beeye

The Silent Cost of WIP Write-offs

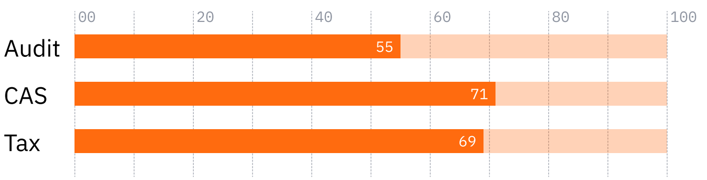
Many accounting firms still manage schedules and budgets in spreadsheets. Even those with software often have the two activities in different systems. Once the budget is set, it's hard to compare actual and future scheduled hours against it. Partners can't see WIP in real time, and inevitable overruns result in a huge percentage of hours written off when it comes to billing the client. The result is poor profitability, or realization, of the job.

It's not accurate to say Partners don't know that projects are going over budget - with realization as poor as it is, they know it's a problem. What engagement managers are missing is visibility of when and why budgets are going to blow, and how to prevent it before it happens.

With access to talent a continued challenge, and macro market trends putting increased emphasis on growth and profit targets, accepting poor realization as a fact of life needs to stop. Firms need to get a handle on their WIP and engagement health.

Realization rate per service line

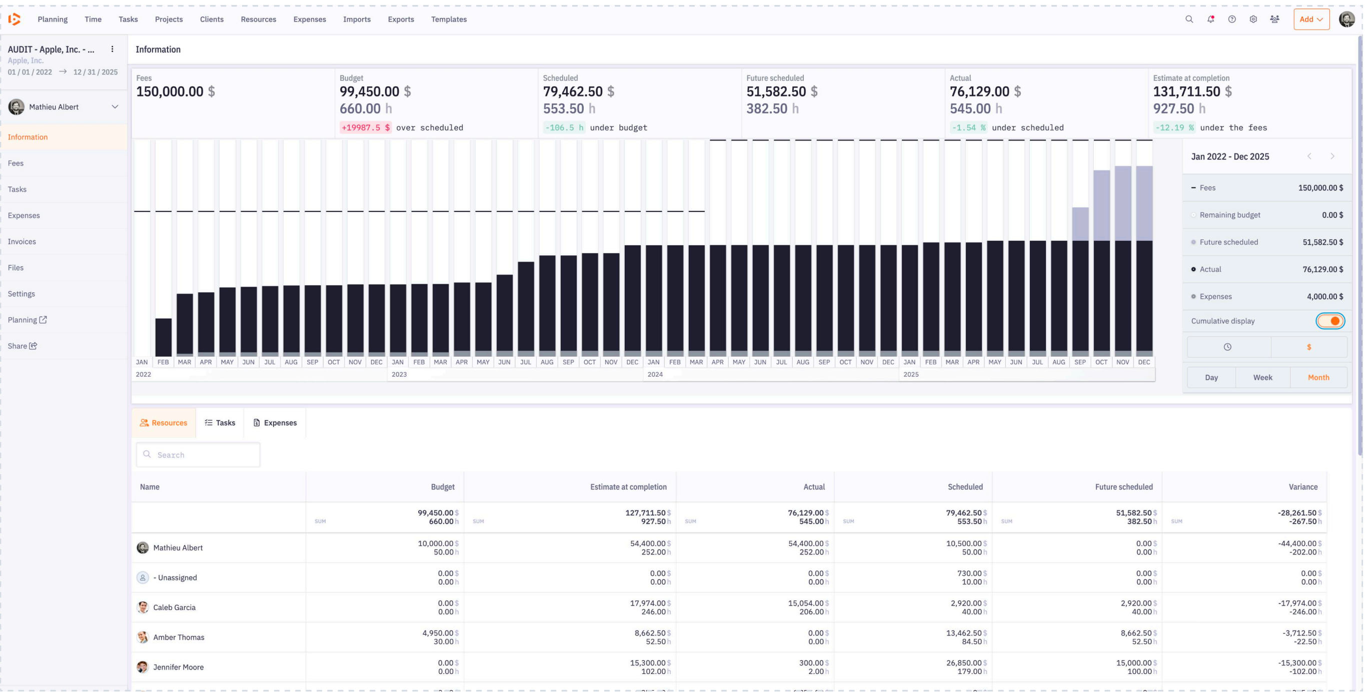
In percentages



Sources: Suralink, CPA.com & AICPA, Thomson Reuters

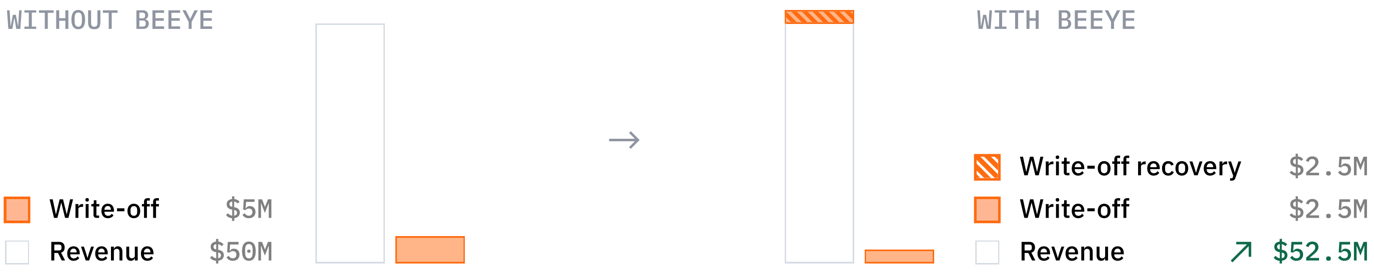
Unlock Hidden WIP Profit: ROI Illustration

Beeye resource management software gives you the budget alongside actuals and the schedule in the same tool. With daily time entry, the result is real time WIP visibility and profitability forecasts – and most importantly, you can correct engagements before it's too late.



Using software like Beeye, **realization can improve from 2 – 10% points in a year**, and/or write-offs can be cut by 4- 8%.

Even with a low annual write-off rate of 10%, eliminating just half of that would recover 5% of revenue. **In a $50M revenue firm, this is $2.5 M in additional fees.** This far exceeds the cost of a Beeye subscription, and that's before you factor in other ROI levers the software improves, such as utilization rates and operational efficiency gains.



Is Beeye Right For You?

Beeye resource management should not be reduced to 'just scheduling'. It was made specifically for accounting, tax, and advisory firms to manage the overall engagement lifecycle and health.

We're trusted by several of the IPA Top 150, which means your competitors are getting ahead of you when it comes to improving profit levers.

Don't get left behind! Contact **Jim Keenan** at **jim.keenan@mybeeye.com** for a tailored discussion and demo.