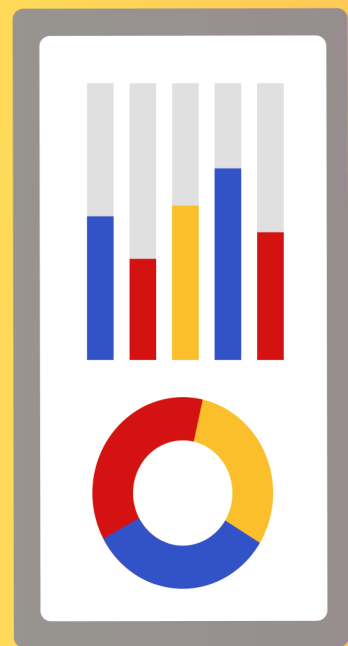


Introduction

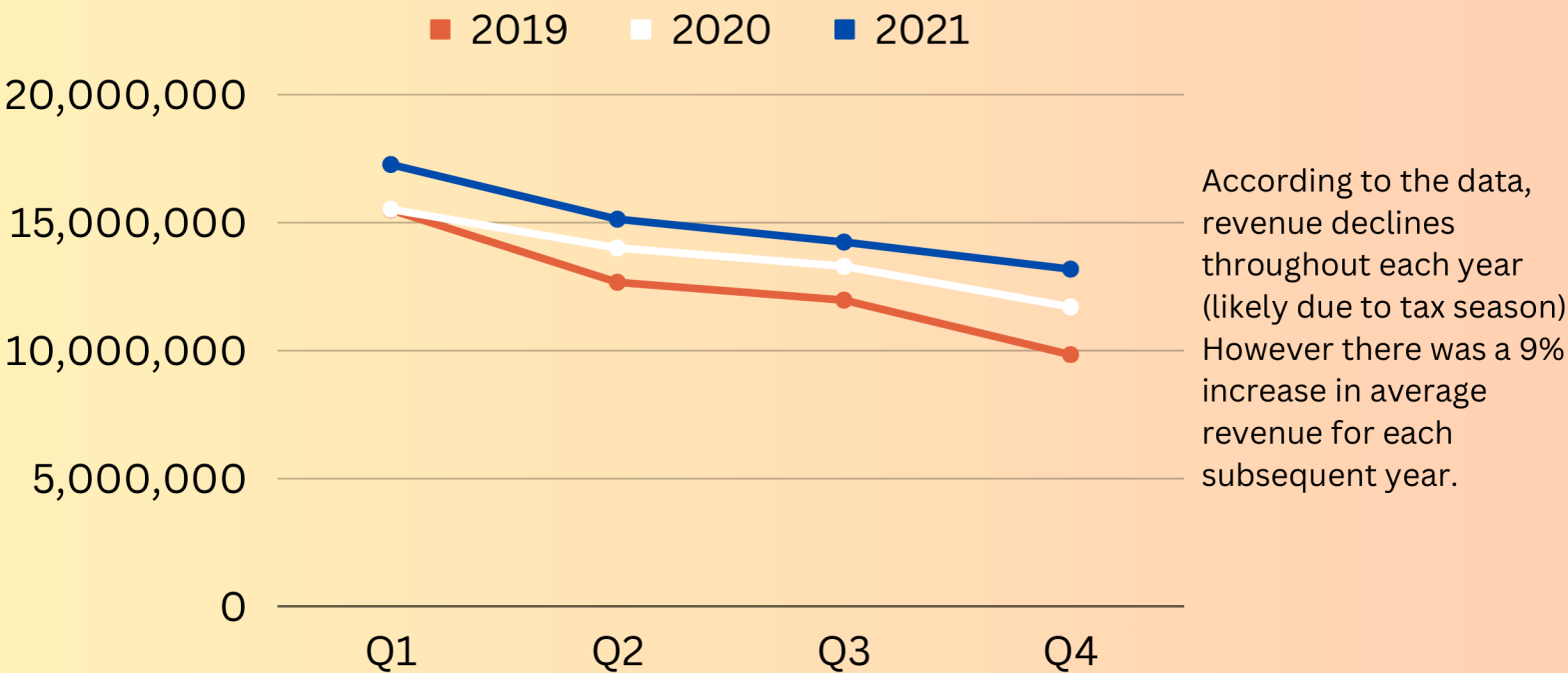


In any business, optimizing profits and employee utilization is crucial for achieving sustainable growth. In this analysis, I analyzed a dataset pertaining to employees and client information between 2019 to 2021 to identify clients with the highest profitability and employee utilization. The main areas of focus for this analysis included client profitability, and employee utilization. The key metrics involve:

- clients with highest overall profitability
- employees with highest overall utilization rate
- clients with the highest profitability AND employee utilization

