



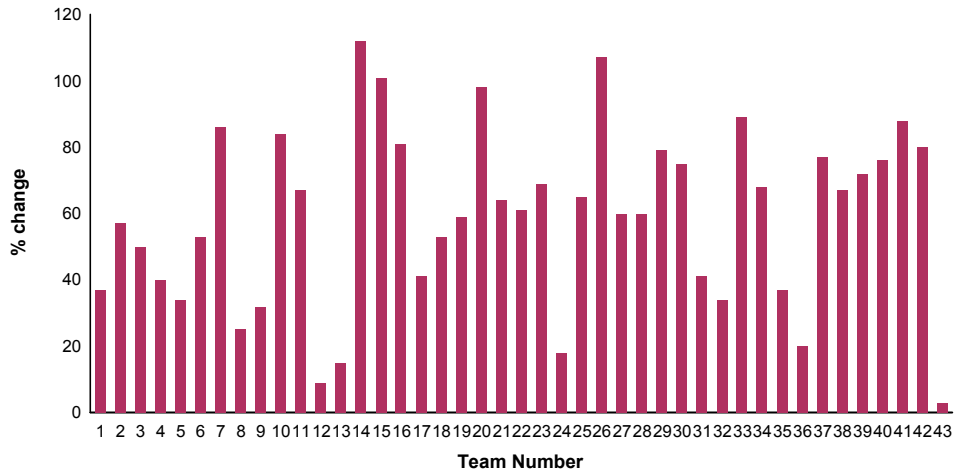
University of Melbourne Competition 2015

COMPARATIVE ASSESSMENT OF TEAMS REPORT

No.	Name	FINANCE			OVERHEADS								PROCUREMENT				JOB PROGRESSION					
		No. of periods in charge	% change in Comp Value	% change in Share Price	% Market Share	Marketing Department					% of required staffing level allocated for Head Office, QHSE and Measurement Departments			No. Jobs Bid For	No. Jobs Won	No. Jobs Lost	% Bidding Success Rate	Profitability (% of Job Costs)				
						IND	B&C	TRA	ENE	W&S	UK	OVR	H/O					QHSE	MEA	Job Profit	O/Head Costs	Oper Profit
1	ONE	8	37	20	30	2	51	24	16	6	58	42	180	164	164	28	13	15	46	5.1	1.6	2.6
2	Virtus Construction	8	57	111	24	3	54	19	14	9	40	60	175	192	169	21	16	5	76	6.3	1.3	3.7
3	Game Changers	8	50	131	20	2	85	8	2	3	23	77	191	183	183	37	13	24	35	6.9	2.0	3.7
4	Justice League	8	40	50	27	15	49	23	11	2	39	61	153	176	176	34	16	18	47	5.8	1.7	3.1
5	The All Stars	8	34	106	23	0	64	2	34	0	58	42	184	221	200	30	16	14	53	6.8	2.0	3.6
6	Hungry Hippos Pty Ltd	8	53	178	28	0	45	27	27	0	36	64	218	235	235	26	19	7	73	7.3	1.7	4.3
7	The Company	8	86	255	31	0	70	3	27	0	47	53	210	195	195	30	24	6	80	8.4	1.5	5.2
8	OppNRisk	8	25	84	29	14	58	26	1	0	35	65	157	180	180	31	15	16	48	5.5	1.4	3.0
9	The Distinguishers	8	32	17	24	18	54	11	11	6	42	58	131	131	157	28	17	11	61	4.7	1.5	2.5
10	Hallz & W Construction	8	84	371	33	25	61	5	7	1	31	69	229	225	225	37	21	16	57	9.7	1.9	5.9
11	Force Majeures	8	67	139	31	14	63	22	1	1	46	54	177	192	186	20	14	6	70	7.1	1.6	4.2
12	Fantastic 4	8	9	-16	25	7	52	31	5	4	63	37	148	229	243	46	13	33	28	4.1	2.3	1.2
13	Victorious Secret	8	15	-36	17	2	73	3	4	19	51	49	140	157	157	49	14	35	29	3.3	1.5	1.3
14	strENGth	8	112	165	24	12	52	11	16	8	36	64	205	221	221	32	19	13	59	8.7	1.6	5.4
15	Contract Thieves	8	101	232	28	11	45	14	27	4	29	71	252	243	243	27	21	6	78	9.1	1.7	5.6
16	Master Engineering	8	81	246	29	0	52	25	23	1	42	58	240	248	248	30	18	12	60	8.6	1.9	5.0
17	Concorp	8	41	47	31	15	51	31	3	0	25	75	431	433	433	15	12	3	80	6.4	2.7	2.8
18	Diverse Construction Ltd	8	53	136	27	1	58	26	16	0	62	38	268	272	272	33	17	16	52	7.1	2.0	3.9
19	Zillionaire	8	59	184	28	1	39	36	23	0	46	54	232	243	243	43	22	21	51	7.4	1.9	4.1
20	Project Pirate	8	98	212	31	20	37	15	19	10	37	63	214	226	226	39	21	18	54	8.2	1.8	4.8

