

Scope Creep: The Stealth Project Profit Killer Identifying & Invoicing for Scope Creep Can Protect Project Profitability

Join professional design industry expert, *Michael Ingardia, P.E.*, as he demonstrates “Fiscal Management Best Practices” that significantly improve project profitability. Mike illustrates how to better use today’s tools to improve estimating, scheduling, budgeting, invoicing and monitoring projects. These techniques apply for all contract types, such as: cost plus, cost plus to a maximum, cost plus fixed fee, lump sum or percent of construction. In particular, Mike will cover:

1. Improving the estimating of project fees
2. Getting the most of your project work breakdown structure-phases, Tasks and Labor Codes
3. Streamlining Project setup
4. When to Budget project fees by discipline, department or office
5. What successful firms do to separate and tract reimbursable and non-reimbursable expenses
6. Strategies for managing sub-consultants, including pay-when paid reports
7. Demonstrating automatic invoicing for various contract fee types
8. Monitoring project progress, beyond percent spent of the budget
9. Sharing project responsibility across offices and/or departments
10. Quickly identifying scope creep and invoicing your client for these additional services

Mr. Ingardia will present 12 steps that help project based firms quickly identify “scope creep,” the most common killer of project profits on lump sum and hourly-to-a-max projects.

This event is free for existing Deltek clients. Admission for non-Deltek clients is by invitation. Space is limited. Register early.

Date	City	Location
February 13	Minneapolis	Minneapolis Hilton - 1001 Marquette Ave. S
February 14	Houston	Hilton Americas – 1600 Lamar
February 20	St. Louis	Hilton at the Ball Park – One South Broadway
February 21	Cincinnati	Hyatt Regency – 151 West 5 th Street
February 22	Cleveland	Hilton – 3663 Park East Drive

Who Should Attend

All current and prospective Deltek user firms including:

Owners/Principals/CFO’s/Managers responsible for firm-wide utilization, budgets and forecasts;

Project Managers responsible for scheduling and managing projects and resources;

Accounting Managers/Project Accountants/Bookkeepers responsible for managing financial and project reports;

REGISTER TODAY: Send an email to reed.leonard@CentralConsultingGroup.com or contact Reed Leonard at Central Consulting Group 866-511-5710. The information needed to register is the firm name, first and last name, title, and email address for each attendee.

Or visit our website to register at <http://www.centralconsultinggroup.com/Seminars.htm>

Reed Leonard
Central Consulting Group
866-511-5710
reed.leonard@CentralConsultingGroup.com

Michael Ingardia, PE
SMC - Systems Management Consultants, Inc.
913-681-1530
mike@sysmgmt.com