



Financial Mastery for Architecture Firms

Tech-Forward Strategies to Maximize Enterprise Value



**Architecting the Future:
People, Process & Profit**

Welcome & Introduction



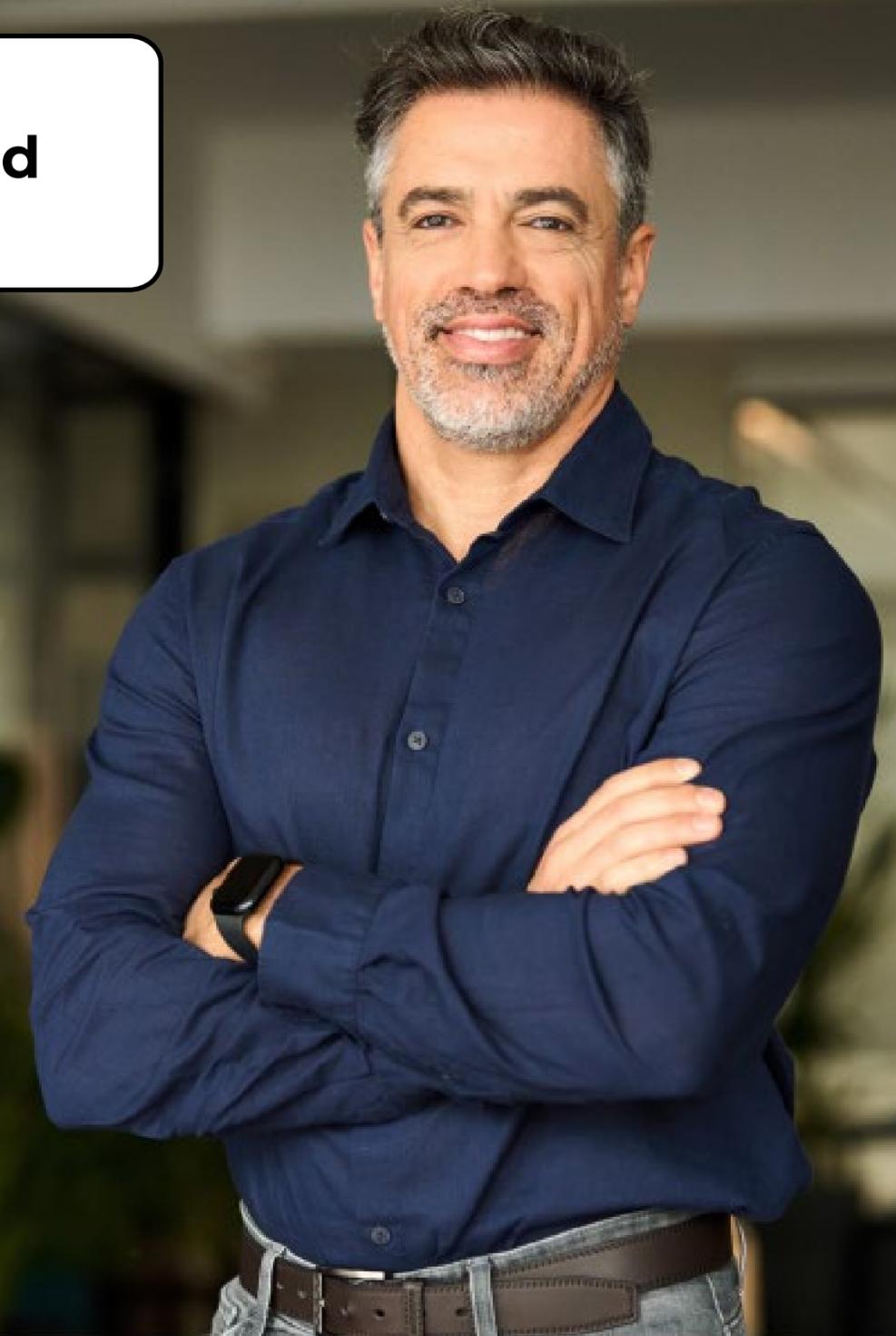
SPRCHRGR Background



Our Approach



Our Passion



Today's Journey

1

Industry Challenges

2

**Financial Pain Points
that Hold Firms Back**

3

Value Creation

Today's Journey

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Value Creation

Evolving Architecture Industry

