



SME BENCHMARKING FAQs

WHAT SIZE OF COMPANY IS THE PROGRAMME DESIGNED FOR?

The ACE SME Benchmarking programme is designed for companies with fewer than 250 employees.

WHO CONDUCTS THE ANALYSIS?

The analysis for the ACE Benchmarking programme is conducted by our data partner, the Centre for Interfirm Comparison (CIFC). This ensures that participants' data is kept confidential and that each participating organisation will receive an independent view of their company's performance.

WHO ARE CIFC?

Since 2005, The Centre has worked with ACE to design and operate the benchmarking project for Engineering and Consultancy firms.

The Centre for Interfirm Comparison (CIFC) was one of the pioneers of benchmarking; it developed the concept of comparing company performance using management ratios in projects that range from a few simple measures to sophisticated analytical studies.

It was set up in 1959 by the Institute of Management with the support of the CBI and the British Productivity Council to meet the demand for a neutral specialist body to conduct interfirm comparisons and benchmarking projects on a confidential basis as a service to management.

Its objectives were to enable companies to assess their performance against that of their peers and so identify areas for improvement and to implement best practice.

HOW MANY METRICS DOES THE REPORT ANALYSE?

Approximately 200 metrics covering a wide variety of business operations

WHO HOLDS THE DATA FOR THE BENCHMARKING PROGRAMME?

The data for the benchmarking programme is held by the Centre for Interfirm Comparison (CIFC) and is only used for the purposes of the benchmarking programme.

WILL MY COMPANY'S DATA BE SHARED OUTSIDE OF THE REPORT?

No. CIFC and ACE have a confidentiality agreement in place with CIFC holding the data for the programme to provide participants with the confidence that it will not be used for any other purposes.



WHAT WILL I RECEIVE?

All participants receive a copy of the Overview Report with its aggregate results, and each firm receives an individually tailored report with their own results which will only be seen by them.

WHAT INFORMATION IS IN THE INDUSTRY OVERVIEW?

The industry overview report compares the averages and upper and lower quartiles of companies' data to draw conclusions on industry trends.

Participants in the benchmarking programme receive a copy of this report which includes data tables for all the information contained in the report.

The written analysis from the report is publicly available with the exception of the data tables to promote important issues and trends within the industry to policymakers and government departments.

The report contains no individual company data and does not identify any participants ensuring that participants' figures in the scheme remains confidential.

WHAT INFORMATION IS IN THE INDIVIDUAL REPORT?

The individual report is one of the unique selling points of ACE's programme, comparing participants in detail to their peers and competitors.

This report utilises a rating system which compares your company's performance against the average and range of results for companies and partnerships of a similar size. Your individual report will be sent direct to the person you have nominated at the point of registration.

These reports are not shared with any other parties and are not publicly available.

CAN YOU HELP ME INTERPRET MY RESULTS IN GREATER DETAIL?

Depending on your requirements CIFIC and ACE are able to construct a personal service for your company in addition to the standard benchmarking and CEO Conference service.

Whilst the additional price for this service will be dependent upon requirements, this allows members of the programme to fully customise the benchmarking programme.

CAN I REQUEST THE INFORMATION ON ANOTHER COMPANY?

Companies can request for the individual report to be sent to other employees but to do this the individual that registered as the benchmarking contact at the point of registration will need to contact CIFIC directly to request the change of recipient.

This ensures that companies' reports are only sent to the intending recipient and ensures confidentiality of participants' data.



HOW CAN EUROPEAN COMPANIES TAKE PART FOR FREE?

The SME Benchmarking product is available to companies across Europe and is free to any company that is a member of their national association for consultancy and engineering.

These associations include:

- BG Ingenieros Consultores
- Foreningen af Rådgivende Ingeniører, FRI
- Estonian Association of Architectural and Consulting Engineering Companies
- Finnish Association of Consulting Firms
- SYNTEC-Ingénierie
- Verband Beratender Ingenieure
- Ghana Association of Consultants
- Hellenic Association of Consulting Firms
- Association of Hungarian Consulting Engineers and Architects
- Association of Consulting Engineers of Ireland
- Israeli Organization of Consulting Engineers and Architects
- Sindacato Nazionale Ingegneri e Architetti Liberi Professionisti Italiani
- Latvian Association of Consulting Engineers
- Lebanese Association of Consulting Engineers
- Lithuanian Association of Consulting Companies
- Ordre des Architectes et des Ingénieurs-conseils, d'Ingénierie et de Consultance
- Nlengineers
- Stowarzyszenie Inżynierów Doradców i Rzeczoznawców (SIDIR)
- Associação Portuguesa de Projectistas e Consultores
- Romanian Association of Consulting Engineers
- Slovak Association of Consulting Engineers
- National Association of Consulting Engineers of Slovenia
- Asociación española de empresas de Ingeniería, Consultoría y Servicios Tecnológico
- Swedish Federation of Consulting Engineers and Architects

This FAQ document was prepared in September 2018.