

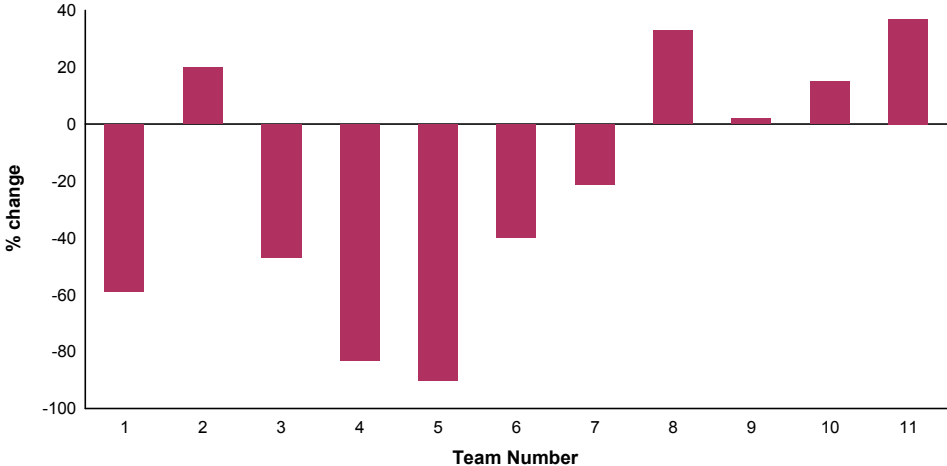


University of Limerick 2016 Competition

COMPARATIVE ASSESSMENT OF TEAMS REPORT

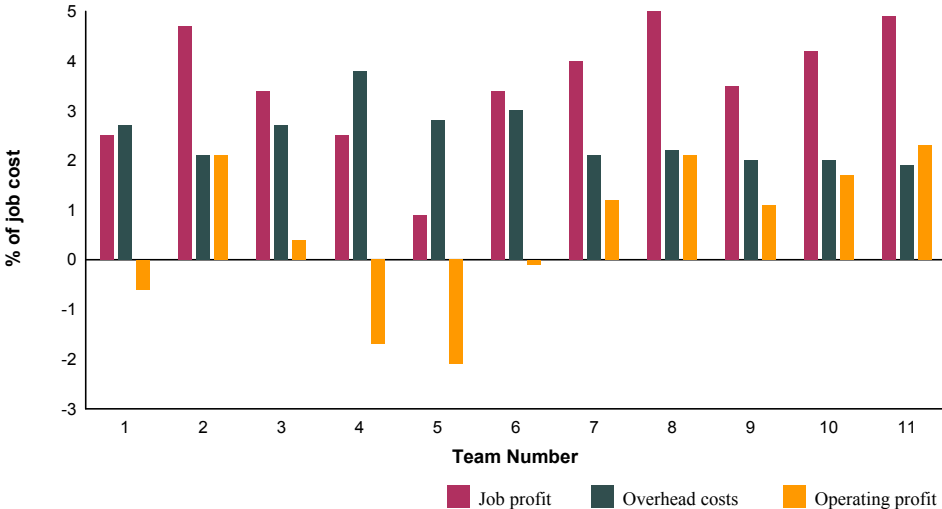
		FINANCE			OVERHEADS					PROCUREMENT				JOB PROGRESSION			THE FUTURE		
No.	Name	No. of periods in charge	% chg in Comp Value	% chg in Share Price	% Market Share	Marketing Department % Market Share (By Sector)					No. Jobs Bid For	No. Jobs Won	No. Jobs Lost	% Bid Success Rate	Profitability (% of Job Costs)			F/wd W/load	F/wd Margin
						IND	B&C	TRA	ENE	W&S					Job Profit	O/Head Costs	Oper Profit		
1	Synergy	16	-59	-87	36	4	71	15	5	5	45	15	30	33	2.5	2.7	-0.6	1.7m	0.0m
2	Team Wunderkinder	16	20	85	29	13	57	11	11	9	79	28	51	35	4.7	2.1	2.1	29.4m	0.7m
3	Emerald Construction	16	-47	-66	27	31	22	6	0	40	51	21	30	41	3.4	2.7	0.4	22.2m	0.5m
4	Castletroy Construction Limited (16	-83	-97	32	2	41	30	20	6	61	17	44	28	2.5	3.8	-1.7	3.7m	0.0m
5	SPERANZA	16	-90	-99	31	15	31	19	30	5	51	23	28	45	0.9	2.8	-2.1	4.6m	0.1m
6	Phoenix Construction	16	-40	-65	32	0	64	7	28	0	69	24	45	35	3.4	3.0	-0.1	26.5m	0.5m
7	Aspire	16	-21	-5	23	4	49	20	15	12	51	22	29	43	4.0	2.1	1.2	28.8m	0.6m
8	Determined Deise	16	33	3	32	37	63	0	0	0	65	18	47	28	5.0	2.2	2.1	40.5m	1.2m
9	NAMA ISH	16	2	-58	23	0	21	78	0	1	60	22	38	37	3.5	2.0	1.1	29.6m	1.0m
10	Munster Mash	16	15	-58	24	3	19	0	77	0	56	19	37	34	4.2	2.0	1.7	12.5m	0.3m
11	TWIOO	16	37	-19	17	0	29	4	0	68	47	19	28	40	4.9	1.9	2.3	30.2m	0.8m