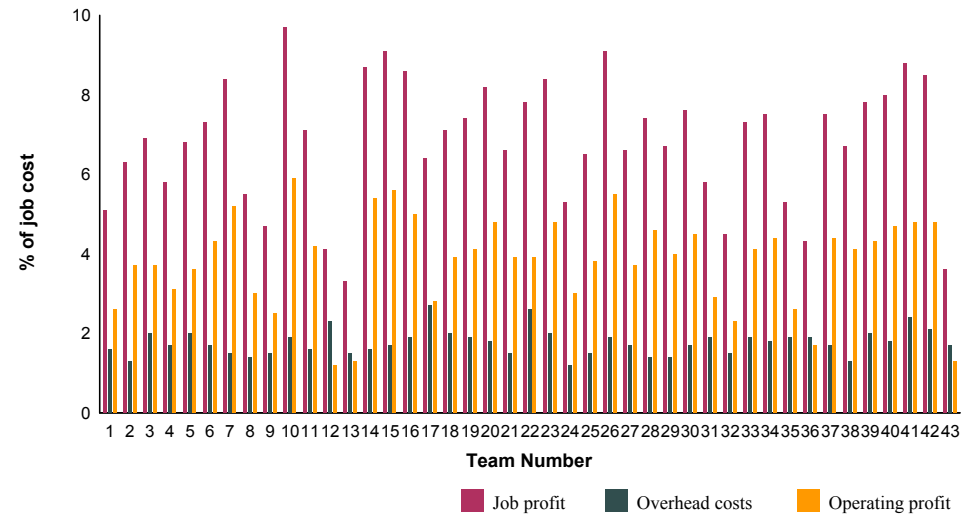
21	Undefeated	8	64	153	31	2	53	26	19	0	50	50	189	198	198	32	16	16	50	6.6	1.5	3.9
22	Secret	8	61	72	28	3	55	28	6	8	64	36	376	376	376	16	11	5	69	7.8	2.6	3.9
23	AFT	8	69	186	35	11	61	29	0	0	40	60	217	228	223	30	18	12	60	8.4	2.0	4.8
24	PROcurementS and CONtractS	8	18	53	26	3	59	30	4	4	36	64	162	182	121	16	12	4	75	5.3	1.2	3.0
25	Risky Business	8	65	145	31	0	48	36	15	1	51	49	217	215	215	26	23	3	88	6.5	1.5	3.8
26	SparkNergy	8	107	225	28	12	47	18	17	7	41	59	239	242	242	30	18	12	60	9.1	1.9	5.5
27	Zero Point Six Six	8	60	112	32	2	54	37	6	1	48	52	184	186	186	29	15	14	52	6.6	1.7	3.7
28	Stark Industries	8	60	96	22	0	46	29	18	6	45	55	152	213	171	17	12	5	71	7.4	1.4	4.6
29	Pentagon	8	79	122	28	13	44	27	11	5	63	37	209	218	218	27	21	6	78	6.7	1.4	4.0
30	Business As Unusual	8	75	194	29	1	57	1	41	0	46	54	210	222	222	32	23	9	72	7.6	1.7	4.5
31	The Underdogz	8	41	45	22	3	57	21	16	3	51	49	151	221	221	36	20	16	56	5.8	1.9	2.9
32	Golden Geese of UniMelb	8	34	27	30	0	51	29	20	0	32	68	165	169	169	36	18	18	50	4.5	1.5	2.3
33	Triple Three Construction	8	89	135	29	6	44	15	28	7	53	47	232	239	239	44	22	22	50	7.3	1.9	4.1
34	Flash	8	68	173	30	12	42	19	16	10	43	57	176	168	157	39	21	18	54	7.5	1.8	4.4
35	Melbourne101	8	37	34	22	8	62	8	18	4	60	40	145	204	160	42	19	23	45	5.3	1.9	2.6
36	LSY 36	8	20	19	29	11	41	22	15	12	38	62	123	125	125	47	16	31	34	4.3	1.9	1.7
37	GLaDOS&Co	8	77	171	32	11	43	33	13	0	68	32	216	211	211	21	18	3	86	7.5	1.7	4.4
38	Gladiators	8	67	112	22	8	60	13	9	10	41	59	164	183	183	25	17	8	68	6.7	1.3	4.1
39	4 Aces	8	72	142	30	0	47	29	17	8	40	60	195	195	195	31	20	11	65	7.8	2.0	4.3
40	The Defaulters	8	76	196	31	17	46	35	0	1	46	54	250	234	234	24	18	6	75	8.0	1.8	4.7
41	Corporate Sharks	8	88	181	35	0	56	29	16	0	26	74	318	318	318	36	20	16	56	8.8	2.4	4.8
42	Olympix	8	80	194	32	4	45	16	29	5	51	49	192	194	194	41	23	18	56	8.5	2.1	4.8
43	Beijing Constructions	8	3	-15	30	3	55	40	1	1	45	55	254	293	293	27	15	12	56	3.6	1.7	1.3

COMPANY VALUE



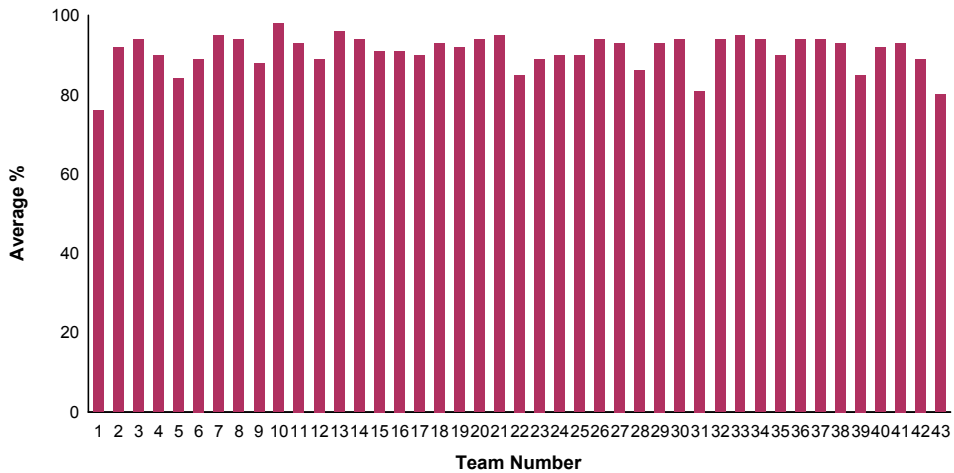
Increasing the value of the business is the prime objective of the management team.

