



# MORGAN & MORGAN<sup>®</sup>

**DATA ANALYST  
ASSESSMENT**

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SCALE BACK



# 01

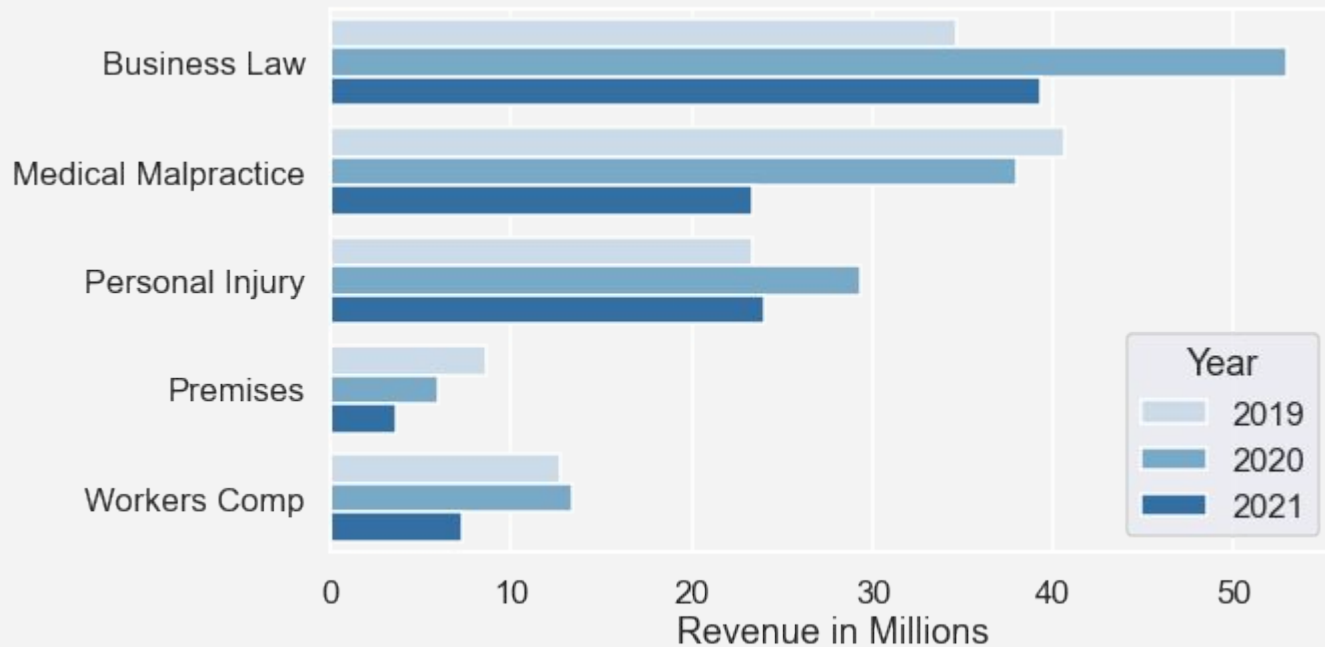
DEPARTMENTS TOTAL  
REVENUE



Looking at the yearly total revenue for each department there is a noticeable decrease in all departments.

The departments with a significant decrease in Premises and Medical Malpractice show already a decline over the years.

