

# ENGINEUITY TUTORIAL



## The Job Cycle



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The company is managed over timeframe measured in **periods**, which represent 3 months (one quarter) in the 'real world'.

Each period a number of jobs will become available in the market which can be identified, tendered for and progressed (if won).

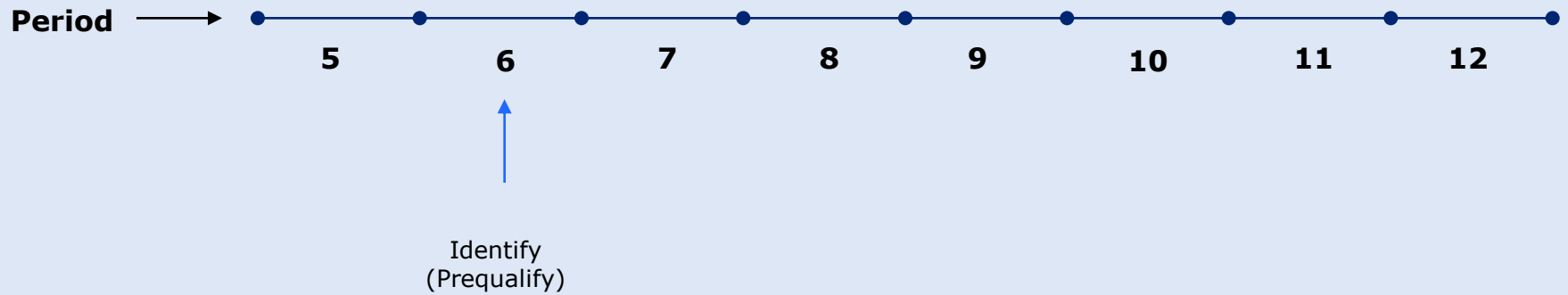
The progressing of jobs can begin in any period, and the jobs can last from 2 to 5 job periods.

It is important to grasp the concept of the **job cycle**, and the following example should illustrate this key point.



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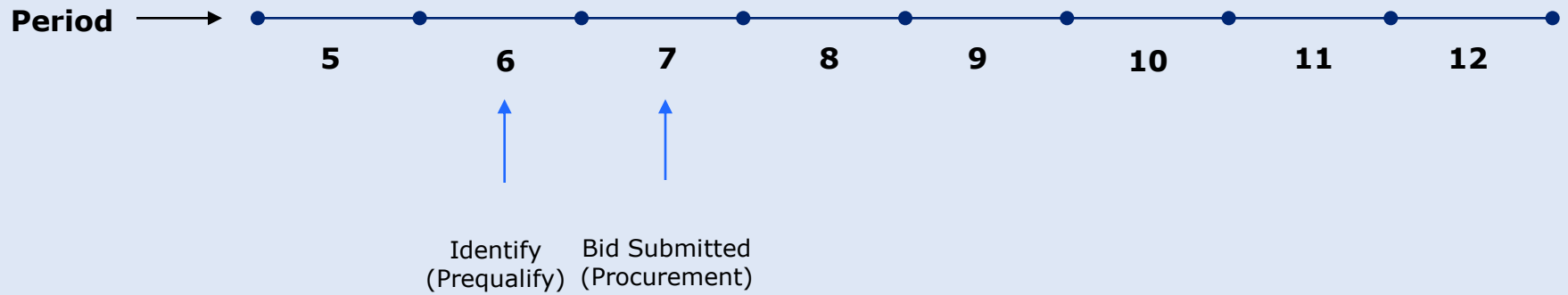
In period 6 the company identified a new job for which the client invited prequalification by interested parties. The job had a planned duration of 3 periods.





