

Timekeeper Productivity — Utilization & Realization

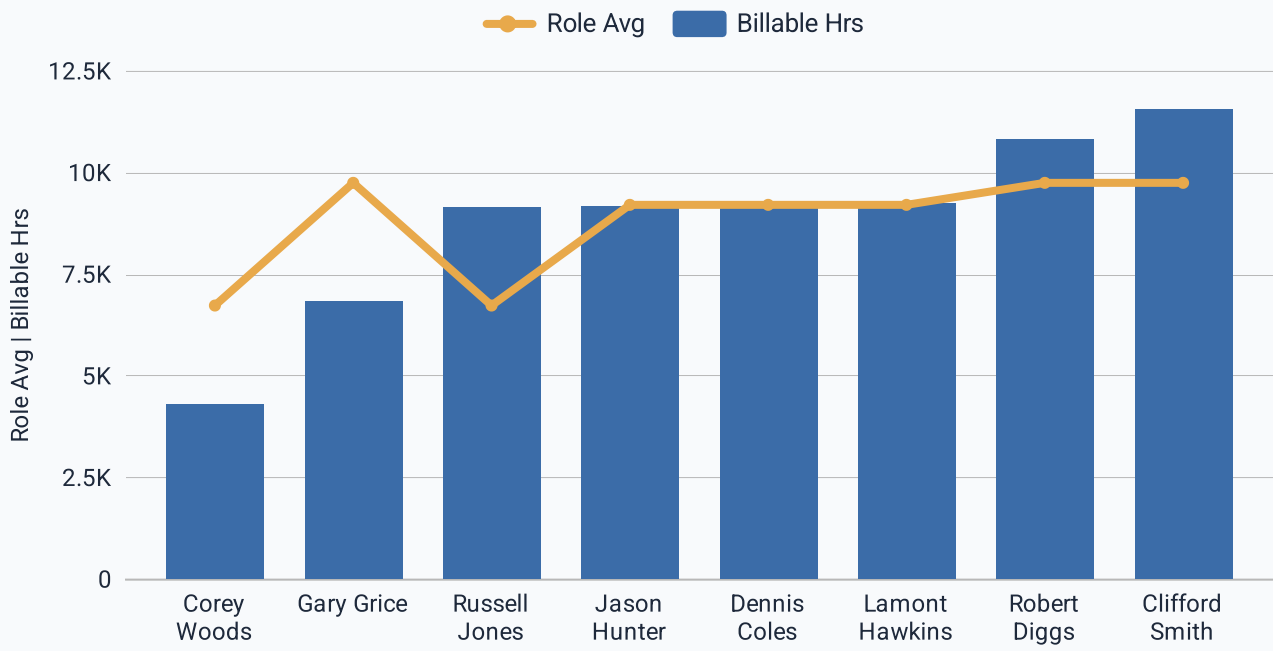
Utilization & Realization

Utilization — how much billable work is happening
Realization — of what's billed, how much is collected

Name	Role	Billable Hrs	Role Avg Hrs	Utilization Gap (pp)	Billed	Collected	Realization %	Role Realization A...	Realization Gap (pp) ^
Jason Hunter	Associate Junior	9,162.1	9,193.5	-0.3	1,969,852	1,461,914	74.2	75.3	-1.1
Corey Woods	Associate Senior	4,295.9	6,716.9	-36	1,181,373	940,673	79.6	80.3	-0.7
Clifford Smith	Partner	11,559.6	9,734.7	18.7	5,201,820	4,473,144	86	86.5	-0.5
Gary Grice	Partner	6,834.1	9,734.7	-29.8	3,075,345	2,651,345	86.2	86.5	-0.3
Lamont Hawkins	Associate Junior	9,229.1	9,193.5	0.4	2,030,402	1,532,622	75.5	75.3	0.2
Russell Jones	Associate Senior	9,137.9	6,716.9	36	2,512,923	2,025,148	80.6	80.3	0.3
Robert Diggs	Partner	10,810.5	9,734.7	11.1	4,864,725	4,244,408	87.2	86.5	0.7
Dennis Coles	Associate Junior	9,189.3	9,193.5	0	2,067,593	1,575,535	76.2	75.3	0.9

1 - 8 / 8<>

Billable Hours vs Role Average



Utilization Gap x Realization Gap

Bottom-left quadrant is the compound signal — usually disengagement or fit.