COMPANY VALUE



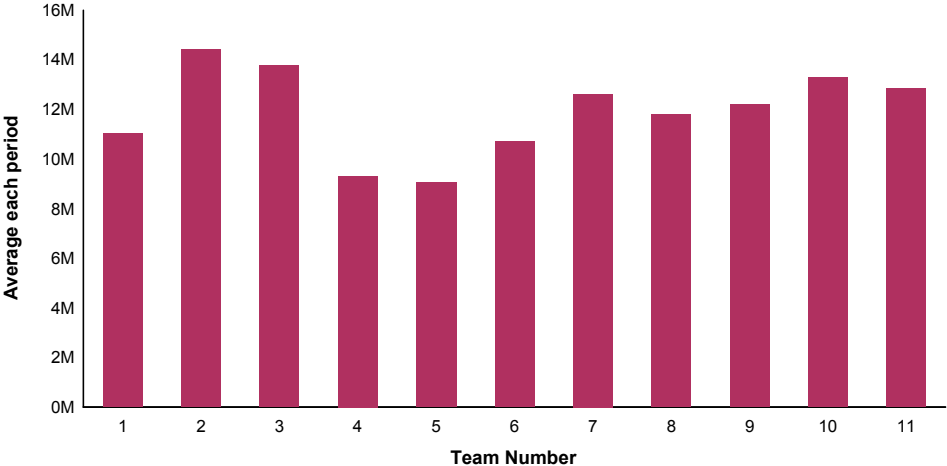
Increasing the value of the business is the prime objective of the management team.

PROFITABILITY



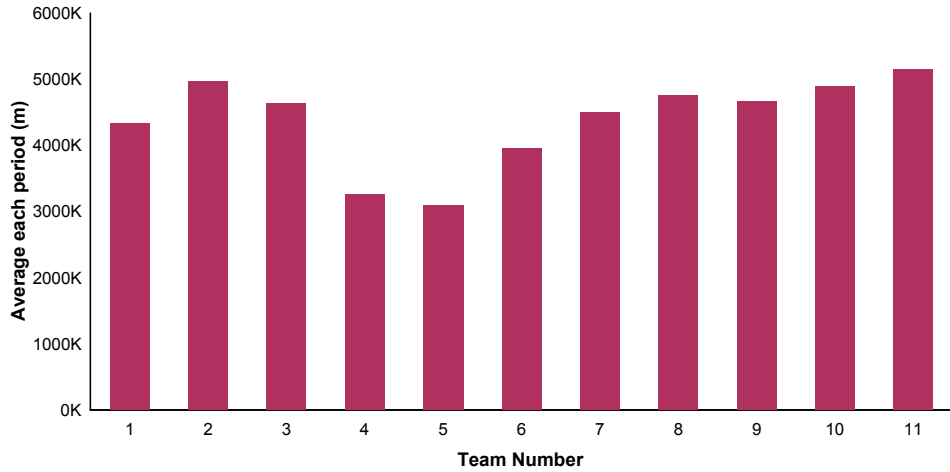
Managing jobs as profitably as possible, and keeping overhead costs under control, are both key drivers in ensuring that the company's operating profit is as healthy as possible. This ultimately feeds into the cash account, and affects company value.

