

AEC Midyear Check-in and Outlook

We polled 500 AEC firms to see how they performed in the first half of 2022, what challenges they faced and their outlook on the second half of the year.

Here's what they told us.

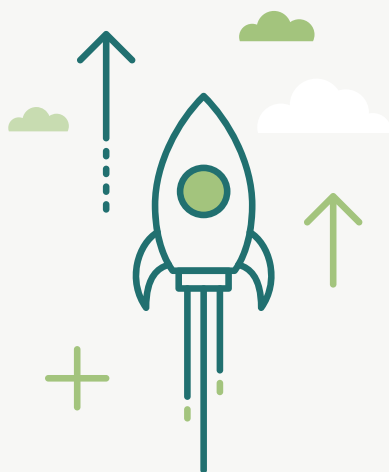
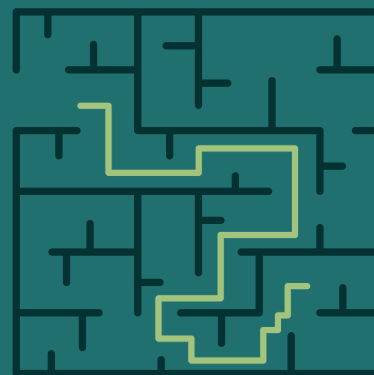


Challenging Economic Conditions

- ▶ 56% of firms have canceled or delayed a project or have had clients cancel or delay a project
- ▶ 66% reduced or tightened their budgets in the first half of the year
- ▶ 49% report facing supply chain disruptions

AEC Firms Are Thriving, Despite Myriad of Challenges

- ▶ Nearly half (47%) say they met or surpassed their 2022 H1 goals
- ▶ 53% say their overall win rate increased (compared to first half of 2021)



Technology to Future Proof

- ▶ 68% have implemented or plan to implement new technology in 2022 to overcome key challenges
- ▶ 50% say that they've added or are considering a Customer Relationship Management solution
- ▶ 50% have added or may add a Digital Asset Management solution to their tech stack

An Optimistic Outlook

- ▶ 57% expect the U.S. economy to be better in 12 months
- ▶ 66% expect their firm to hit growth goals by the end of the year