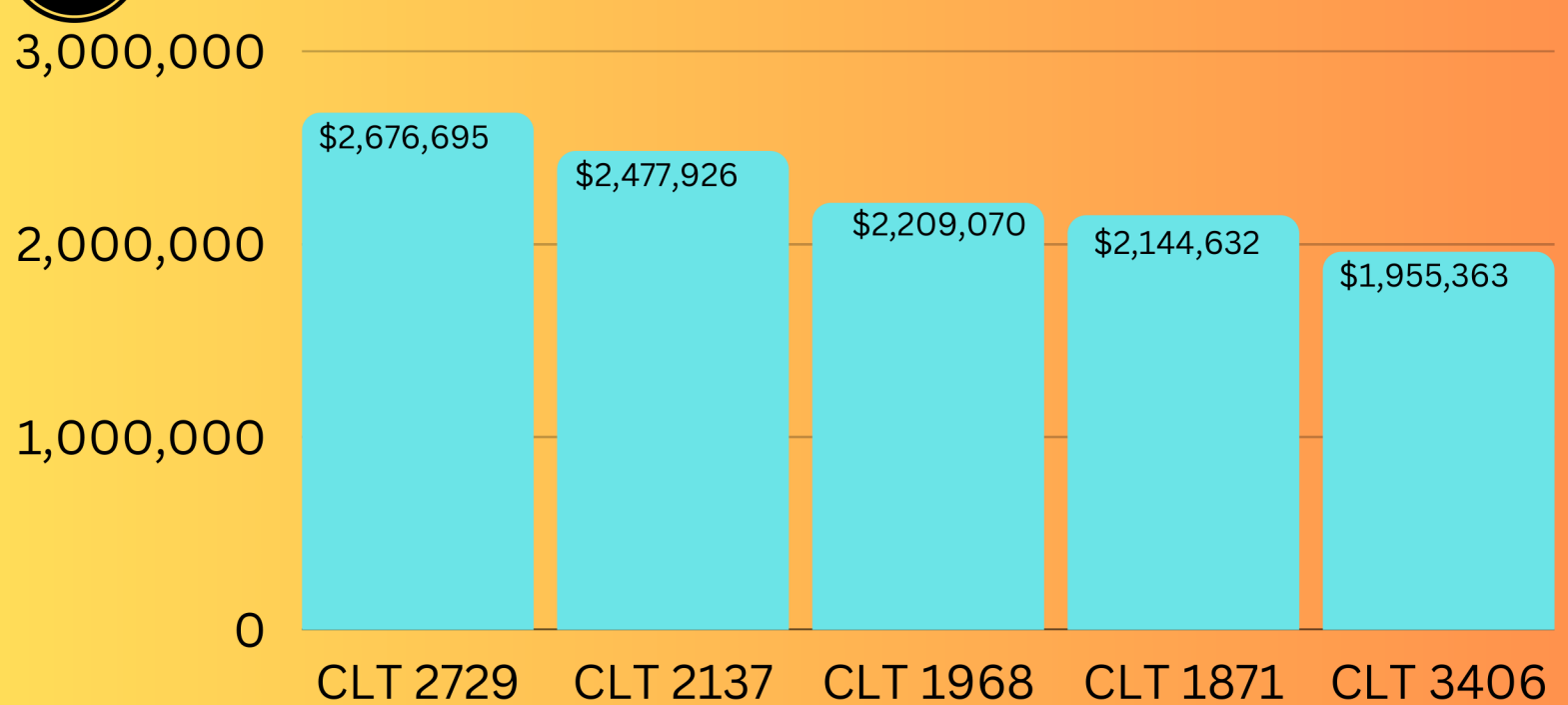
1

Total Client Revenue by Year



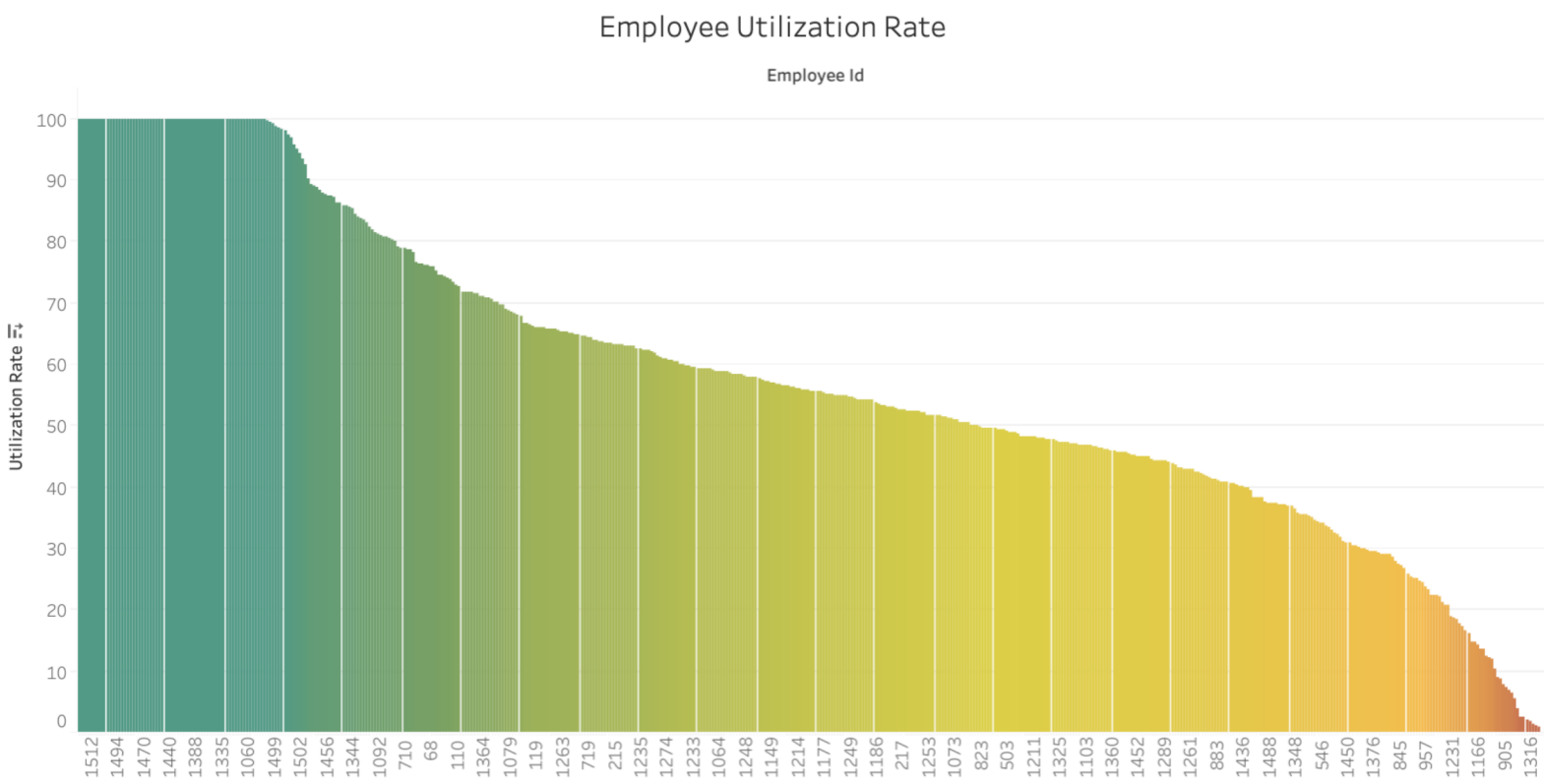
2

Top 5 Most Profitable Clients



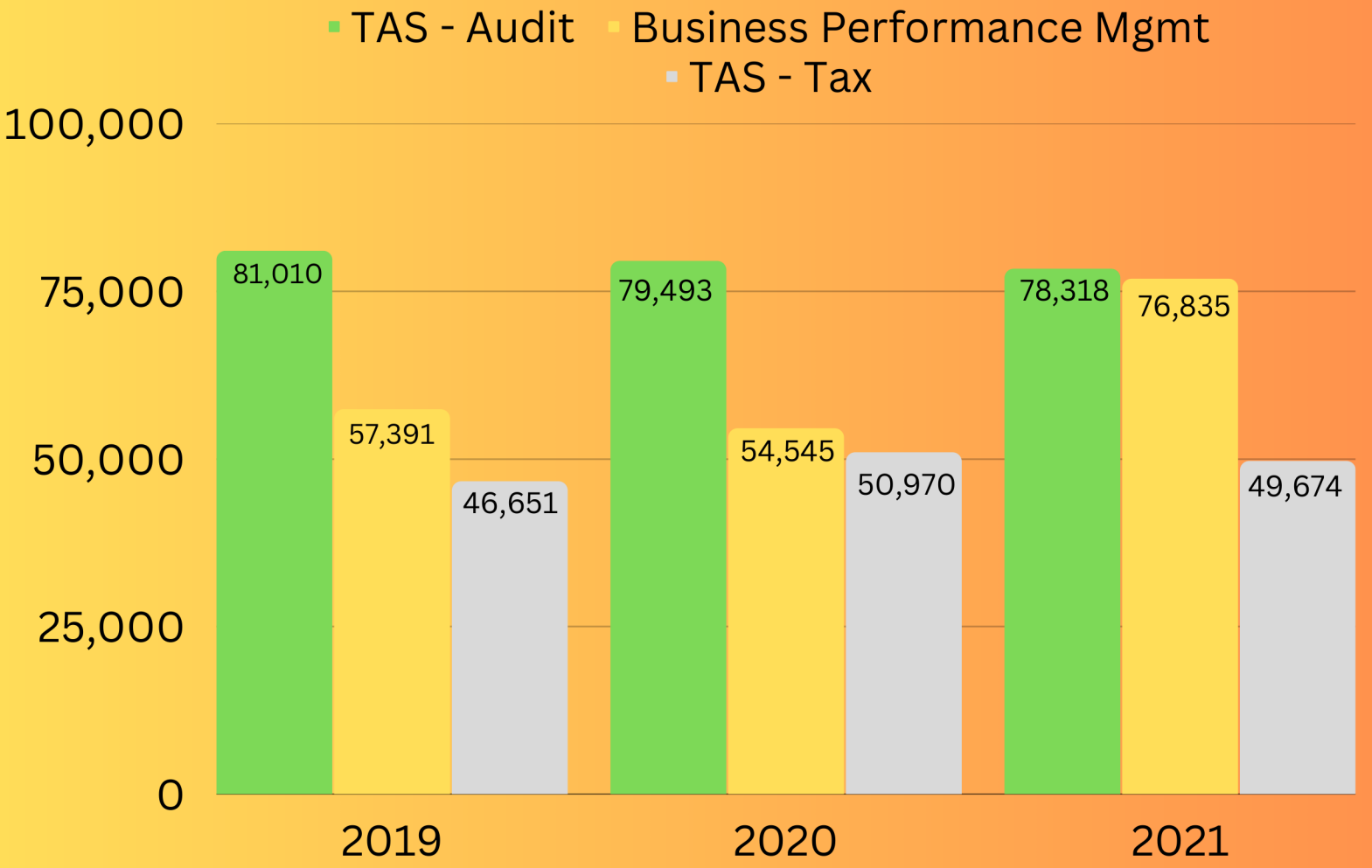
3