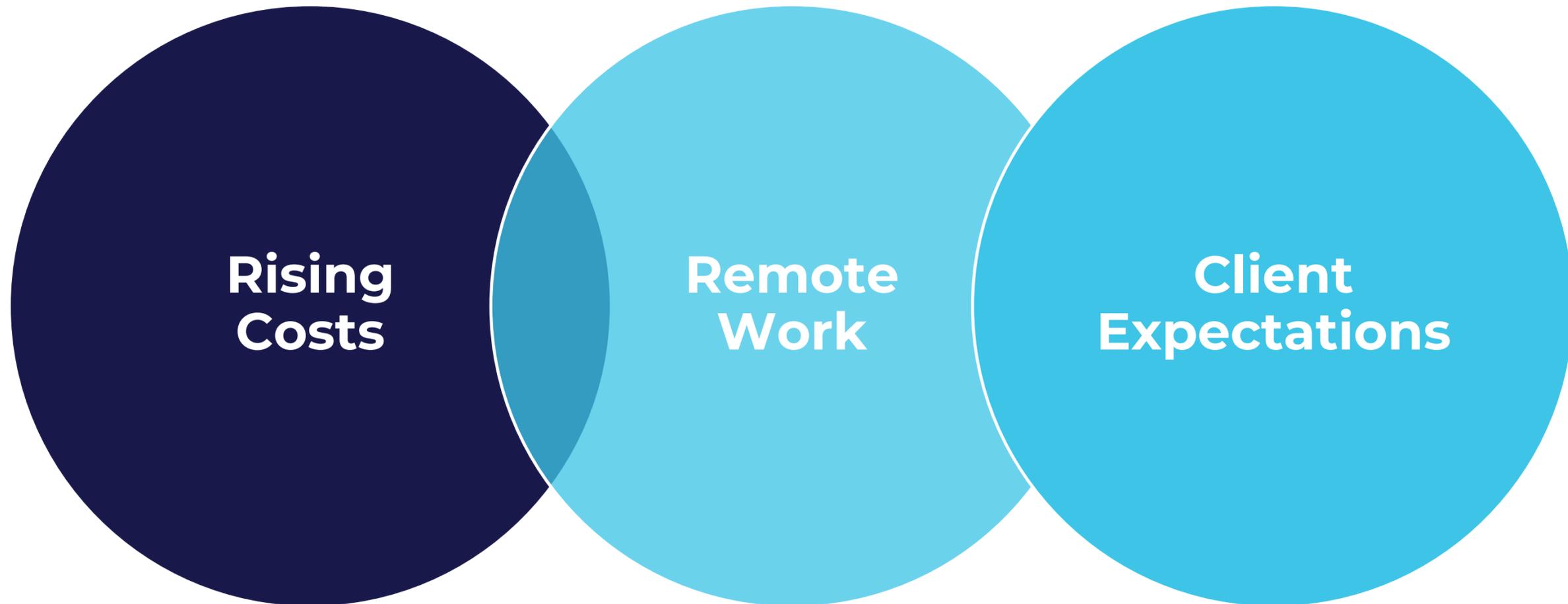
**Economic
Drivers**

**Client
Expectations**

**Core
Resources**

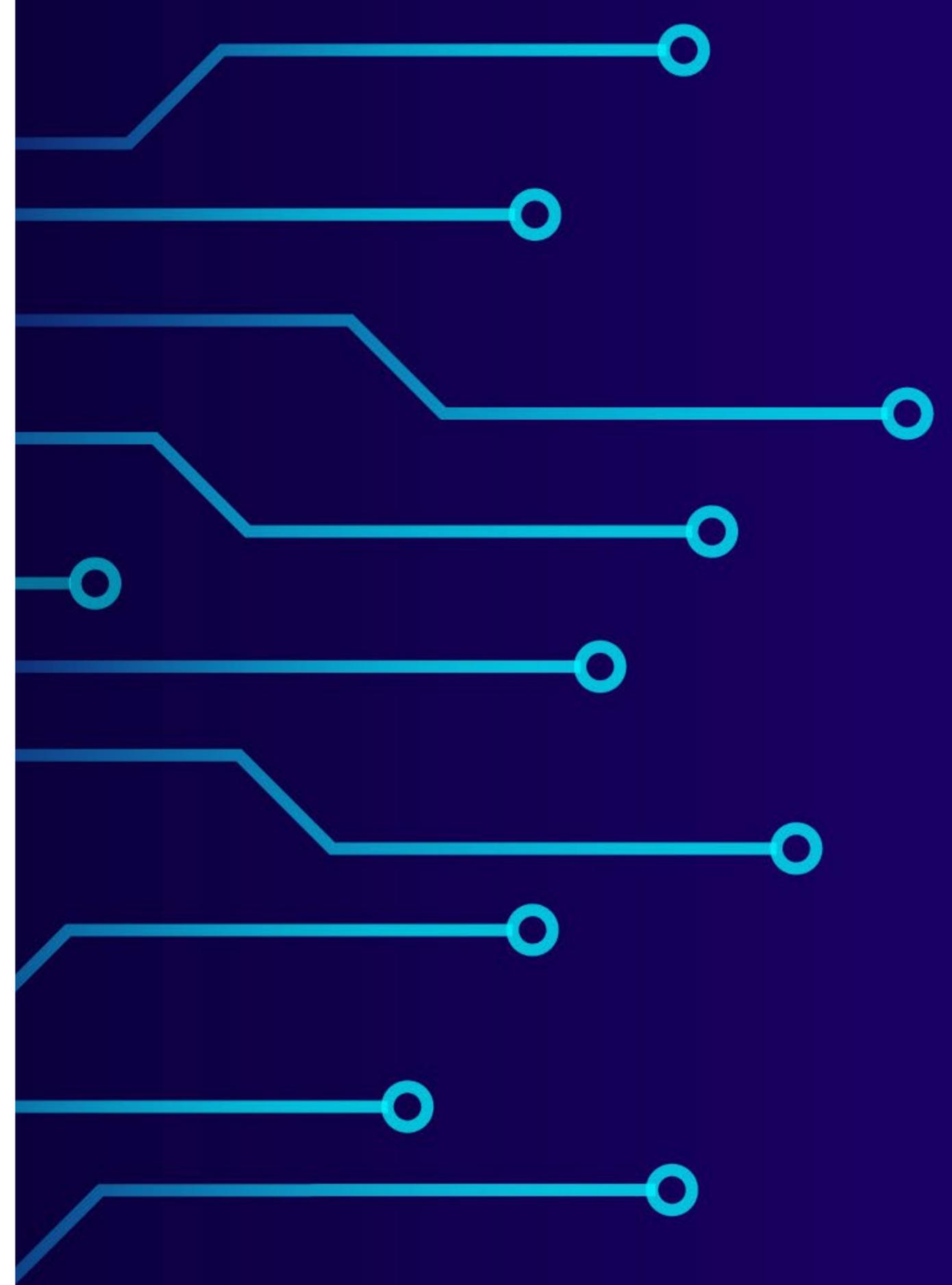


Post-Pandemic Market Realities



Technology Disruption in Design

-  **Past: CAD Revolution**
-  **Present: AI & 3D Scanning**
-  **Impact: Speed & Complexity**



The Talent Challenge

**Technical
Expertise**

**Comp
Expectations**

**Hybrid Work
Models**



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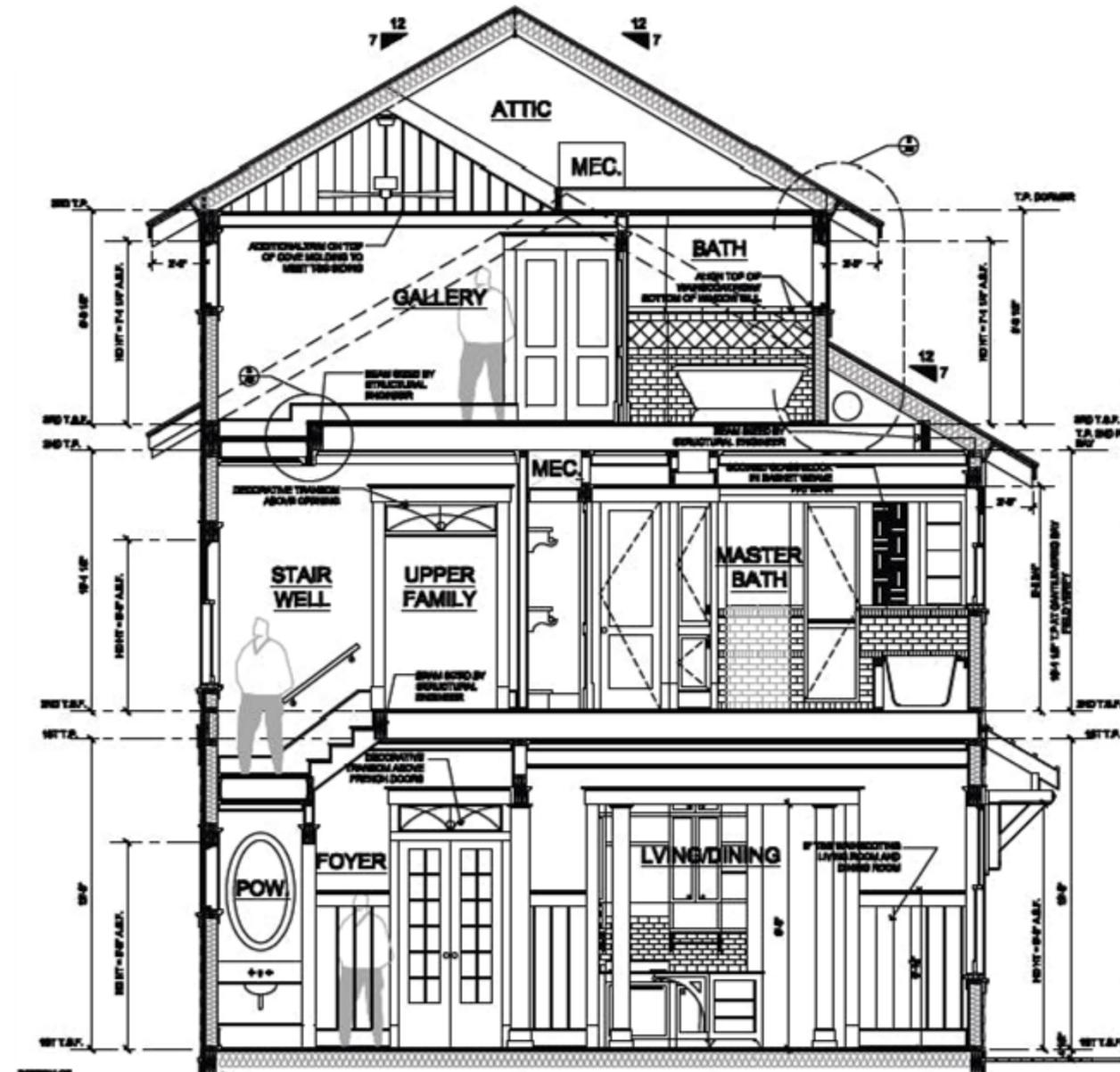
Value Creation

