

# NEWS RELEASE

Victor O. Schinnerer & Company, Inc.

PROGRAM

A/E RISK MANAGEMENT

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## Schinnerer Releases Financial Benchmarking Handbook

*Booklet provides eight metrics for measuring a design firm's financial performance*

Chevy Chase, MD—Victor O. Schinnerer & Company has recently published a new guide for architecture, engineering and environmental consulting firms to help them evaluate their firm's performance. *Benchmarking: Evaluating Financial Strength* describes eight financial measures, called metrics, which allow design firms to evaluate their firm's financial strengths and weaknesses and enable them to compare their performance with industry peers.

To facilitate this comparison, the booklet provides financial benchmark statistics from a 2003 survey of architecture, engineering and environmental consulting firms conducted by ZweigWhite, a national management consulting firm specializing in the design and construction industry. Design firms can compare their own financial results to the median and best-quartile results provided from the survey. A glossary of select financial terms is also included for maximum ease of use.

The booklet is a collaboration between Schinnerer's Risk Management department and ZweigWhite and was developed in association with the American Council of Engineering Companies (ACEC). It is part of a series of publications called *Acquiring the Competitive Edge*, aimed at helping design firms become more profitable. Other installments in the series include *Creating and Managing Strategic Alliances* and *Managing the Risks of Employment Practices*.

Victor O. Schinnerer & Company, Inc., is one of the largest and most experienced underwriting managers of professional liability and specialty insurance programs in the world. Schinnerer now serves more than 20,000 insureds in the construction industry program through independent agents and brokers. Learn more about Schinnerer at [www.Schinnerer.com](http://www.Schinnerer.com).

*[Media contacts who would like to view the booklet should visit:*

*[http://www.schinnerer.com/risk\\_mgmt/design\\_firms/benchmrk.html](http://www.schinnerer.com/risk_mgmt/design_firms/benchmrk.html)*

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