The average employee utilization was 57.96% with a 649.2% variance. Nearly 25% of employees had a rate greater than or equal to 80%, reinforcing the pareto principle.



4

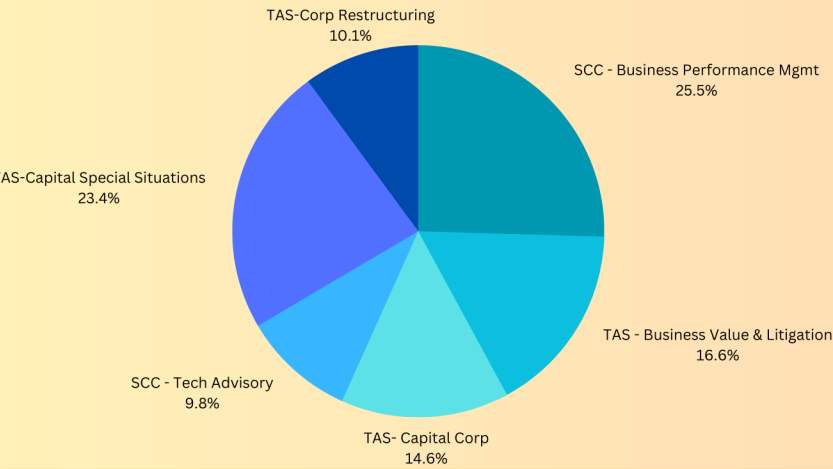
(Top 3) Billable Hours By Department & Year



5

The overall average total amount for billable transactions was \$480. Leaving Departments split into two factions based on their averages.