Key Financial Obstacles



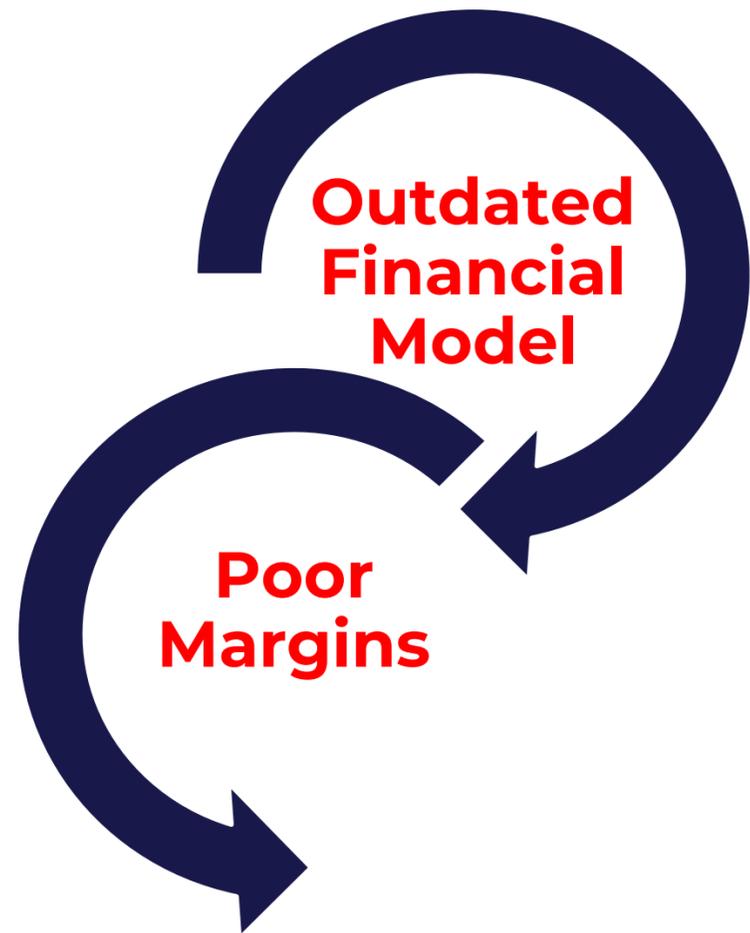


Simple



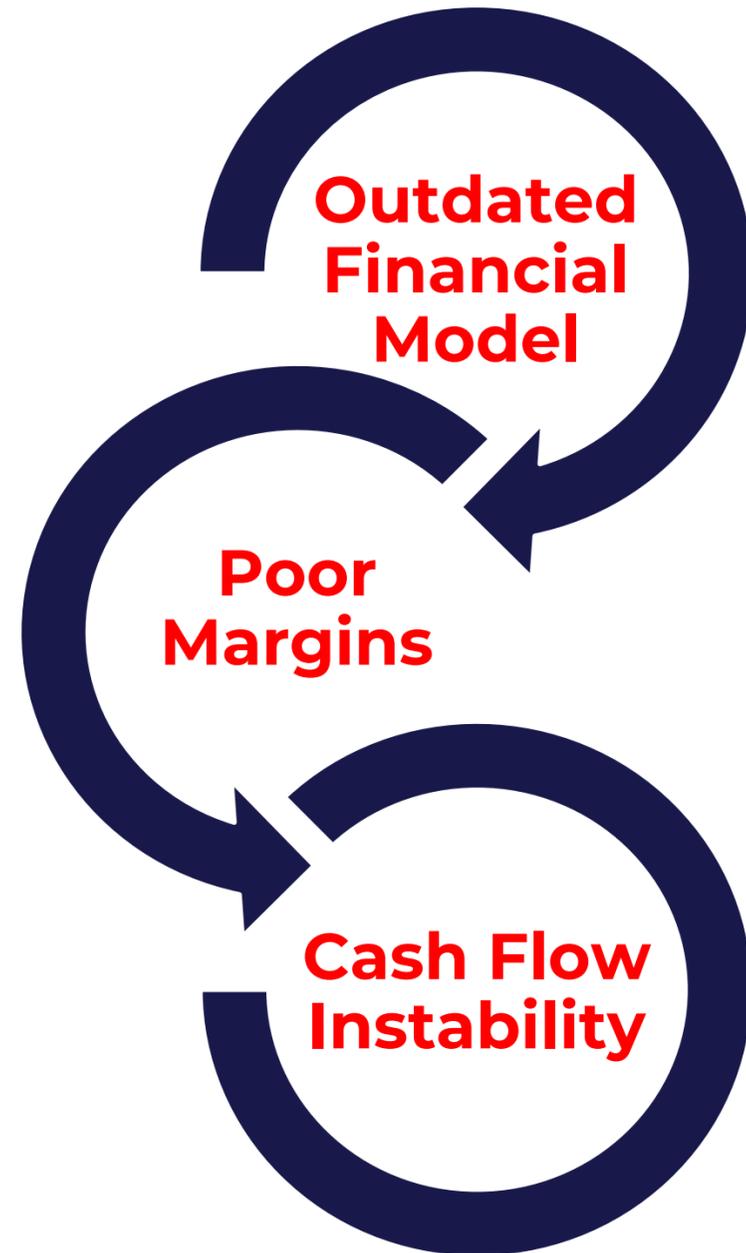
Complex

Key Financial Obstacles





Key Financial Obstacles

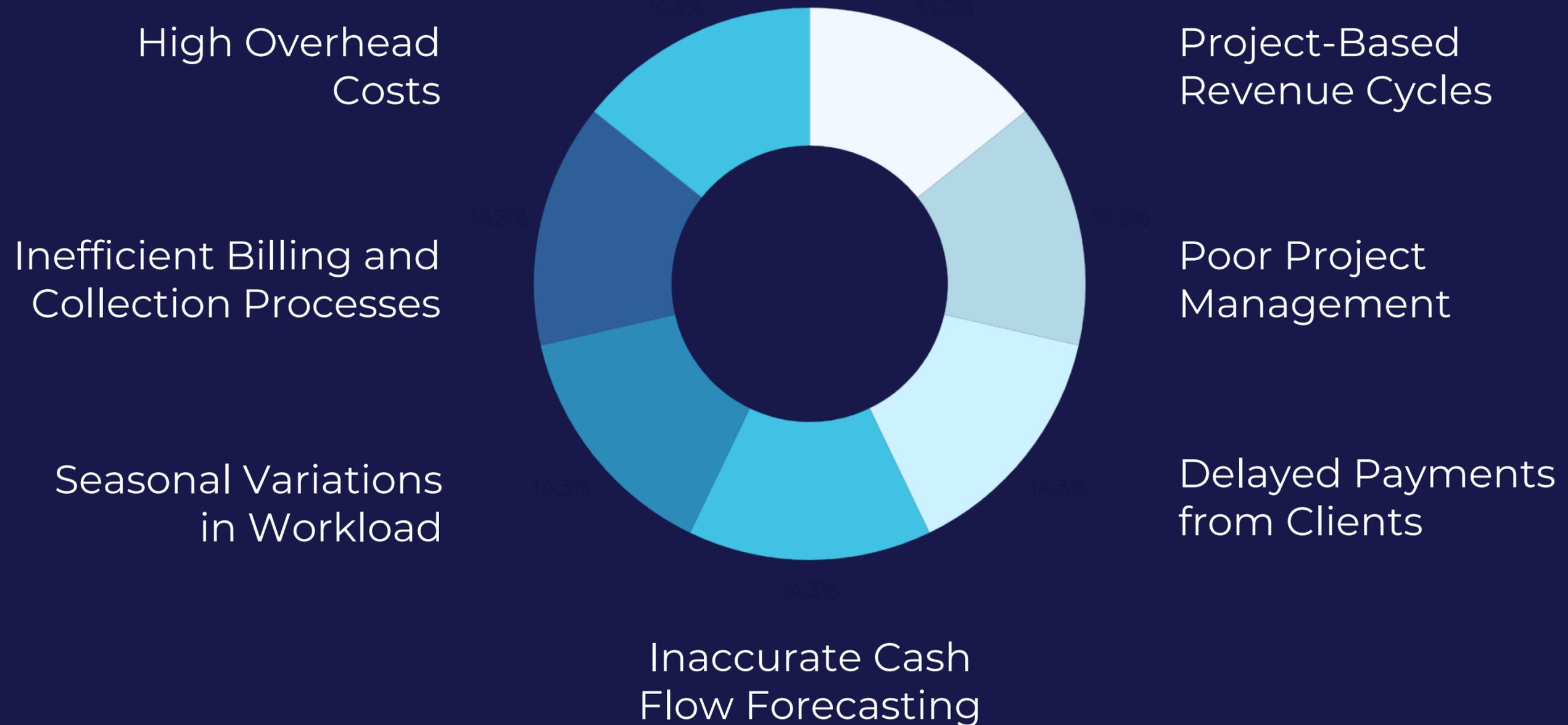