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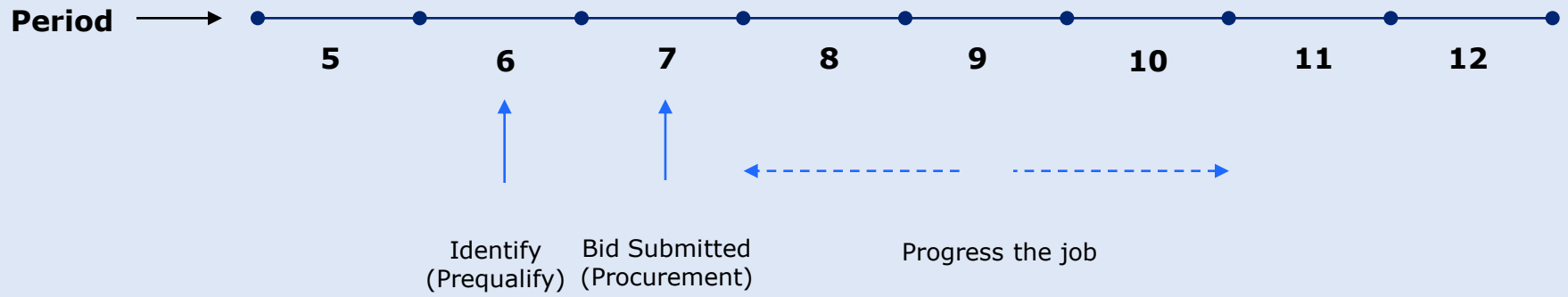
In period 7 the company put in a successful bid for the job.





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Work started in period 8, and the job completed in its planned duration, 3 periods, finishing in period 10.

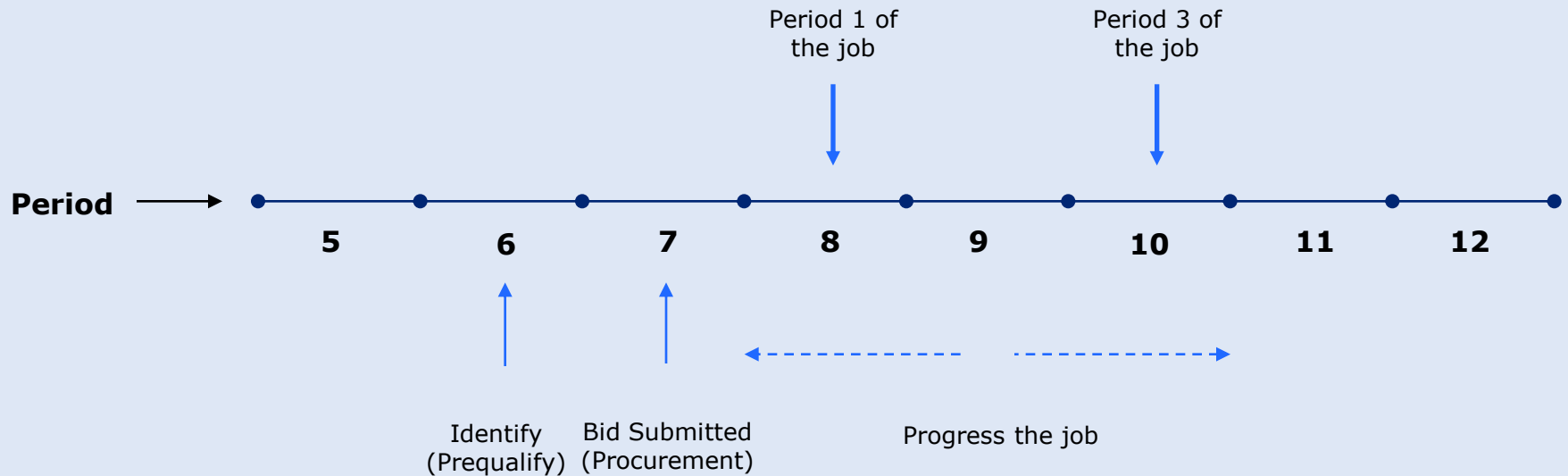




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Although the job was progressed from timeframe periods 8 to 10, the job periods were :-

- Period 1 of the job was period 8 of the timeframe
- Period 2 of the job was period 9
- Period 3 of the job was period 10





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As has been demonstrated, the **job cycle consists of up to 3 stages** :-

- Prequalification
- Procurement
- Progression