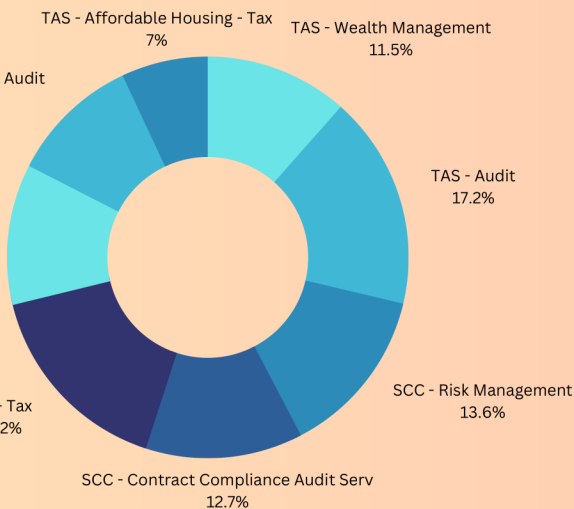
Overperforming Departments



Underperforming Departments

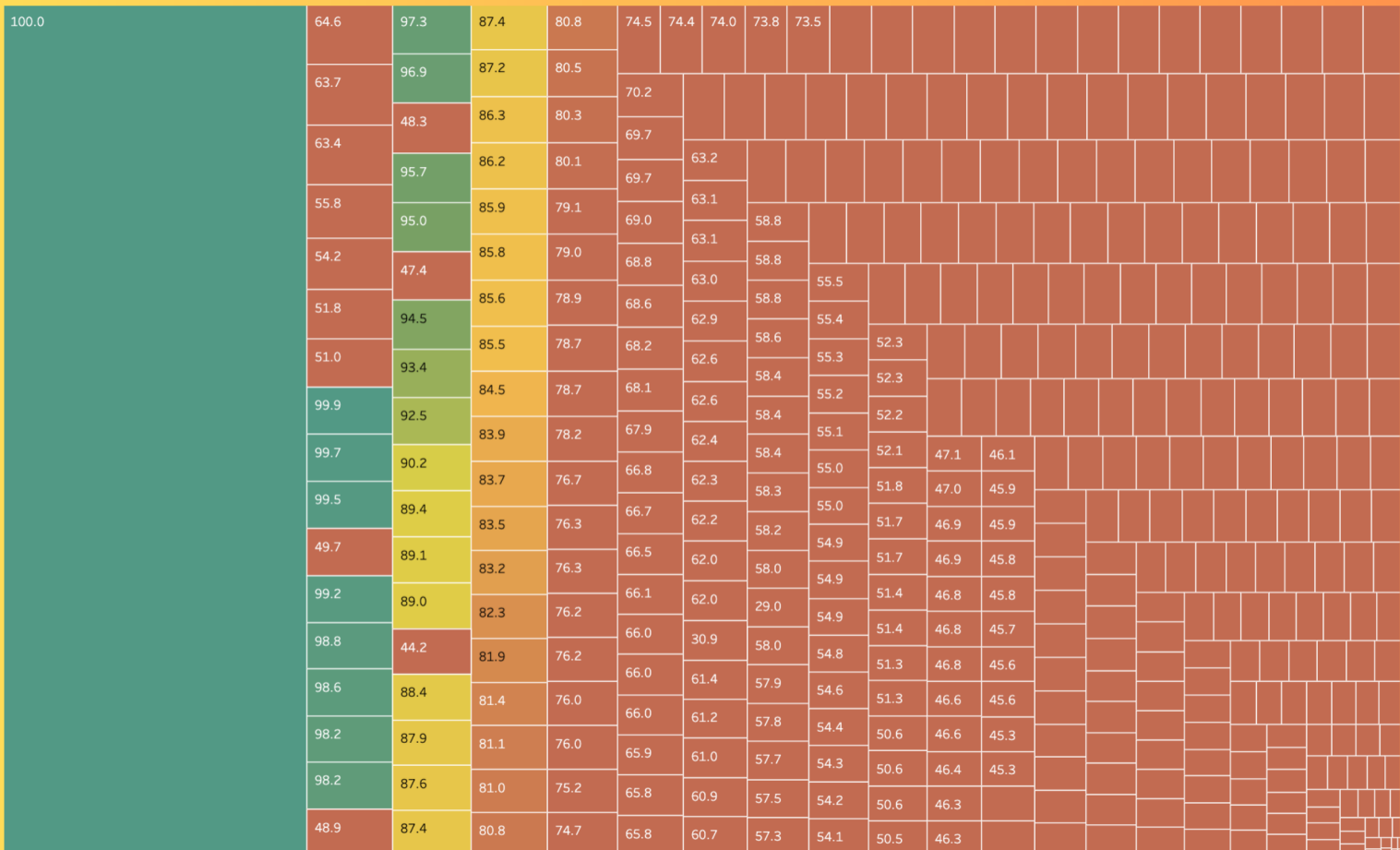
Business Performance Mgmt was the highest performing department, at an average revenue of \$1656.

The Affordable Housing department was the highest performing department, at an average revenue of \$180.



6

Employee Utilization by Industry Standard



Conclusion

To sum up, the data competition for SC&H Group was a valuable exercise that yielded several key insights. The findings highlight the importance of a data-driven approach to decision-making and the potential benefits of optimizing resource allocation, employee utilization, and client retention. By leveraging these insights, SC&H Group can make more informed business decisions and develop strategies that drive growth and profitability. The competition also underscores the potential of data analytics to help businesses gain a competitive edge and stay ahead of the curve. As SC&H Group continues to grow and evolve, it can use these findings as a foundation for ongoing data-driven optimization and improvement, ensuring long-term success and sustainable growth.