ENGINUITY TUTORIAL

Using The Key Performance Indicators

Measuring Performance

Assessing performance   Help

KEY PERFORMANCE INDICATORS   PERFORMANCE SUMMARY

CLICK ON THE DATA IN A COLUMN TO SEE HOW THE SELECTED KEY PERFORMANCE INDICATOR WAS CALCULATED

End of period	Status	Year/qtr	Turnover	Gross profit to Turnover	Operating Profit to Turnover	Company Value	Capital Employed	Contract Completion	Forward Workload	Forward Margin	Share Price	Client Satisfaction	Total
4	History	2023 (Q4)	40	170	120	170	130	80	70	100	70	50	1,000
5	Early Years	2024 (Q1)	52	179	142	177	140	108	66	94	74	80	1,112
6	Early Years	2024 (Q2)	56	203	163	181	154	113	106	148	86	98	1,308
7	Early Years	2024 (Q3)	63	203	173	188	168	125	114	155	93	118	1,400
8	Early Years	2024 (Q4)	76	204	188	205	179	137	102	129	103	139	1,462

10 **key performance indicators (KPIs)** are used to measure the success of the company.

The indicators are weighted according to their variability, totalling **1,000** at the end of the History.

As time progresses the weighting of each indicator will change, highlighting improvements or deteriorations in that area, but the **overall total** will be the measure by which the ultimate progress of the company is determined.

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The weighting for each indicator at the end of a period is based on a comparison with the position at the end of the History, and there are two types of comparison.

TREND COMPARISON
Smoothes the calculations over the time the company has been operating i.e., from period 1 until the current period, and applies to :-
- Turnover
- Gross Profit to Turnover ratio
- Operating Profit to Turnover ratio
- Capital Employed
- Contract Completion
- Client Satisfaction

SNAPSHOT COMPARISON
Compares the current indicator to the position at the end of the History, and applies to :-
- Company Value
- Forward Workload
- Forward Margin
- Share Price

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Clicking on a particular column will reveal how the chosen KPI has been calculated, and also enable an analysis to be undertaken of why the indicator has gone up or down each period.

For example, during period 8 the forward workload KPI weighting fell from 114 at the end of period 7 to 102 at the end of period 8.

Clicking on the forward workload data will reveal a detailed analysis of why this has happened.

KEY POINTS
When clicking on a column **click on the data**, and not the column header.

How the Forward Workload KPI has been calculated

Further information

Foward workload is the remaining turnover (value) of jobs still in progress; a measure of the work in progress

Per	Status	Year/qtr	Initial forward workload prior to bidding	Affect of bidding in the period					Forward workload after bidding	Value of work progressed in the period	Forward Workload	Benchmark	Multiple of the benchmark	KPI weighting
				Value of workload the capital base will support	Number of jobs bid for	Number of jobs won	Bidding success	Value of work won during bidding						
1	History	2023 (Q1)	0	40,000,000	0	0	0 %	0	0	0	0			
2	History	2023 (Q2)	0	39,750,000	4	2	50 %	21,681,700	21,681,700	0	21,681,700			
3	History	2023 (Q3)	681,700	41,871,650	4	2	50 %	7,255,572	28,937,280	7,963,800	20,973,480			
4	History	2023 (Q4)	3,480	44,106,550	6	2	33 %	12,692,110	33,665,590	12,834,090	20,831,500	YES		70
5	Early Years	2024 (Q1)	700	46,460,730	6	1	17 %	11,633,630	32,465,140	12,925,200	19,539,940		0.9380	66
6	Early Years	2024 (Q2)		48,270,350	3	2	67 %	21,569,560	41,109,500	9,697,732	31,411,770		1.5079	106
7	Early Years	2024 (Q3)	3.	49,668,660	4	2	50 %	16,602,040	48,013,800	14,196,280	33,817,530		1.6234	114
8	Early Years	2024 (Q4)	33,	1,858,230	3	2	67 %	17,420,470	51,238,000	20,920,850	30,317,150		1.4554	102

TERMINOLOGY

The forward workload at the end of the p... ...orkload after bidding - value of work progressed in the period

The position at the end of the history (peri... ...e benchmark for calculating the kpi values for period 5 onwards

The multiple of the benchmark is the forwar... ...nd of the period as a multiple of the position at the end of period 4

IMPROVING FORWARD WORKLOAD

The forward workload of the company can be inc... ...business. This involves identifying a larger share of the new work in the market and expanding the company's infrastructure (capital base) to support ... ...tive bidding to win more jobs.

DEFINITION OF THE KPI

A brief description of the KPI is given at the top of the screen.

How the Forward Workload KPI has been calculated

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TERMINOLOGY

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The position at the end of the history (period 4) is used as the benchmark for calculating the kpi values for period 5 onwards

The multiple of the benchmark is the forward workload at the end of the period as a multiple of the position at the end of period 4

IMPROVING FORWARD WORKLOAD

The forward workload of the company can be increased by growing the business. This involves identifying a larger share of the new w...
company's infrastructure (capital base) to support more work, and competitive bidding to win more jobs.

