

Consultants survey results 2006

	2000	2001	2002	2003	2004	2005	2006
What are your average margins?							
1-2%				4%	4%	6%	3%
3-4%				19%			
16%	16%	14%					
>4%				77%			
80%	78%	83%					

In which direction are your margins moving?

Up				28%	40%	38%	43%
Level				57%	50%	54%	48%
Down				15%	10%	8%	9%

On average, how long does it take clients to settle invoices?

30 days	15%	15%	13%	12%	11%	10%	14%
60 days	73%	73%	72%	71%	74%	75%	71%
90 days	9%	11%	14%	15%	14%	13%	14%
longer	3%	1%	1%	2%	1%	2%	1%

Where do you see your balance of work coming from next year?

Public				40%	39%	38%	36%
PFI				13%	15%	13%	17%
Private				47%	46%	49%	47%

What % of fee incomes relate to regeneration/urban renewal?

17.3% (first year of asking)

What is your annual IT spend?

<£25k	20%	16%	16%	18%	14%	15%
£25k-£100k	42%	43%	39%	37%	38%	39%
>£100k	38%	41%	45%	45%	48%	46%

How much do you expect to spend on IT next year?

More	Same	Less	
40%	55%	5%	(first year of asking)

	2000	2001	2002	2003	2004	2005	2006
Are you planning to increase staff pay over the next 12 months?							
no	2%	1%	7%	9%	3%	3%	1%
yes, by							
1-2%				4%	3%	6%	8%
				5%	6%		
2-3%	27%	24%	30%	38%	35%	26%	27%
3-4%	41%	42%	42%	35%	40%	47%	44%
>4%	26%	30%	15%	10%	17%	18%	23%

Are you planning to take on qualified professional full-time staff over the next six months?

yes	91%	83%	90%	86%	88%	94%	96%
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Are recruitment difficulties holding back growth?

Yes						64%	67%
No						36%	33%

What is your average annual salary for

professional staff	£38,300
non-professional staff	£23,900 (first year of asking)

What is the average age of professional staff?

	35 (2003)	38
(2006)		

What percentage of staff use flexible hours?

< 10%	55%	62%
10-20%	25%	19%
>20%	20%	19%