PROFITABILITY



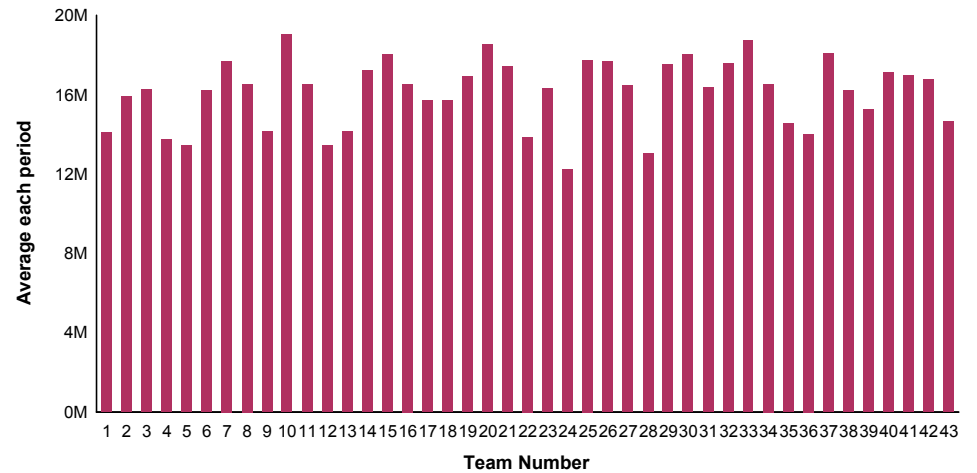
Managing jobs as profitably as possible, and keeping overhead costs under control, are both key drivers in ensuring that the company's operating profit is as healthy as possible. This ultimately feeds into the cash account, and affects company value.

CAPITAL EMPLOYED



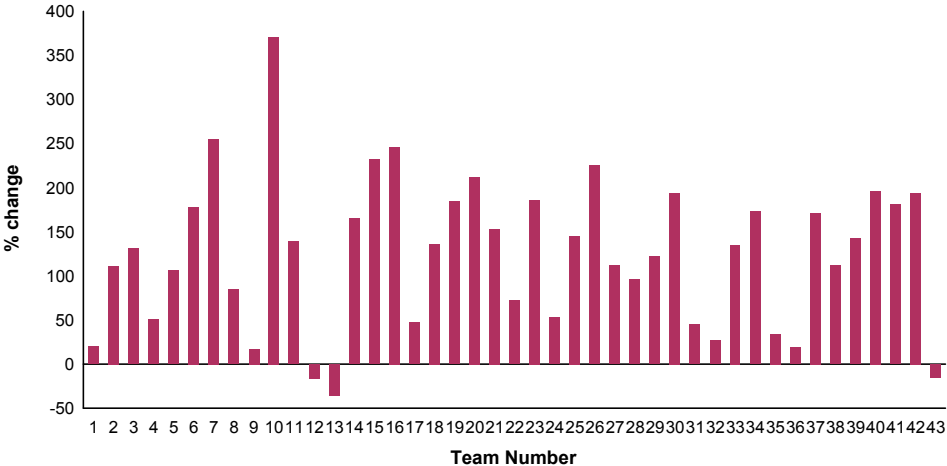
The Capital Employed measures how much of the company's capital base (infrastructure) is being utilised through winning and progressing work.

TURNOVER



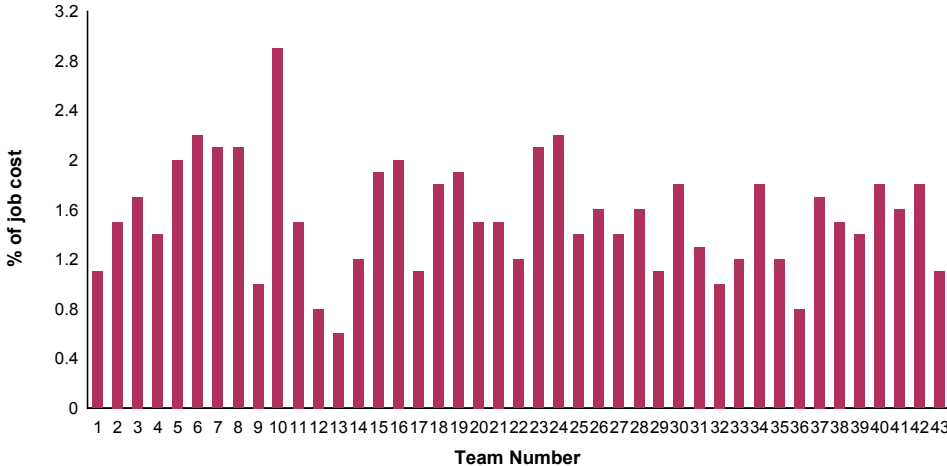
Identifying and securing new work ensures that the turnover (monies earned) across all jobs progressed is healthy.

SHARE PRICE



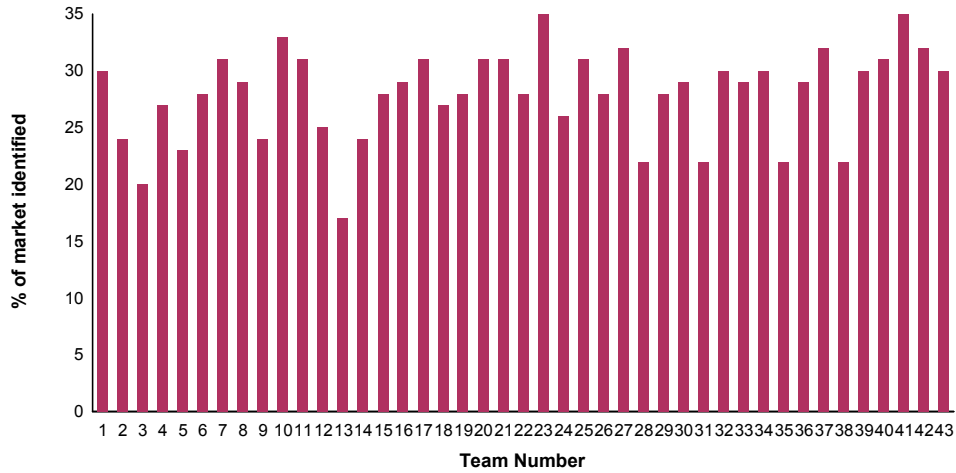
Shareholders like receiving high dividends. However, it is the company's share price, which takes into account a number of factors, that reflects how well a business is performing.

