

Are your bill rates too low?
Maybe they're too high. How do you know?

must hire

REALIZATION

Standard services metrics such as Utilization and Realized Rate have limited meaning on their own. In fact, they only become relevant when contrasted.

Realization builds upon both metrics by calculating a combined ratio. It is the one metric you need to instantly gauge the health of your service delivery organization. Find out more by browsing to www.zwaagstra.net/brian.

Achieve your service delivery potential. Hire me today.

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