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ACEC Offers New Cost-Effective Business Advisory Services
New Principal-to-Principal Benchmarking and Targeted Peer Review Programs
Highlight ACEC's Business Services Portfolio

WASHINGTON, D.C.—The American Council of Engineering Companies (ACEC) has joined forces with The Family Business Institute, Inc. to provide member firm executives an opportunity to participate in an ongoing professionally facilitated information exchange and best-practices program.

The new Principal-to-Principal Benchmarking Program brings together non-competing ACEC members whose firms are similar (in revenue and discipline) to discuss industry issues, opportunities, and strategies. The program includes peer critiques, intensive benchmarking, and targeted recommendations for firm development.

“The Principal-to-Principal Benchmarking Program can be an incredible resource—especially in these challenging economic times,” says ACEC President and CEO Dave Raymond.

“We could not be more pleased to work with ACEC on this new program” said Wayne Rivers, co-founder and President of the Family Business Institute, which coordinates the Principal-to-Principal Benchmarking (PPB) program.

PPB may be found at the ACEC website at www.acec.org.

The program joins ACEC's highly regarded Organizational Peer Review (OPR) under the organization's Business Advisory Services umbrella. More than 1,100 engineering firms have participated in the OPR to get a knowledgeable, independent, and outside assessment of their operations.

OPR operates as face-to-face interviews with firm management and personnel, questionnaires, and analysis of key firm documents, reviewers evaluate up to seven primary operational areas—general management; human resources and professional development; computer systems management; financial management; business development; quality management; and project management.

Further information about ACEC's Business Advisory Services programs can be found at the ACEC website: www.acec.org.

The American Council of Engineering Companies (ACEC) is the business association of America's engineering industry, representing nearly 5,700 independent engineering companies throughout the United States engaged in the development of America's transportation, water and energy infrastructure, along with environmental, industrial and other public and private facilities. Founded in 1909 and headquartered in Washington, D.C., ACEC is a national federation of 51 state and regional organizations.