DIVIDEND PAID



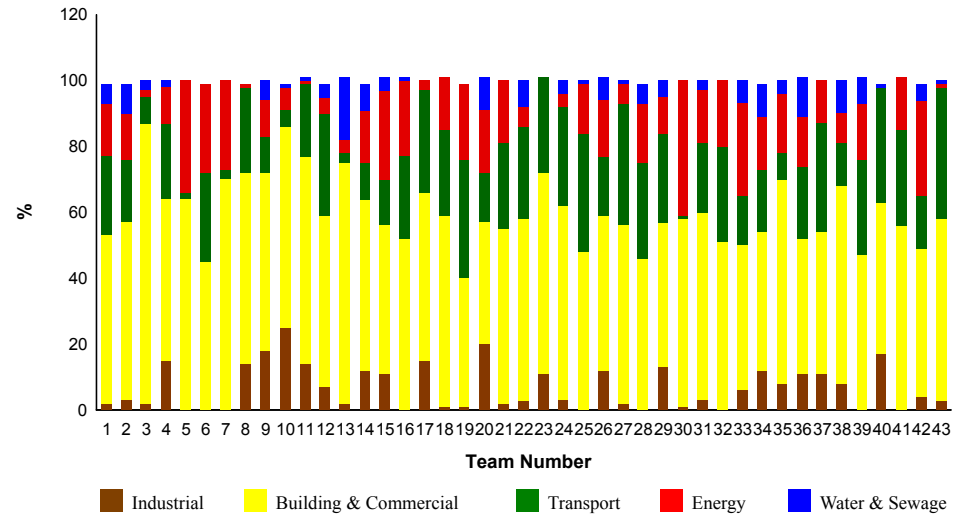
The level of dividend paid to shareholders should be in line with what the company can afford, and not exceed the operating profits of the business.

MARKET SHARE (OVERALL)

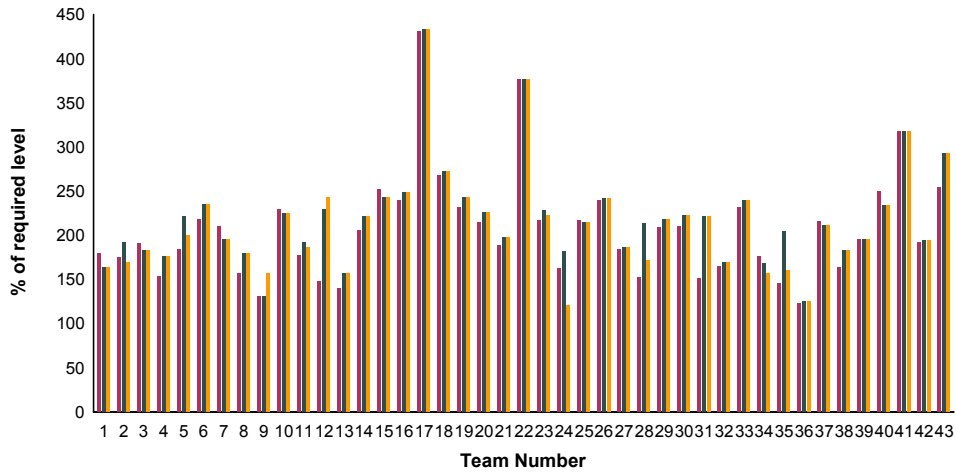


Developing an effective marketing strategy, and identifying new work in different sectors and locations (UK/Overseas) is critical to enable the business to grow by securing jobs through competitive bidding.

MARKET SHARE SPLIT (BY SECTOR)

