Wirtek aims to shift from hourly billing to project-based earnings

Wirtek is undergoing a strategic transition in which the company will gradually move away from traditional hourly billing and focus increasingly on fixed-price projects.

The ongoing transition is intended to allow the company to capture efficiency gains from artificial intelligence to improve earnings. Traditionally, the IT consulting industry has been characterised by a business model in which customers pay for the number of hours the consultants work. However, this model may be challenged by AI, which makes it possible to complete software development tasks in less time.

For companies with hourly billing, higher productivity can therefore result in lower revenue, because fewer working hours mean fewer billable hours.

Wirtek therefore increasingly wants to work with fixed project prices, where the customer pays an agreed price for a specific deliverable rather than for the number of hours spent. This means that Wirtek can potentially improve its earnings margins by completing projects faster with the help of AI and other efficiency gains, without the revenue on the individual project necessarily declining.

However, this model also involves a risk, as unforeseen challenges and extra working hours can reduce a project's earnings. On the other hand, it offers the advantage that customers gain greater certainty about costs, while both parties benefit from Wirtek's engineers becoming more efficient through AI.

The company's report for the third quarter of 2026 shows that fixed-price projects still make up a smaller part of Wirtek's Services business. The transition is thus still at an early stage, and the company has not yet published specific targets for how large a share of revenue should come from fixed-price projects going forward. In the longer term, the new business model will make Wirtek's earnings less dependent on the number of billable hours; instead, the company's ability to deliver projects efficiently and within the agreed financial framework will become more important.

Contacts
Email: markus@vaekstaktier.dk
Telephone: +45 50 42 99 18

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