## YEARLY AVERAGE TOTAL PER DEPARTMENT





# 02

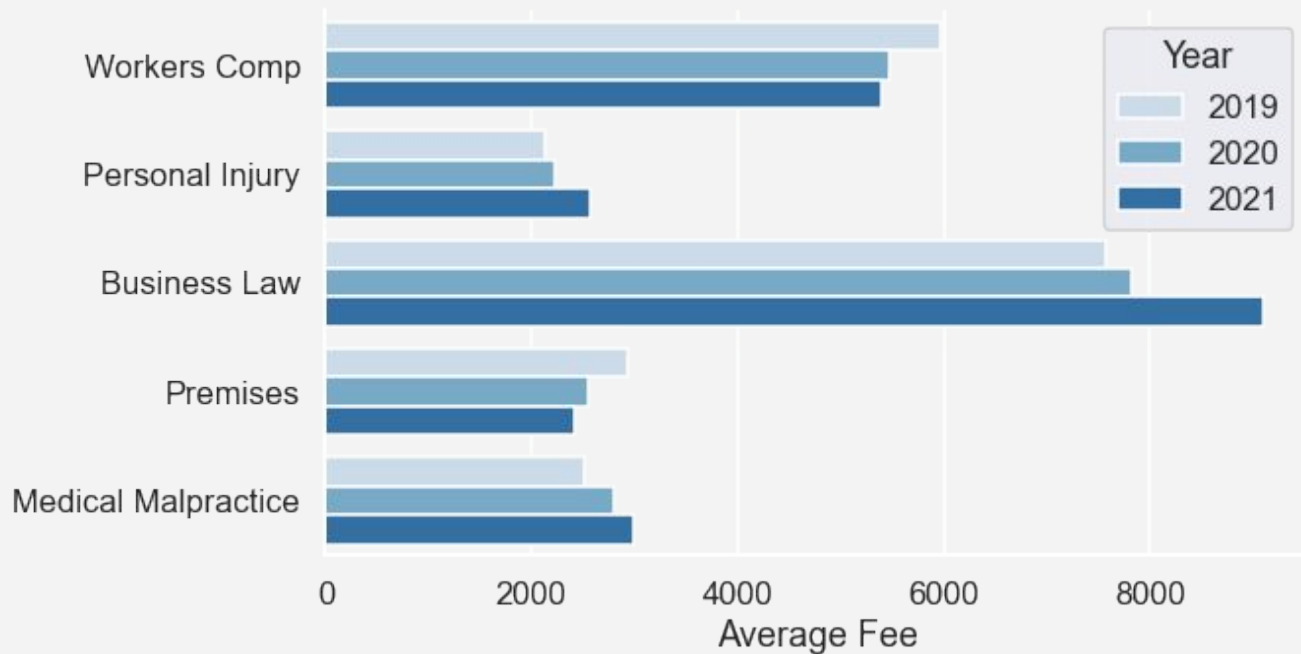
YEARLY AVERAGE EXPENSE PER  
DEPARTMENT



In comparison to the revenue we see for Business Law in previous graphs, here it's expenses has increased significantly within the years. This increase can be explained by the rise in litigation costs.

Personal Injury fees have been kept low for the significant increase in revenue.