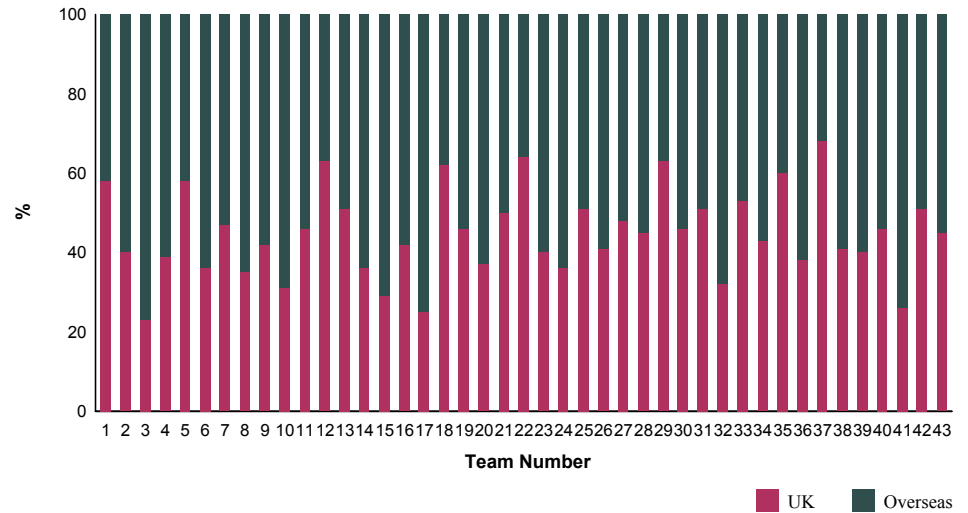


OVERHEAD STAFFING

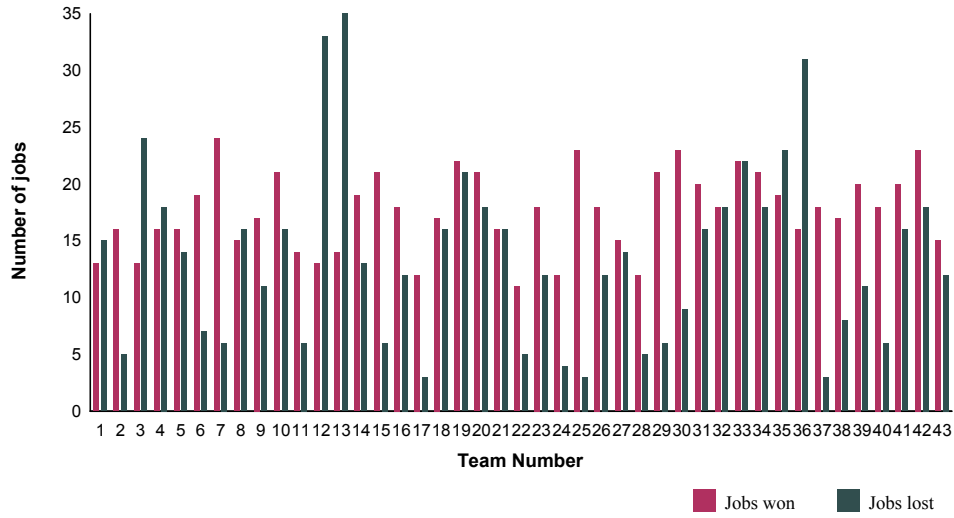


Efficient overhead management has a significant impact on operating profitability. 100% was the benchmark to have no adverse affects on costs and value, but the optimum level was 200%.

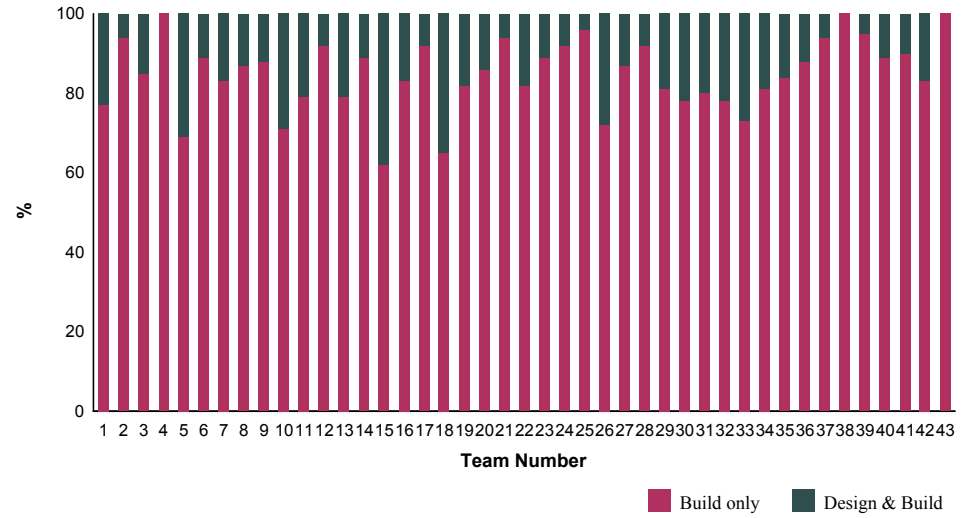
MARKET SHARE SPLIT (BY LOCATION)