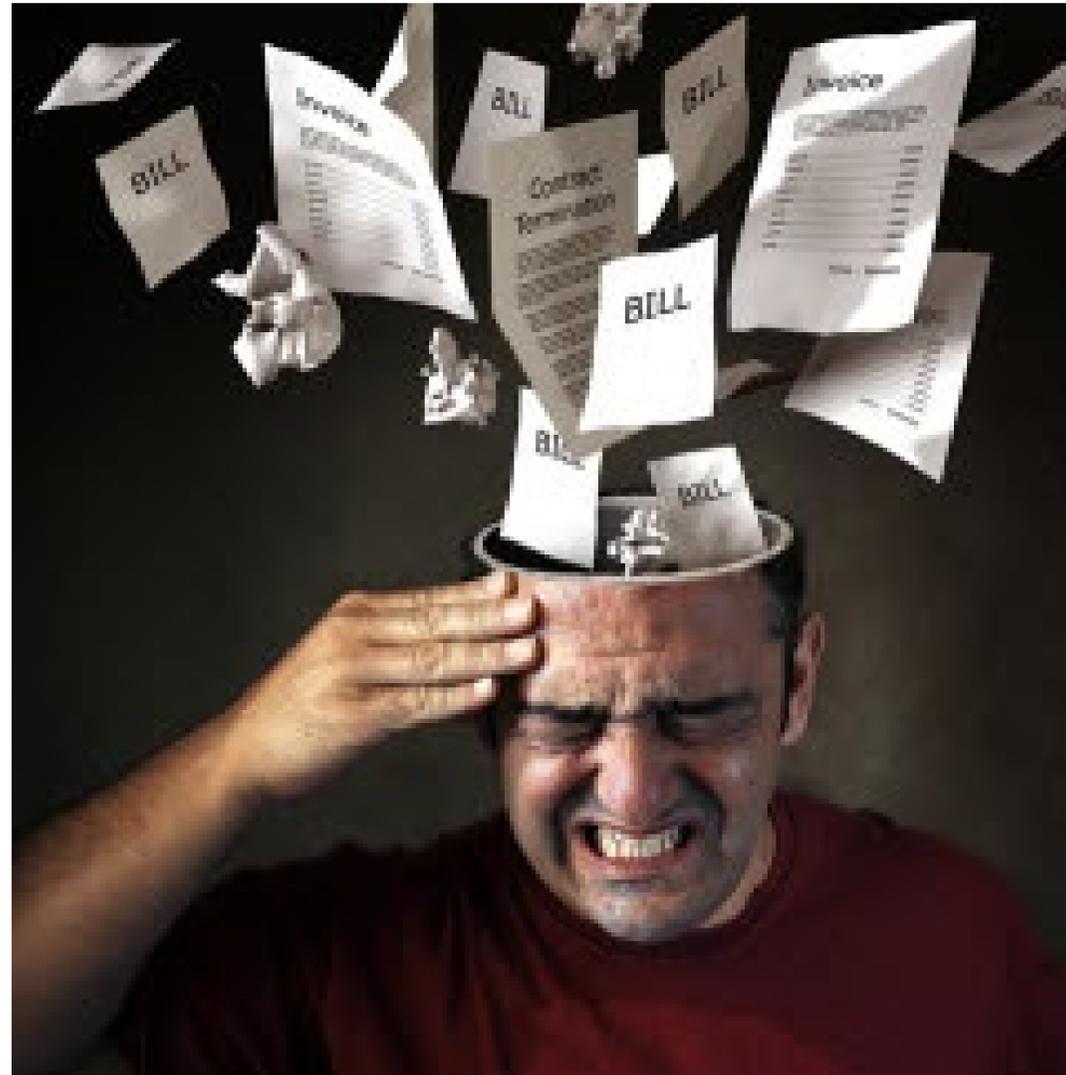
Common Cash Flow Challenges



Common Cash Flow Challenges



No Fun!



Cash Flow Mastery



Cash flow forecasts provide visibility to operate efficiently and give confidence to invest in growth.