CALCULATING THE KPI WEIGHTING

How was the KPI weighting of 114 calculated at the end of period 8 ?

- The forward workload of the company at the end of the History was 20,831,500. This is the BENCHMARK for future calculations, as indicated by the "YES" in the 'benchmark' column.
- The forward workload at the end of period 8 was 30,317,150. This was 1.46 times the benchmark level.
- The KPI weighting at the end of period 4 , the benchmark period, is multiplied by 1.46 to give the KPI weighting of 102 at the end period 8 i.e., 70 x 1.46

How the Forward Workload KPI has been calculated

Further information

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WHY DID THE KPI WEIGHTING FALL DURING PERIOD 8 ?

The forward workload at the end of period 8 was lower than the level at the end of period 7, and hence so was the KPI.

How the Forward Workload KPI has been calculated

Further information

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2	History	20...	0	39,750,000	4	2	50 %	21,681,700	21,681,700	0	21,681,700			
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FURTHER INFORMATION

The **Further information** menu option can be used to display even more detailed information.

Financial Performance

Management consultants report   Graphical analysis

OPERATIONAL   **SHAREHOLDERS**   **INVESTMENTS**

Summary
Assets and liabilities

The **? Drill down** shows the make up of the forward workload job by job.

Per	Status	Year/qtr	Total value	Total cost	Gross profit	GP % cost	Overhead costs	OVH % of cost	Net operating profit	NOP % cost	...ompany value	Forward workload	Forward margin
1	History	2023 (Q1)	0	0	0		34,080		-30,580		0. 420	0	0
2	History	2023 (Q2)	0	0	0		84,000		-80,522		1.06 ...4	21,681,700	937,916
3	History	2023 (Q3)	7,880,711	7,402,859	477,852	6.5%	169,720	2.3%	237,934	3.2%	1.05	20,973,480	903,198
4	History	2023 (Q4)	12,720,600	12,293,440	427,161	3.5%	155,000	1.3%	213,947	1.7%	1.04 0.5	20,831,500	905,458
5	Early Years	2024 (Q1)	13,025,620	12,384,630	640,992	5.2%	231,070	1.9%	314,339	2.5%	1.10 0.8%	539,940	853,289
6	Early Years	2024 (Q2)	9,640,023	8,925,667	714,356	8.0%	309,010	3.5%	312,912	3.5%	1.28 1.8% 5,1.	11,770	1,343,681
7	Early Years	2024 (Q3)	14,262,650	13,523,850	738,800	5.5%	236,670	1.8%	391,899	2.9%	1.38 1.4% 5,365,8.	530	1,399,489
8	Early Years	2024 (Q4)	20,819,720	19,725,490	1,094,224	5.5%	247,720	1.3%	656,926	3.3%	1.53 0.7% 5,865,802	50	1,170,757

PERIOD 8   CLICK ON A LINE IN THE THE SUMMARY ABOVE TO SHOW THE P...OD DETAILS

JOB PERFORMANCE Measured value: 20,921,750   **COMPANY PERFORMANCE** (less) Overheads: 247,720 (1.3% of job costs)   **FUTURE OUTLOOK** Forward workload: 30,317,150

Forward Workload and Margin Analysis for Period 8

The forward workload at the end of period was lower because more work was progressed in period 8 (20,920,850) than was won (17,420,470)

SUMMARY
Initial forward workload prior to bidding: 33,817,530
Value of work won during bidding: 17,420,470
51,238,000
(less) value of work progressed in the period: 20,920,850
30,317,150

Job	Country	Desc	Sector	Type	Size	Client	Bid	% left	Forward workload	Remaining cost	Forward margin
102	UK	2/3 bedroom retirement bungalows	Building & Commercial	DB	Medium	Lowry Homes	13,482,740	23.85%	3,215,634	3,083,146	132,488
103	NZ	Water treatment plant modernisation	Water & Sewage	BO	Medium	ANZ Water	8,086,820	3.51%	283,848	271,244	12,604
147	US	Modifications to the MetLife Stadium	Building & Commercial	BO	Medium	FIFA North America 2026	11,750,920	58.80%	6,909,542	6,643,618	265,924
151	AUS	New pumping station	Water & Sewage	BO	Small	Queensland Water	4,851,114	51.28%	2,487,651	2,378,441	109,210
162	UK	New distribution facility	Building & Commercial	BO	Medium	Master Brewers UK	11,790,210	100.00%	11,790,210	11,367,540	422,663
164	UK	Upgrade of local branches	Building & Commercial	BO	Small	Madison Bank	5,630,266	100.00%	5,630,266	5,402,398	227,868

30,317,150   1,170,757