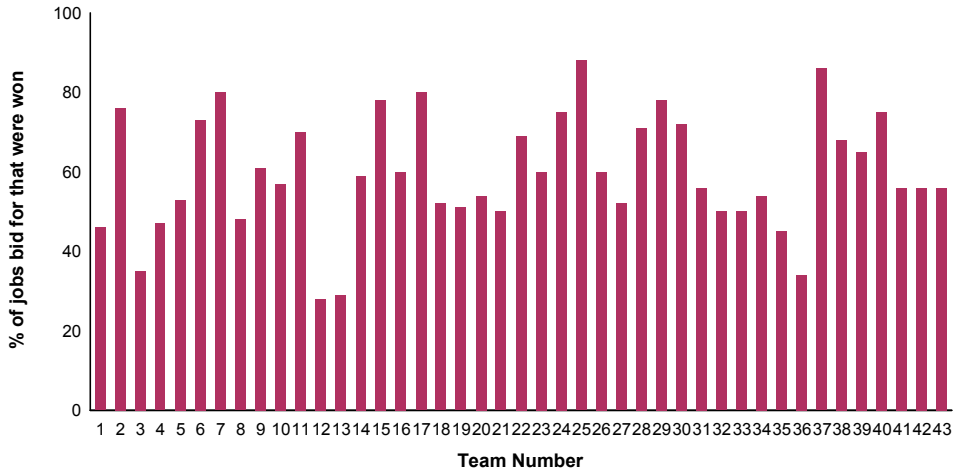
JOBS WON AND LOST



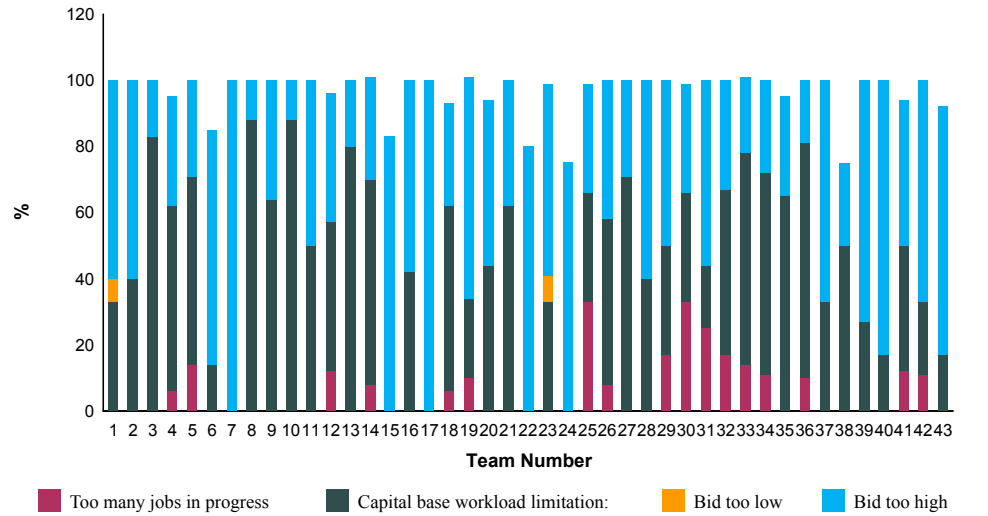
TYPE OF JOBS WON



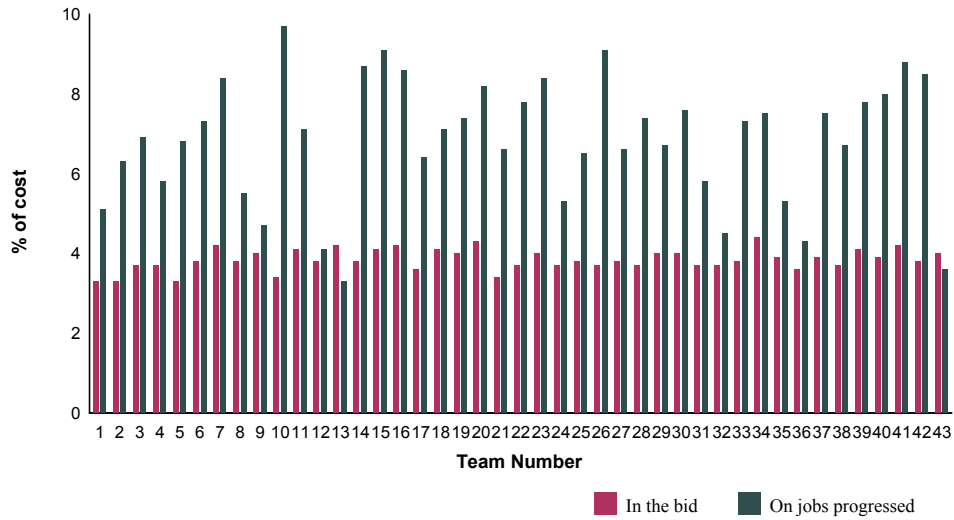
BIDDING SUCCESS



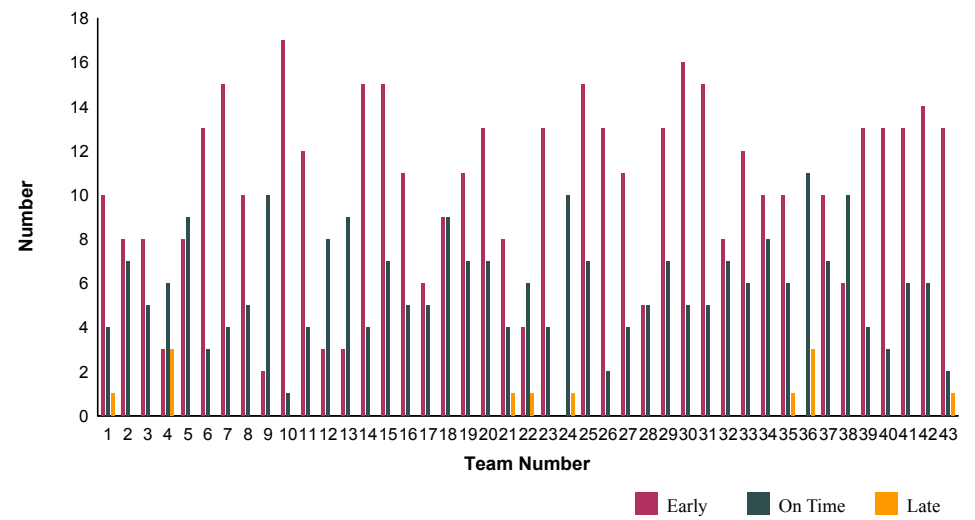
REASON FOR JOB LOSS



MARGINS

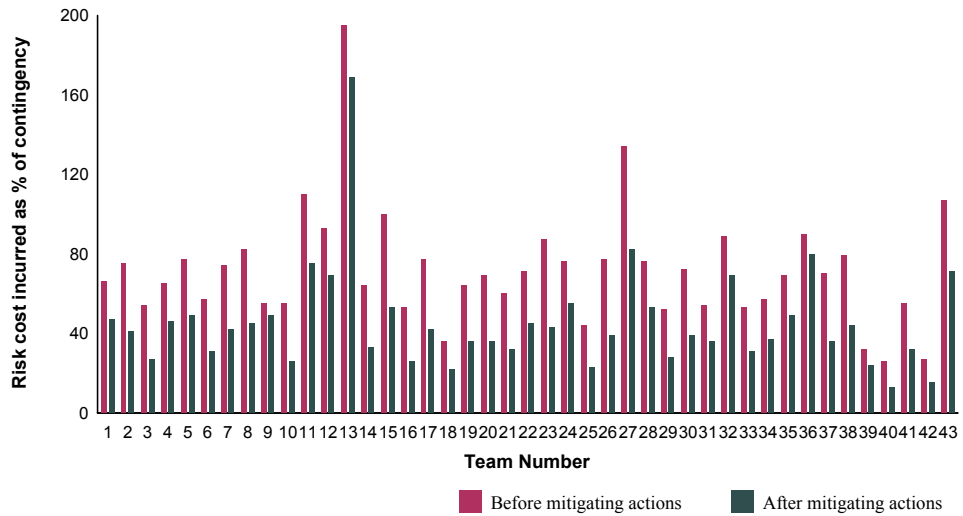


JOB COMPLETION



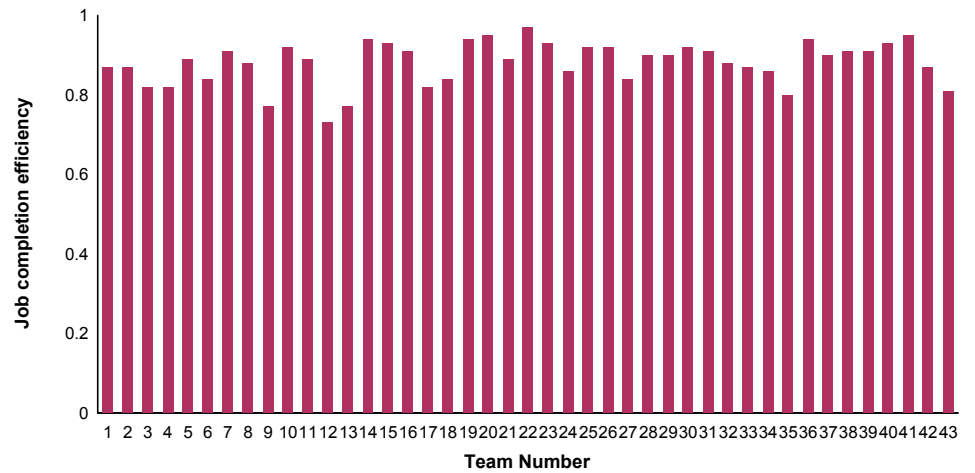
Early job completion earns a bonus from the client, frees off resources, and improves client relationship. Conversely, late completion incurs a penalty charge, and can significantly damage client relationship.

