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The Profitability Pulse Check: Is Your Architecture and Engineering Firm Ready to Thrive?

For Architecture and Engineering (AE) firms, staying competitive and profitable is an ongoing challenge — made even more difficult by outdated technology. Traditional business software doesn't give you the scalability you need or the readiness for AI that's a must in today's digital age.

This checklist will help you determine if your technology is holding you back.

Answer the following questions and tally your results to see if your score indicates that newer solutions are your ticket to growth.

		Yes	No
1)	**Are your departments limited in their ability to share data?** If you can't share data easily among people and departments, then your data is siloed in your organization — limiting visibility and real-time decision-making.	☐	☐
2)	**Do your employees waste time toggling between multiple applications?** Multiple apps that don't integrate with each other are a sign of a complex IT stack that could be making it difficult for your business to streamline work and share data.	☐	☐
3)	**Do you have to hire more people the more data you take in?** Bringing on more customers and projects means an influx of data and tasks associated — such as financial input, which you need more headcount to handle if you don't have automation.	☐	☐
4)	**Are you unable to make real-time decisions?** Cloud-based tools give you analytics and reporting capabilities that provide real-time visibility into operations and costs. If you are using traditional software, you're likely a "yes" for this question.	☐	☐
5)	**Are your employees spending time on repeatable tasks like data entry?** Modern solutions like cloud-based enterprise resource planning (ERP) systems take manual tasks off your plate so employees can complete higher-value work.	☐	☐
6)	**Is it difficult to stay compliant with industry regulations about data privacy?** It can be tricky to know if you're in compliance with modern laws unless you have a system that ensures your adherence.	☐	☐
7)	**Are you struggling to figure out how to take advantage of AI and/or generative AI?** If you're running older infrastructure, you may not be set up to leverage these technologies that are changing the games for architecture and engineering businesses.	☐	☐
8)	**Do you wonder if your security tools may be leaving you vulnerable to cyber attacks?** Unless you've already adopted solutions from highly reputable cloud vendors, you're exposed to cyber threats on multiple fronts.	☐	☐
9)	**Are you only taking advantage of automation in scattered ways throughout your business?** While it's great that you're taking advantage of automation in any capacity, modern systems apply automation throughout your business in a holistic way so you can see true cost savings and ROI quickly.	☐	☐
10)	**Do you find yourself playing catch up with customer expectations?** Predictive analytics gives the ability to forecast, gain insight into your customers, and stay agile in the face of market changes.	☐	☐

If you answered "yes" to two or more questions, your technology might be hindering you from real growth. The good news is cloud solutions from the right partner can transform your profitability, agility, productivity, and more.

sa.global offers the Microsoft Industry Cloud for AE firms that want to cement competitive footing and long-term profitability.

We're the premier Microsoft partner dedicated to transitioning project-based companies to the cloud using a holistic approach.

Ready to jumpstart your profitability?

Contact us for your Business Value Assessment.

Want to learn more?

Check out these helpful resources:

- **Infographic:** *Breaking barriers for AE digital transformation*
- **eBook:** *AI for service-centric firms*

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Let's **talk**

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