## YEARLY AVERAGE EXPENSE PER DEPARTMENT





**03**

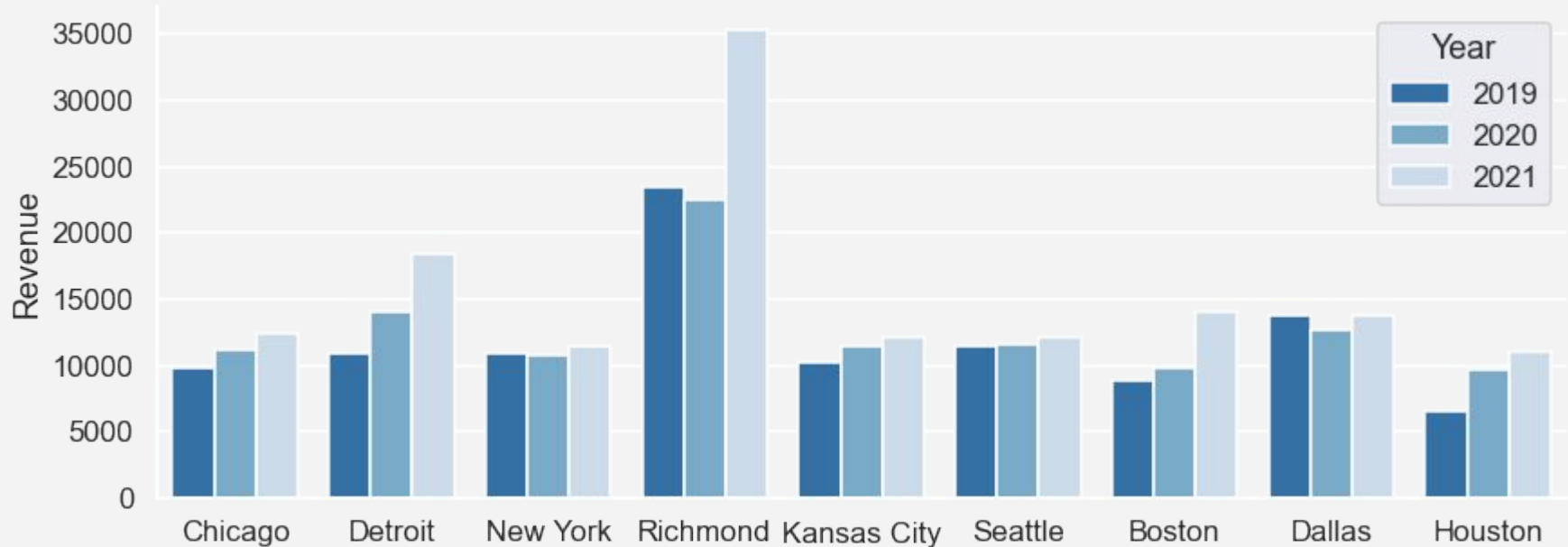
**YEAR-OVER-YEAR OFFICE  
GROWTH**

## YEAR-OVER-YEAR GROWTH

By using profit as the growth measure, our offices in Richmond have had the biggest change.

Unlike New York, Seattle, and Dallas where growth has been stagnant in the past three years.

Whilst Chicago and Kansas City have shown only a slight increase.