TURNOVER



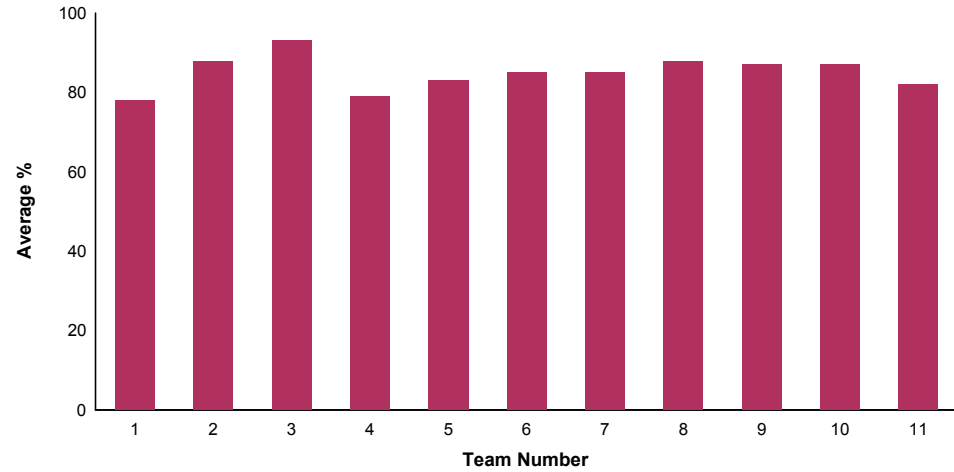
Identifying and securing new work ensures that the turnover (monies earned) across all jobs progressed is healthy.

CAPITAL BASE



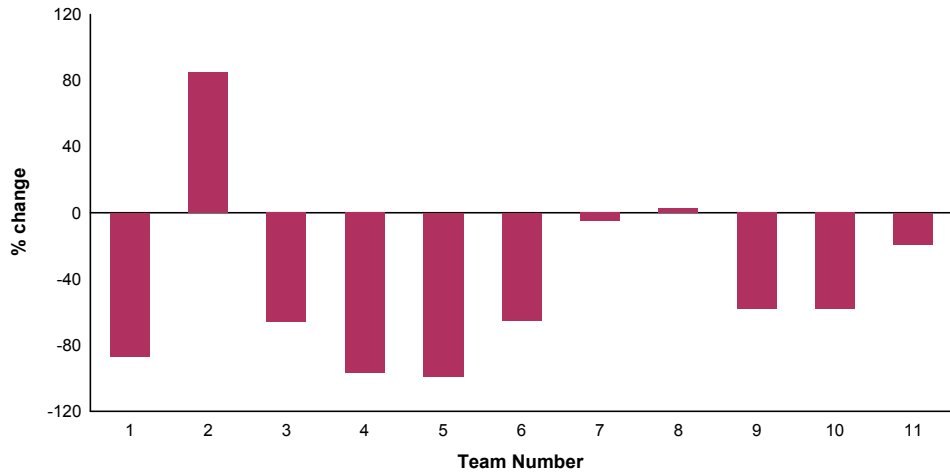
Expanding the company's capital base (infrastructure) enables more work to be undertaken, and hence potentially more growth.

CAPITAL EMPLOYED



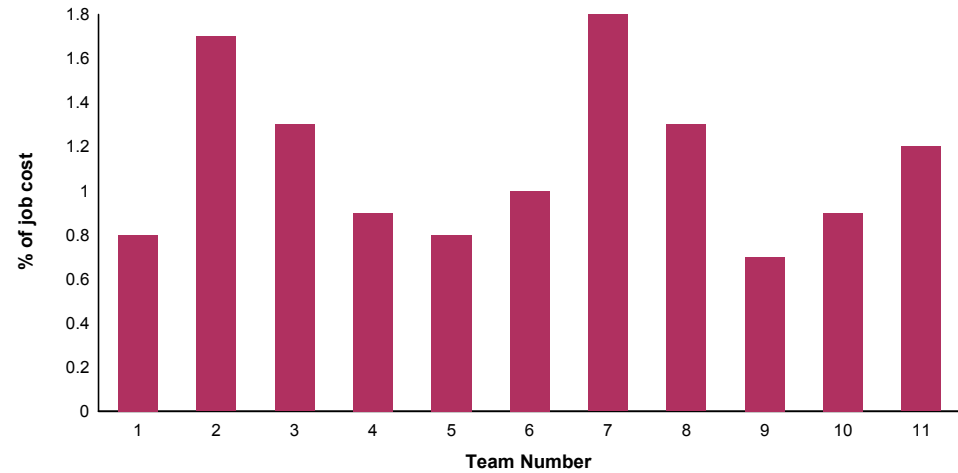
The Capital Employed measures how much of the company's capital base (infrastructure) is being utilised through winning and progressing work.