DSO

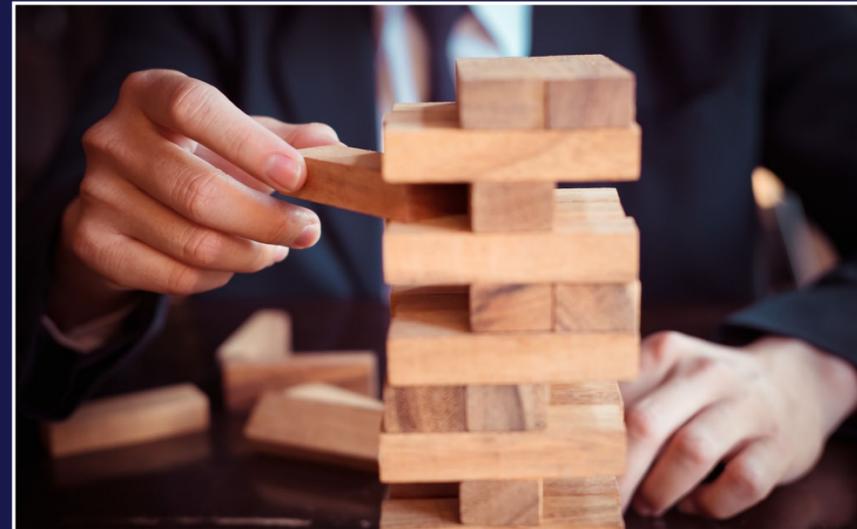
25 days

-10% vs Prior Mo.

Data Silos and Disconnected Systems



Integration Gaps



Manual Processes



Hidden Costs

Profitability Blind Spots



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Industry Challenges

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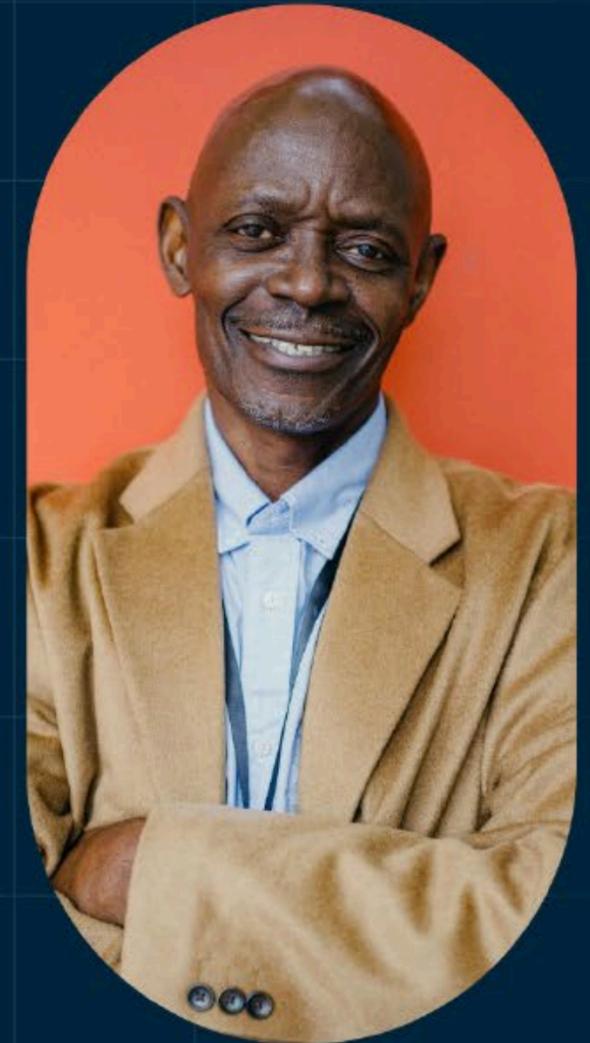
Financial Pain Points
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Value Creation



