



# The Project Profitability Leak Checklist For IT Services & Digital Transformation Businesses

Find the hidden profit leaks in your projects—without rebuilding your entire financial system.

## INSTRUCTIONS

Grab this checklist and quickly scan each item. You're not looking for perfection—just **yes / no / not sure**.

Every “no” or “not sure” is a signal that money is leaking somewhere you can’t see yet.

## The Checklist: Where Project Profit Disappears Pricing & Estimation

1. You quote projects without a clear breakdown of labor, overhead, and risk.
2. Past project data isn't used when pricing new work.
3. Fixed-fee projects don't include buffers for scope creep or change orders.

YES	NO	NOT SURE
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### Labor & Delivery

Actual hours worked aren't compared to what was estimated.  
Overtime or rework regularly eats into margins.  
Vendors or subcontractors run over budget without early warning.

### Scope & Contracts

Scope changes aren't documented or billed consistently.  
Payment terms don't match project timelines.  
You rely on “good relationships” instead of clear contract protections.

### Cash Flow Timing

You don't know how long it actually takes to get paid after work is completed.  
Invoicing happens late—or inconsistently.  
Retainers or deposits aren't structured to protect cash flow.

### Reporting & Visibility

You can't clearly see profit by project after it wraps.  
Financial reports exist, but they don't answer “what should I do next?”  
You rely on gut instinct because the numbers aren't decision-ready.

## What Your Results Mean

1. **0–3 issues:** You have a solid foundation, but likely still leaving money on the table.
2. **4–7 issues:** Profitability is inconsistent and depends on luck, not structure.
3. **8+ issues:** You're working harder than you should—and the business is quietly paying for it.

## Why This Matters

Most IT services businesses don't lose profit in one big mistake. They lose it slowly—across pricing, scope, labor, and cash timing.

Without visibility, you can't fix what you can't see. And without structure, growth only makes the problem bigger.

None of this means you're doing something wrong. It usually means the business has **outgrown its financial processes**.

Clarity now prevents expensive corrections later.

## Ready to turn this checklist into clear next steps?

Book a free 15-minute Financial Clarity Review and we'll walk through what's actually worth fixing first.

Book Your Free Clarity Call:

<https://www.alzaelevate.com/>