Metrics for Project Managers. As a project manager, you already know that metrics are vital for managing projects. PSA's Project Management Committee discussed metrics specifically for project managers to create better efficiency with company projects and overseeing the project management team. During this session, the Committee discussed what metrics they are each tracking and measuring to ensure efficiency of their teams and projects as well as to ensure the metrics are measurable, reportable, and meaningful, leading to financial success of their organizations. Additionally, the audience shared metrics that they utilize to measure the success of their teams and projects.

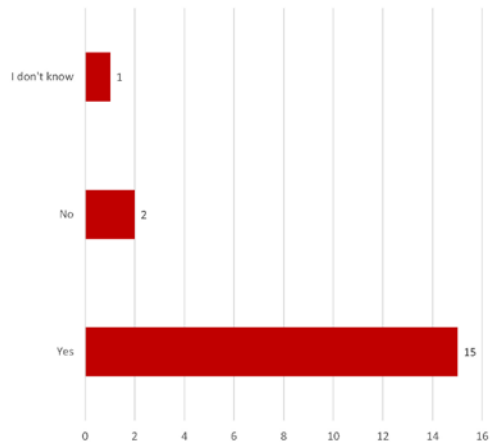
In addition to each person sharing what metrics they personally utilize on the job, PSA's Project Management Committee shared some resources they have developed to help with metrics and which ones are most important to measure and report. All these great resources that have been developed by PSA's Committees can be found at: www.psaeducation.com. Create your free account today to get started accessing all the tools and resources already developed for you!

Project Metrics for Company Leaders

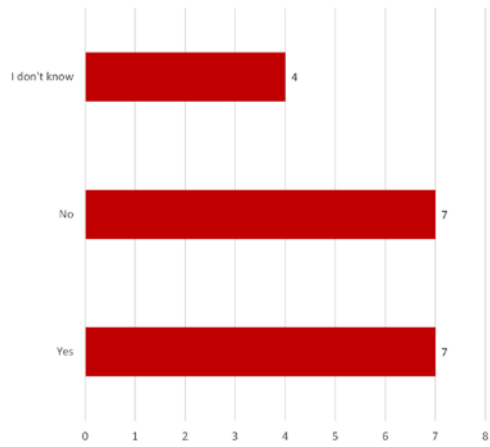
During PSA TEC 2018, PSA's Project Management Committee hosted this peer-led, interactive education session: Project Metrics for Company Leaders. Implementing project metrics into your overall organization can help companies achieve greater delivered margin. In this session, PSA's Project Management Committee conversed regarding which project management metrics can be implemented to help accomplish greater company efficiencies and more accurate forecasting. Through applying project management metrics into organizations, business leaders discovered how to monitor and lower costs, improve efficiencies, increase customer and stakeholder satisfaction, and create greater competitive advantage.

Prior to this session, PSA's Project Management Committee polled PSA integrators about what metrics are used to measure across their companies. Check out the results on the following pages to learn how others in the industry are tracking the efficiency of their teams and projects.

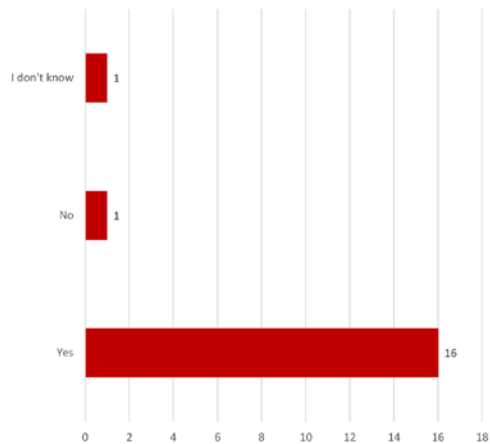
Does your company give the project manager the number of hours to complete each job?