Architecture Benchmarking Report 2024



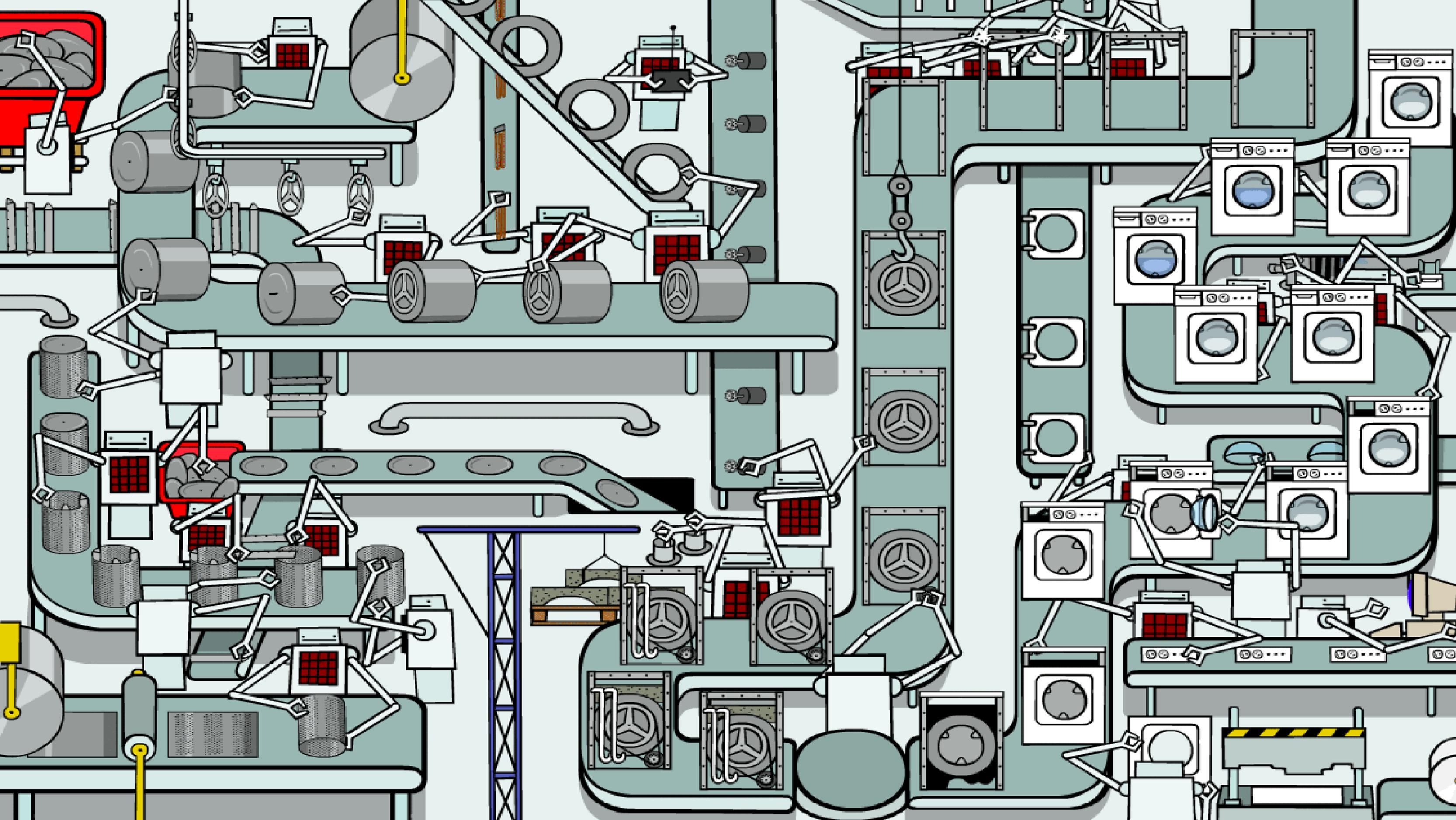
Downloadable Resources from BQE

35-page report

- <https://info.bqe.com/download-architecture-benchmarking-report-2024>

Recorded webinar

- <https://info.bqe.com/benchmarkingwebinar-20241204>



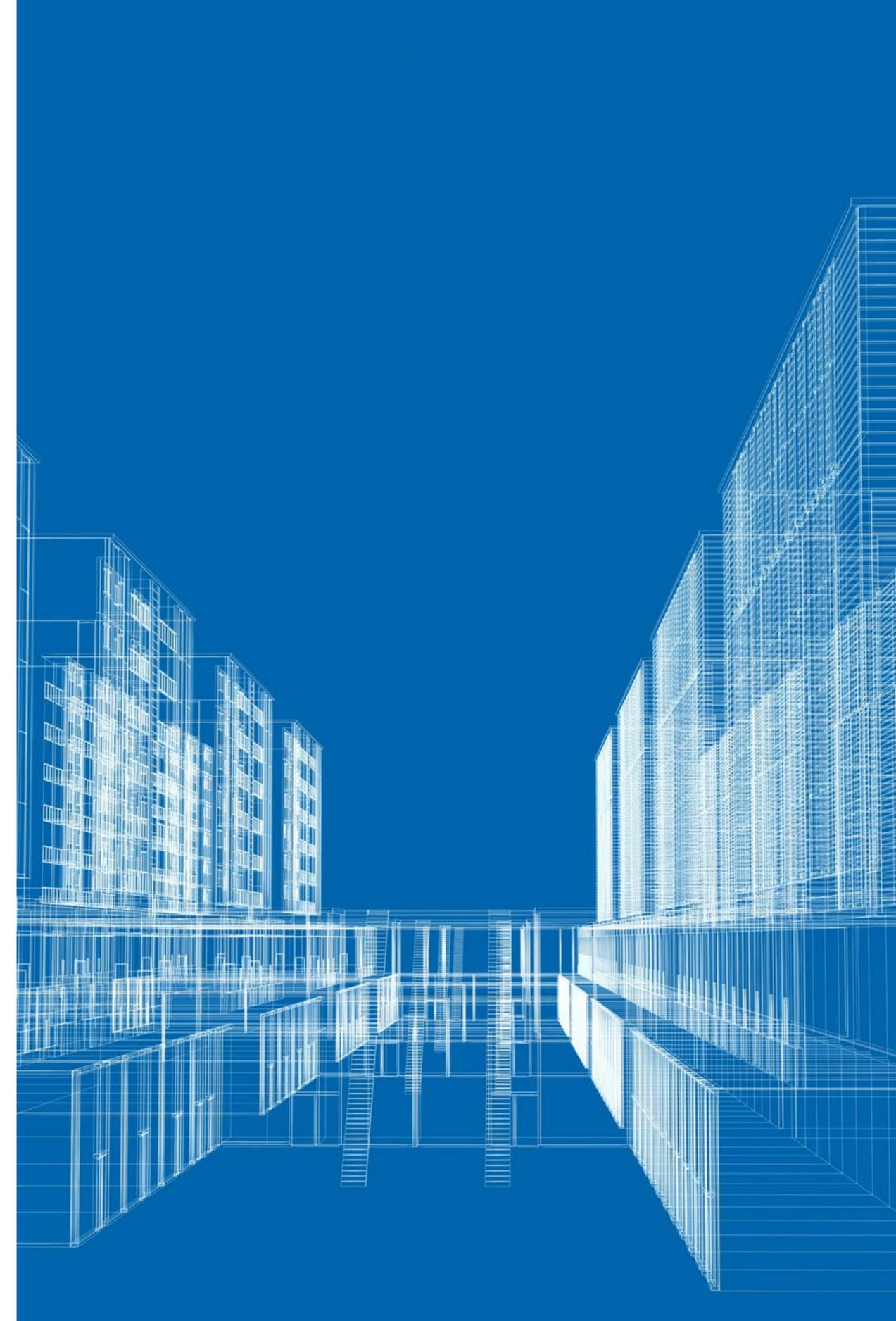
Architecture Firm Financial Framework

 **Integrated Systems**

 **Real-time Intelligence**

 **Strategic Financial Planning**

 **Enterprise Value Creation**



Integrated System Architecture

System Component	Function	Integration Benefit
Project Management	Resource Tracking	Real-time Labor Analysis
Financial Platform	Accounting & Billing	Automated Invoicing
CRM System	Client Management	Profitability by Client
Business Intelligence	Data Visualization	Unified Reporting

Real-time Financial Intelligence

24hr

**Financial
Visibility**

100%

**Data-Driven
Decisions**

20%

**Margin
Improvement**

Strategic Financial Planning



**Scenario
Planning**

**Tax
Optimization**

**Capital
Creation**

**Valuation
Impact**



Case Study

↑ 18%

Profit Growth

↓ 13

Collection Days

↑ 65%

Time Efficiency

↑ 1.8x

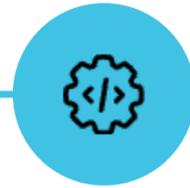
Value Growth



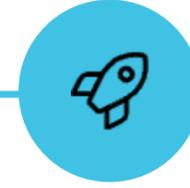
Implementation Pathway



Assessment
months 1-2



Optimization
months 3-5



Growth
months 6-12

Phase 1: Assessment & Strategy



Financial Diagnostics

Benchmark against industry leaders to identify gaps.



