

When time = money, utilization matters

Of all our resources, time is the scarcest. Time is non-renewable, finite, and extremely difficult to manage effectively. If you provide professional and technical services, how you utilize time has a huge impact on how profitable you are.

The calculator on the next page will help you identify areas for improvement to increase utilization rates lead to an additional revenue without having to hire more technicians. What could you do with those extra dollars? How much stronger would your business be? What new areas of growth could you explore with your improved financial position? Let your imagination run wild.

Tech Utilization



The following calculator has been designed to help you compare your existing technical resource utilization rates (Scenario One) to improved utilization rates (Scenario Two). Simply fill in the light orange blanks for each scenario to see the results. Scenario Two only requires you to fill in the billed hours per week. For descriptions of input sections, simply hover over the field to get a description of the field in question.

Scenario One: Low Utilization

Profit Increase
without adding resources

Per year Per month

Resource	Heads	Cost/hr	Rate/hr	Available Hours/wk	Billed hours/wk	Utilization rate	Revenue/wk	Cost/wk	Profit/wk
Junior									
Intermediate									
Senior									

Total work weeks/yr	
Total revenue/wk	
Total revenue/yr	
Total cost/yr	
Total profit/yr	

Scenario Two: Optimum Utilization

Resource	Heads	Cost/hr	Rate/hr	Available hours/wk	Billed hours/wk	Utilization rate	Revenue/wk	Cost/wk	Profit/wk
Junior									
Intermediate									
Senior									

We recommend that you work towards a utilization rate of 85%

Want to know more about how Tigerpaw can help you get the most out of your techs? Contact us today at 800-704-9009 or tigerpaw.com to talk to a Tiger.

Total work weeks/yr	
Total revenue/wk	
Total revenue/yr	
Total cost/yr	
Total profit/yr	