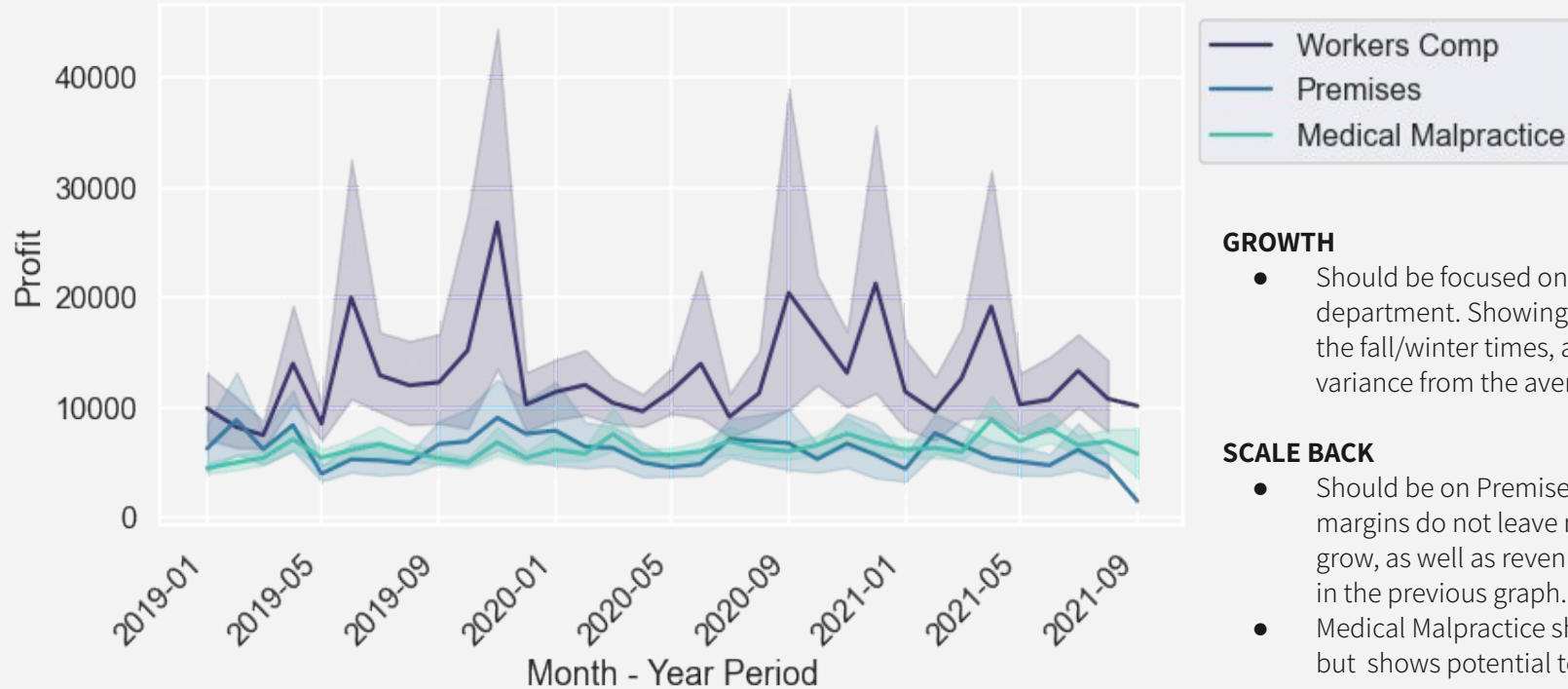




# 04

DEPARTMENTS AND OFFICES SCALE  
BACK OR GROWTH

## DEPARTMENTS SCALE BACK AND GROWTH



### GROWTH

- Should be focused on the Workers Comp department. Showing recurring spikes in the fall/winter times, as well as great variance from the average profit.

### SCALE BACK

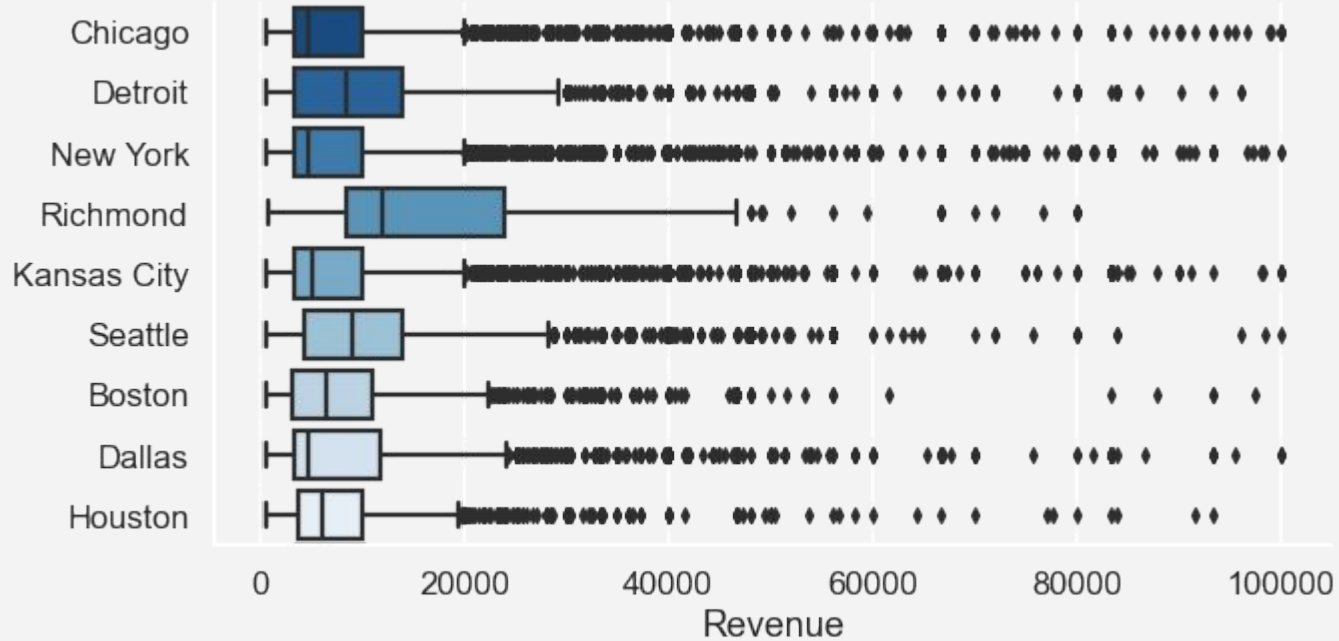
- Should be on Premises. The profit margins do not leave much room to grow, as well as revenue decline as seen in the previous graph.
- Medical Malpractice shows little revenue but shows potential to grow.