RISK MANAGEMENT



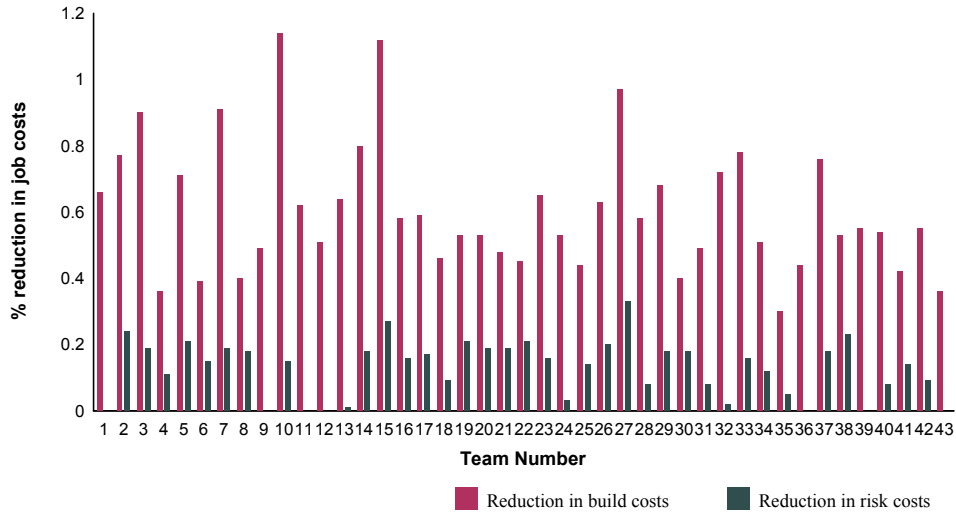
An effective risk management policy is crucial to keeping projects as profitable as possible.

LABOUR MANAGEMENT



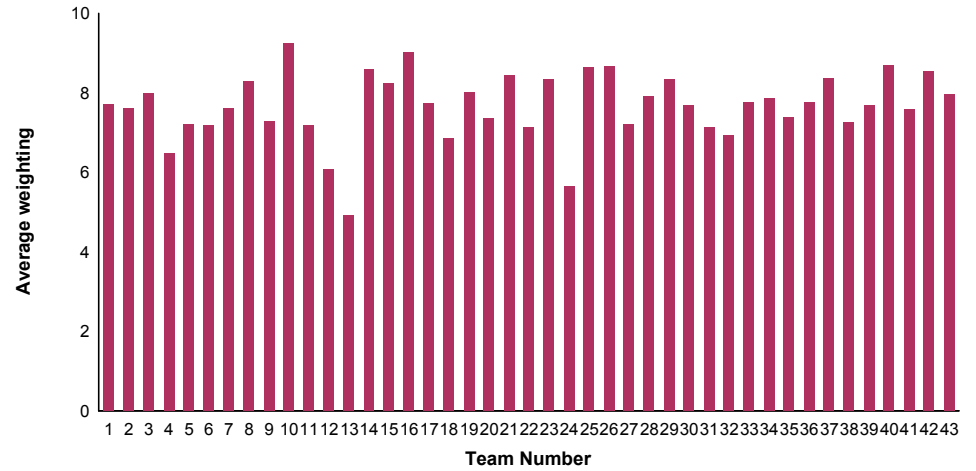
Completing jobs as efficiently as possible in terms of labour resourcing is key to maximising job profits. The efficiency rating is from 0 to 1, where 1 is the optimum level.

TARGETED INVESTMENTS



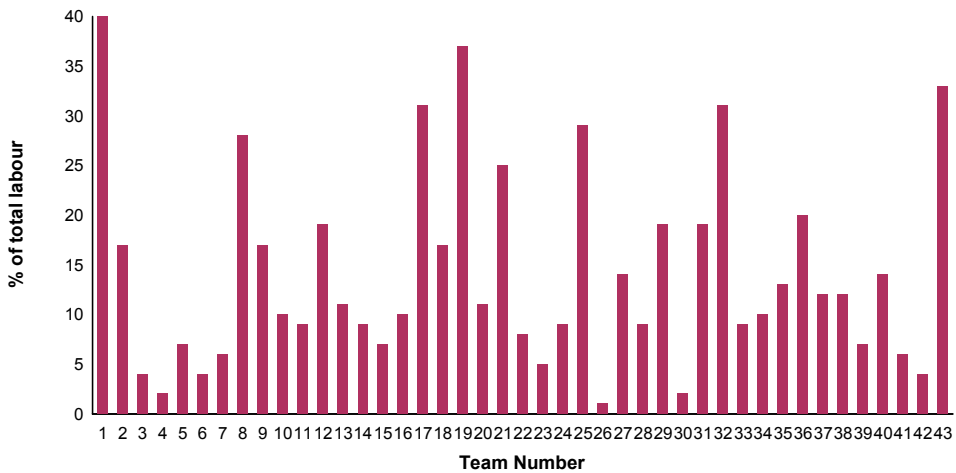
Targeted investments can reduce job costs, such as build and risk costs, significantly.