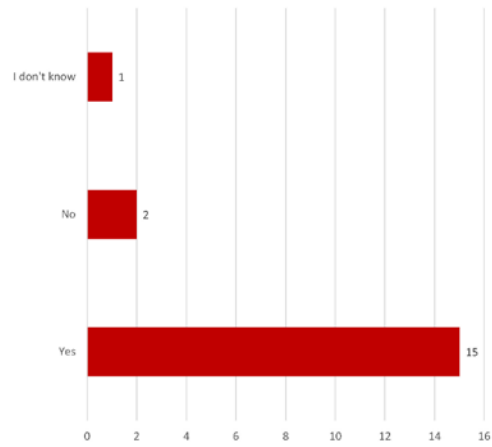
Do you track your employees' revenue per technician, project manager, employee, department?



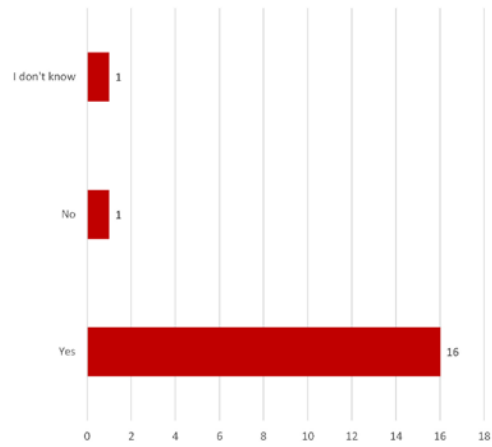
Does your company track employees' billable hours to the customer?



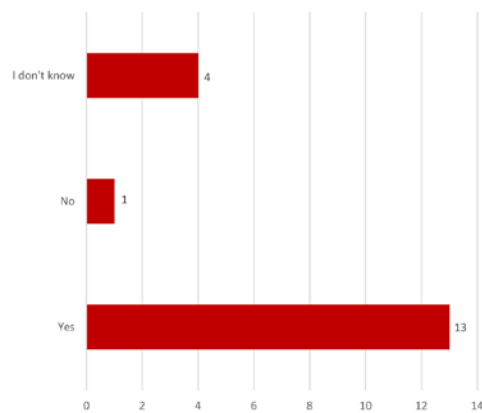
Do you track how many hours your employees spend on each project?



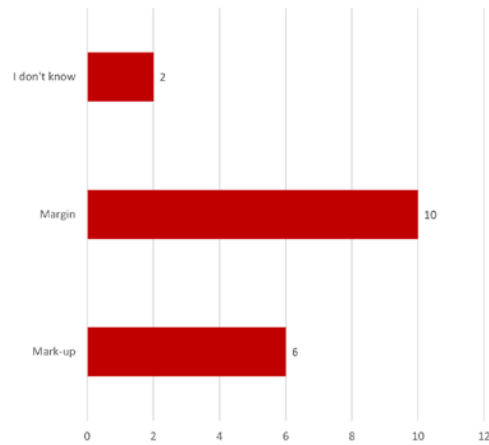
Do you know the margins of your incoming projects? Do you track this?



Do you know the slippage on a job?



Are projects priced based on mark-up or margin?



What package are you using? Write in Responses

NetSuite

WeSuite for Estimating & Sedona for Accounting

Timberline & WeSuite

Disadvantages: We have out grown our current package and are looking for alternatives

Tsheets, QB, Sharepoint, Spreadsheets

Advantages: It works spreadsheets are very malleable.

Disadvantages: Nothing is connected

Self-Developed Solution

ConnectWise

Advantages: Does everything

Disadvantages: We don't use but 60% of the features – learning curve

Dovenet (recently switched to D-Tools)

Excel Linked to SQL of our ERP System

Advantages: Flexibility

Disadvantages: Updates to forecasts are in ERP System

SAP

Advantages: Very granular reporting metrics

Complex and cumbersome

Tiperpaw Software

Advantages: Does most functions well from opportunities/sales/service and projects

Disadvantages: Lacks scalability and has limited reporting

Find more great resources developed by PSA Committees by visiting www.psaeducation.com – create a free account and get started today finding more tools and resources developed by PSA Committees!