## OFFICE SCALE BACK AND GROWTH



We are able to see the potential growth for our Richmond location. One location to note is Boston and Detroit. The density of the outliers can point to potential growth for those locations.

In opposition to Houston where it falls short in average revenue for said location.



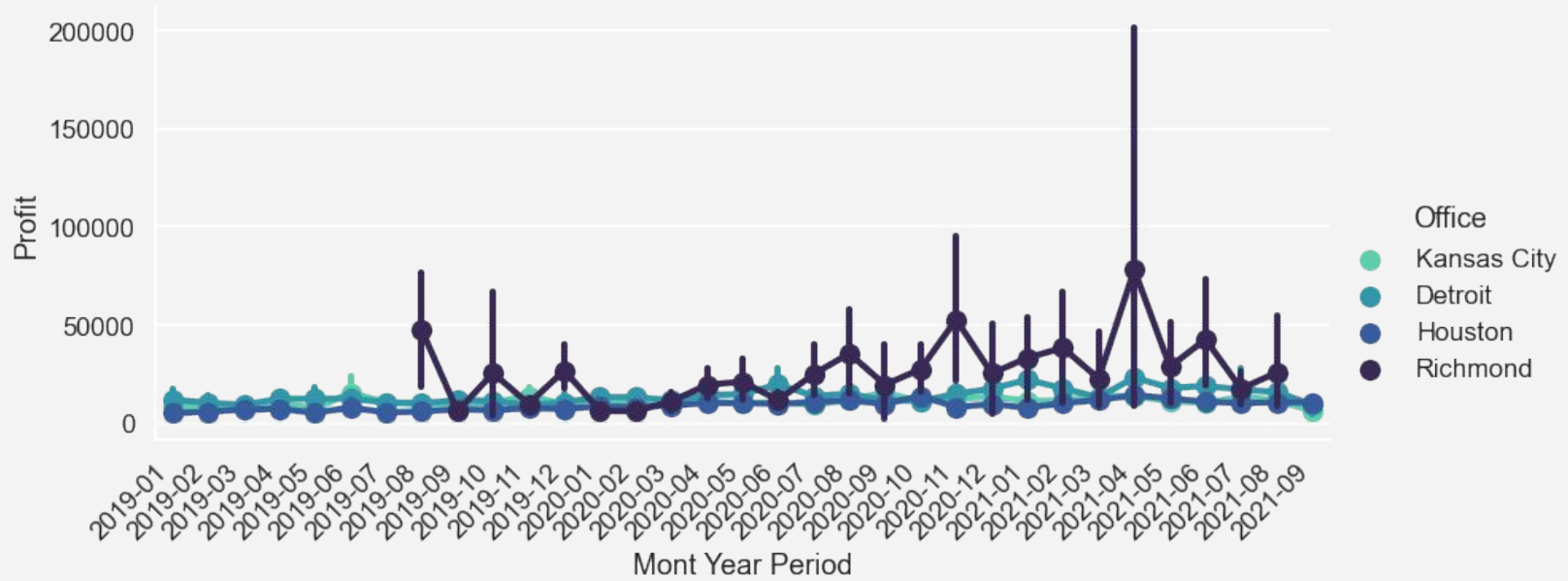
## OFFICE SCALE BACK AND GROWTH

### GROWTH

- As seen in the previous graph, the Richmond location shows a great spike in growth in current years and Detroit can be an asset to look into due to its performance.

### SCALE BACK

- A location like Houston shows very stagnant growth and low variance showing low potential.





# THANK YOU

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