PROJECT MANAGER (PERFORMANCE)

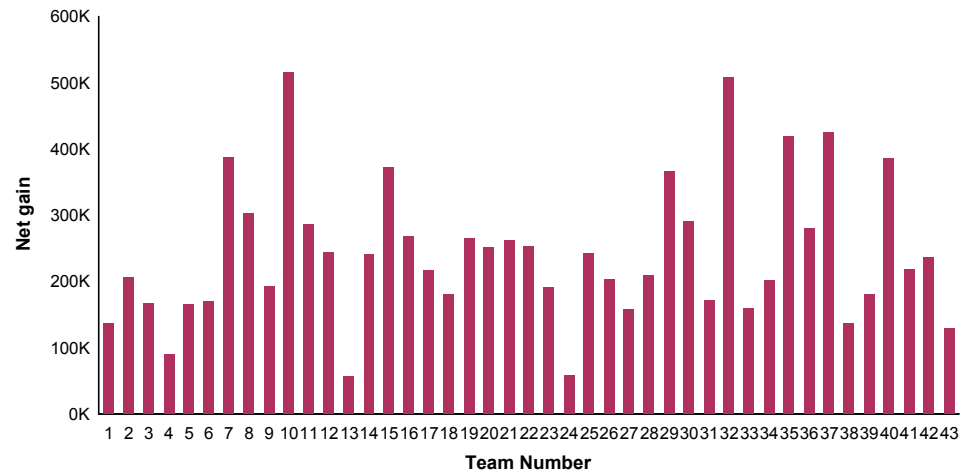


A project manager with well-matched experience for a particular type of job will handle available resources more efficiently, whilst a project manager with inappropriate experience will impair contract efficiency. Project managers are weighted from 1 (Poor) to 10 (The best possible).

SUBCONTRACTOR USAGE

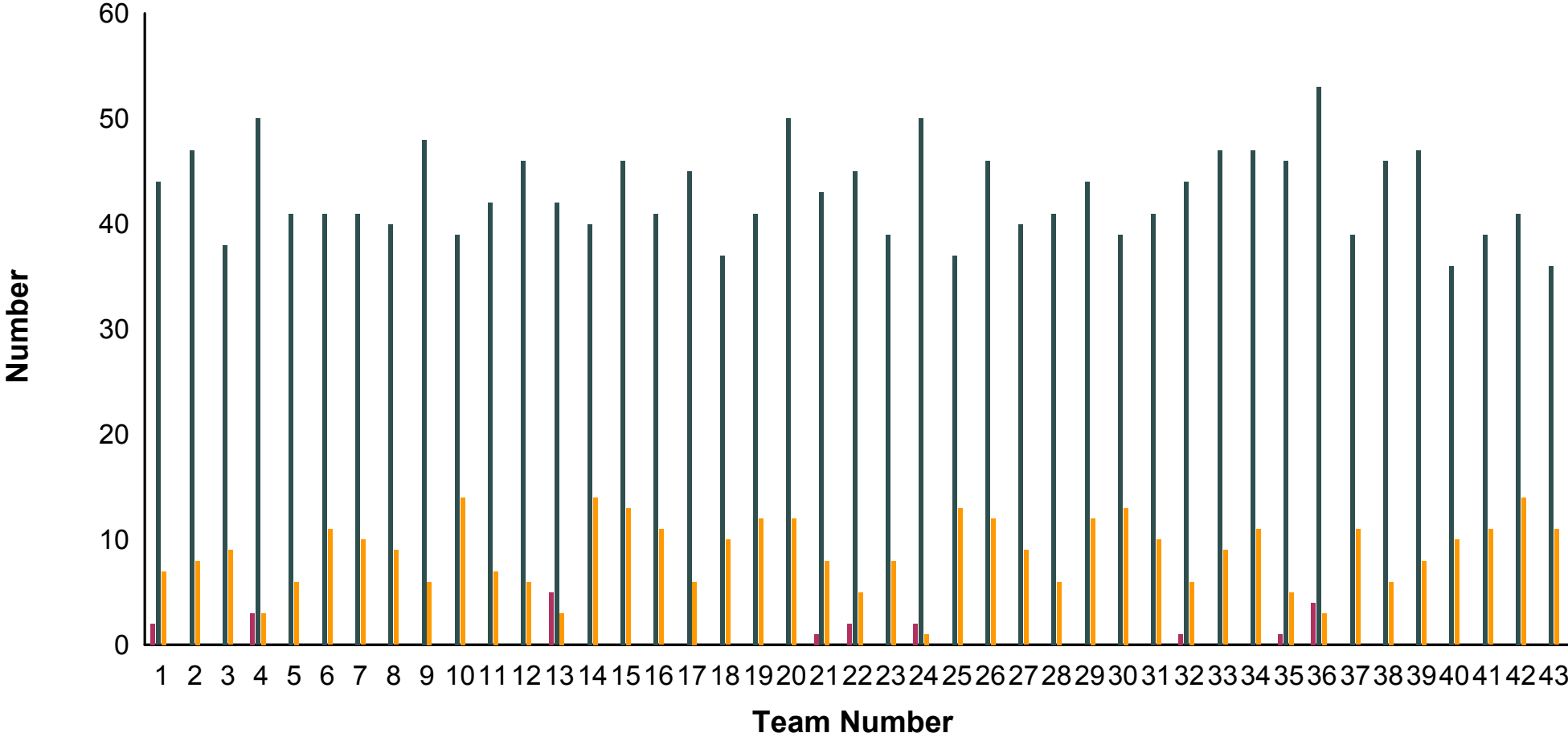


PROJECT MANAGER (BONUS AFFECT)



Paying a bonus to project managers not only prevents them from resigning, but can improve their productivity, with a potential net monetary gain (job profit).

CLIENT RELATIONSHIPS



- Poor or worst
- Satisfactory
- Fairly good to Extremely good
- Excellent or better