Tech Evaluation

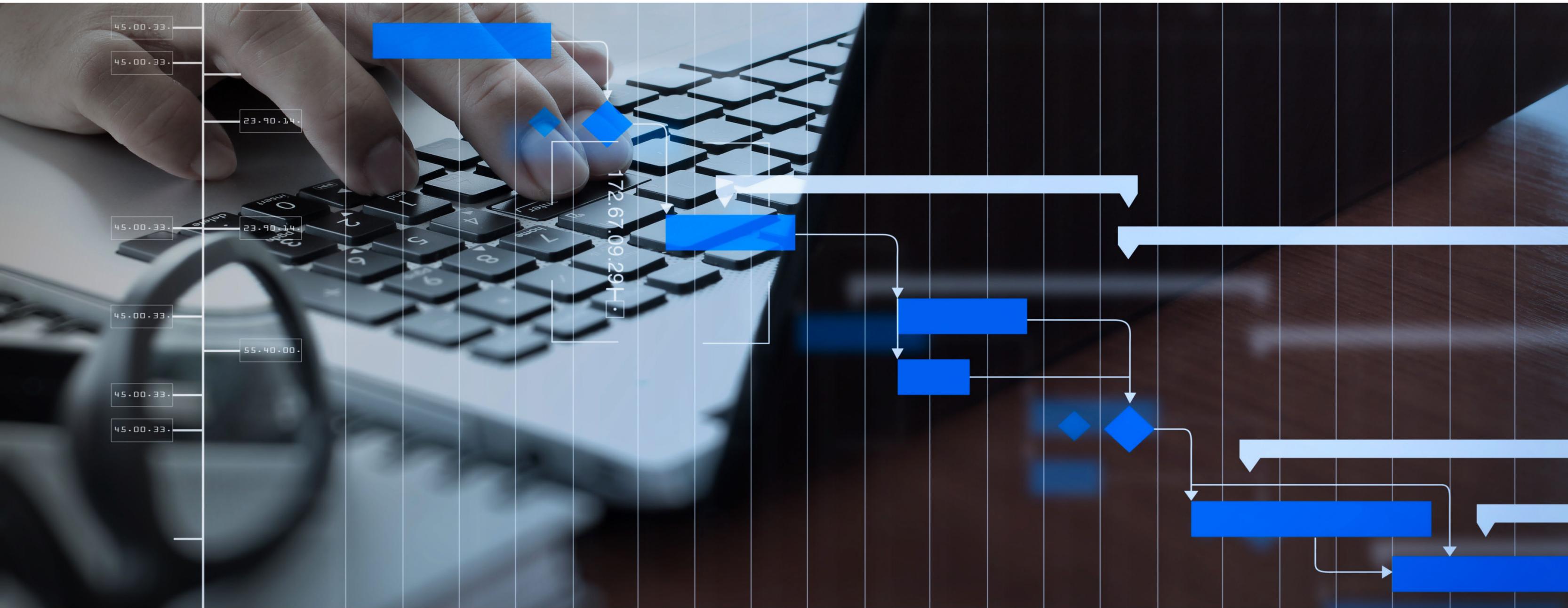
Assess current systems and resources with ROI projections.



Stakeholder Engagement

Build support for transformation through key personnel.

Phase 2: System & Process Optimization



Phase 3: Strategic Growth Acceleration

Data-Driven Decisions

Use financial insights to evaluate services and markets:

- Identify high-margin services
- Target ideal clients
- Allocate resources effectively

Growth Modeling

Create capital strategies for profitable expansion:

- Project resource needs
- Plan key investments
- Balance growth with stability

Value Optimization

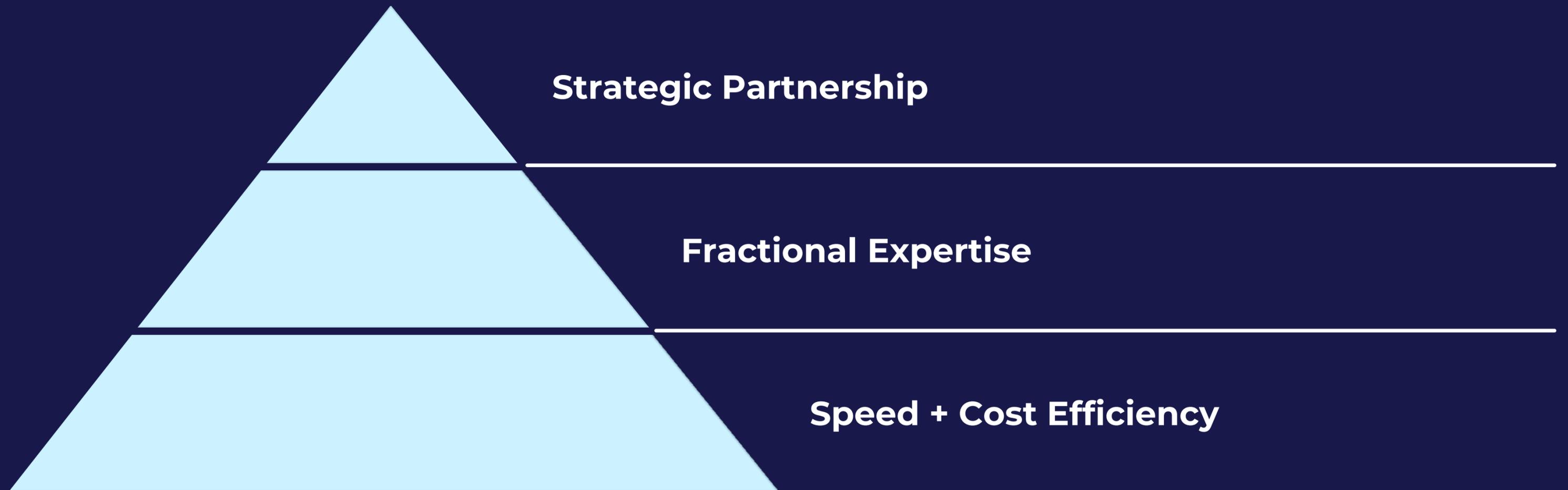
Track enterprise value growth with focused metrics:

- Monitor value drivers
- Improve EBITDA
- Enhance marketability

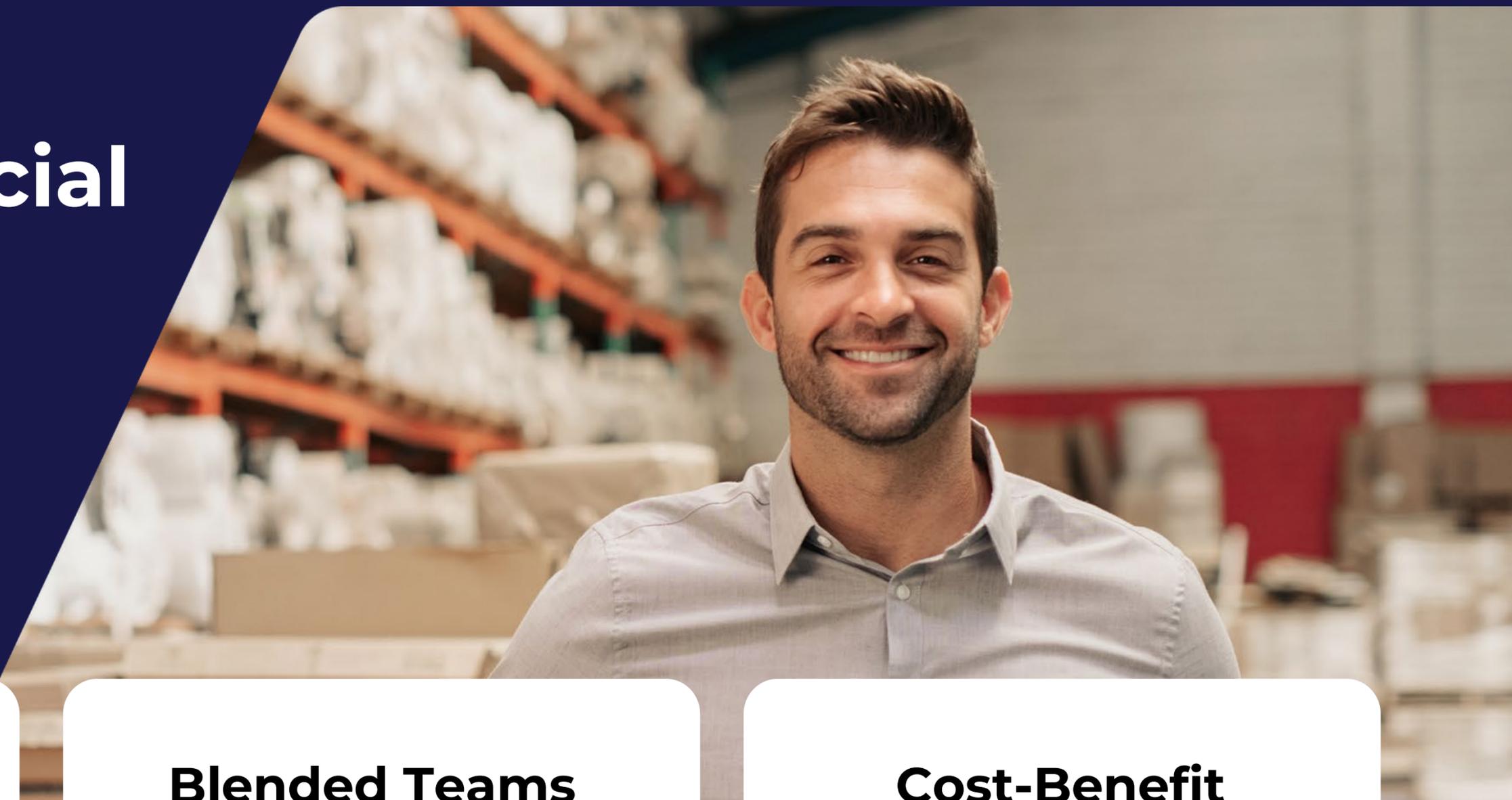
Architecting Your Financial Future



The Outsourced Partner Advantage



Modern Financial Leadership



Fractional Resources

Executive expertise at **1/3 the cost** of full-time leadership.

Blended Teams

Optimal mix of in-house and outsourced talent across **all financial functions.**

Cost-Benefit

30-40% cost savings while gaining strategic financial guidance.



The Competitive Advantage of Financial Clarity

**Decisive
Leadership**

**Talent
Retention**

Sustainable Innovation

Your Financial Transformation Journey

Financial Uncertainty

Reactive decisions
from limited data.

Administrative Burden

Manual processes
draining creative time.

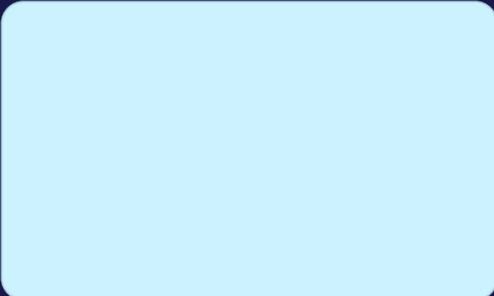
Strategic Confidence

Data-driven decisions
with clear vision.

Creative Freedom

Systems enhancing
design excellence.

Next Steps for AIA Firms



Self-Assessment



Benchmarking



Action Plan

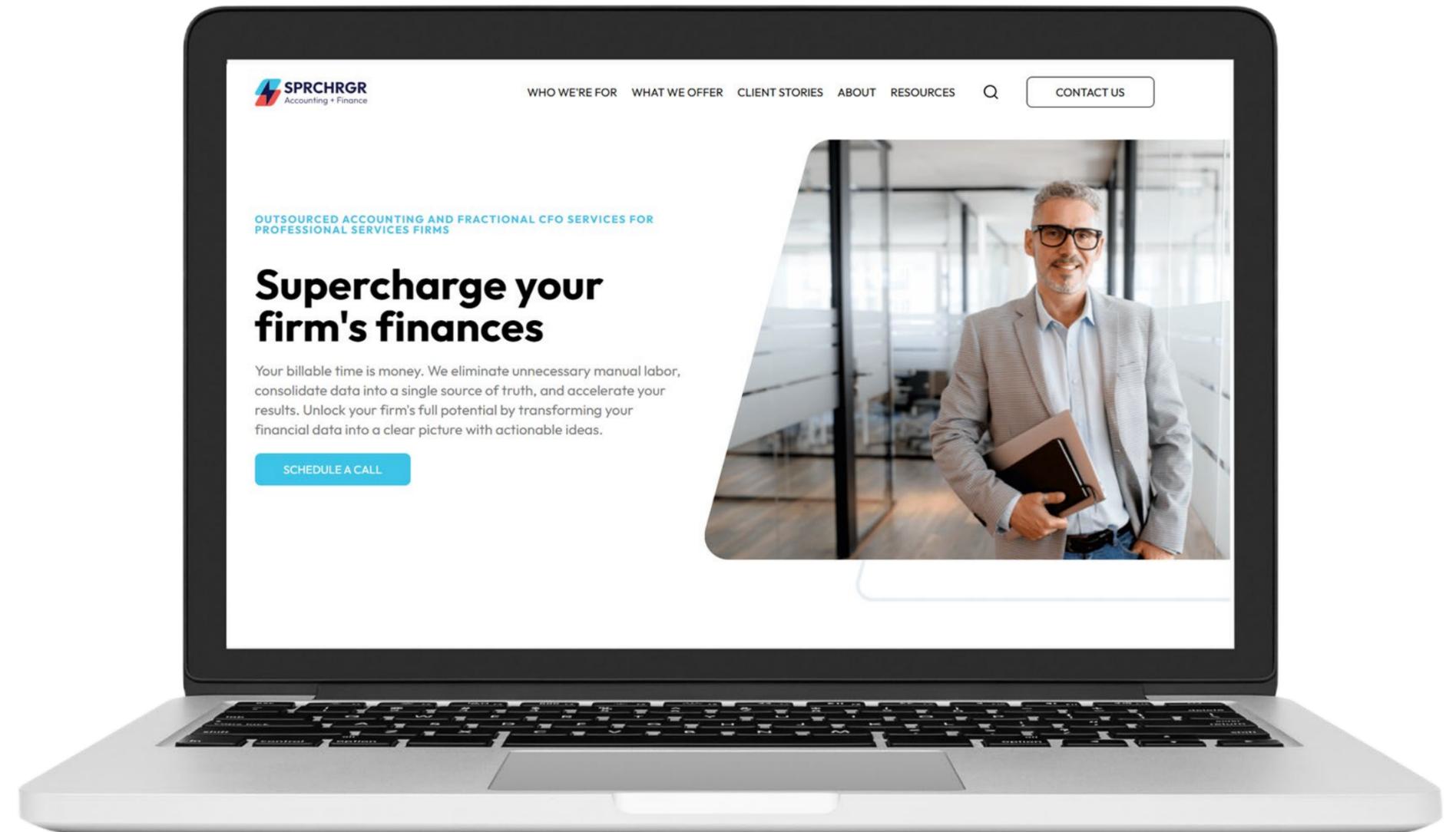
Q&A Discussion



Action Plan Shortcut

- **Assessment + Advisory**
- **Outsourced Accounting**
- **Fractional CFO**
- **Data + Systems Integration**
- **ERP Software Implementation**
- **Custom APIs + Automation**

And more...



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