SHARE PRICE



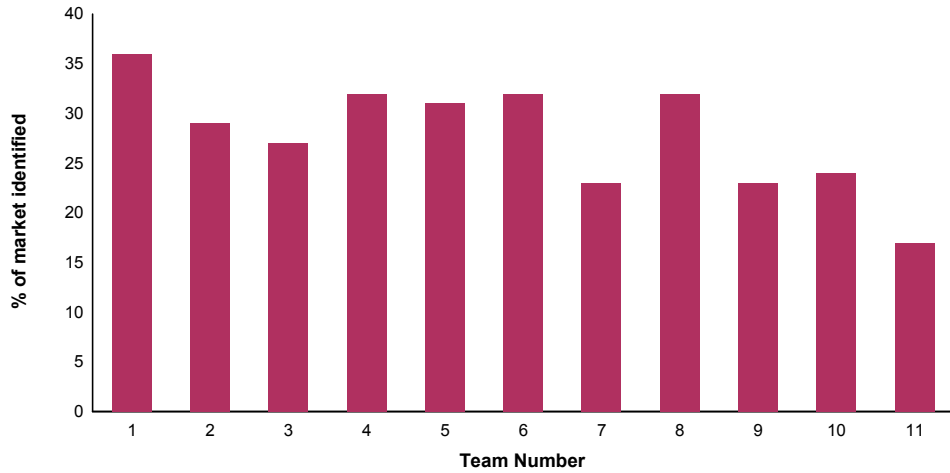
Shareholders like receiving high dividends. However, it is the company's share price, which takes into account a number of factors, that reflects how well a business is performing.

DIVIDEND PAID



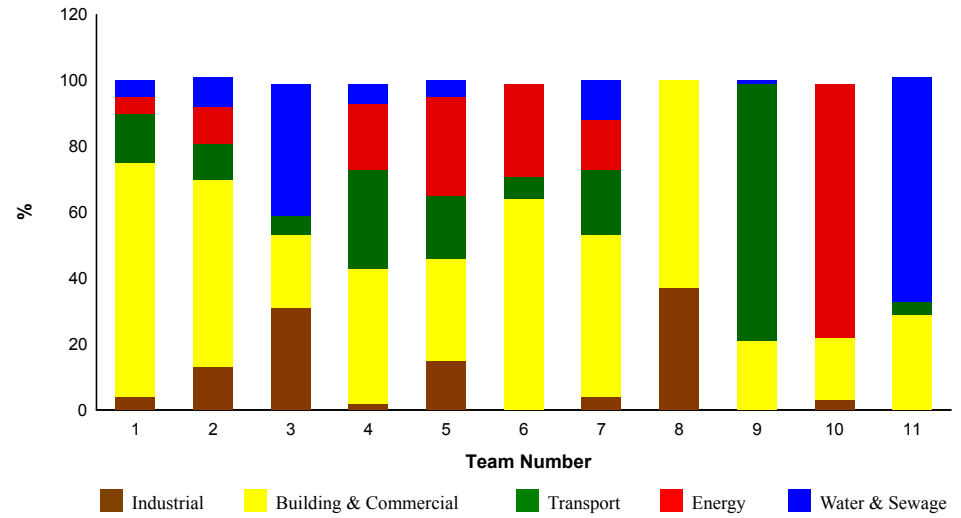
The level of dividend paid to shareholders should be in line with what the company can afford, and not exceed the operating profits of the business.

MARKET SHARE (OVERALL)

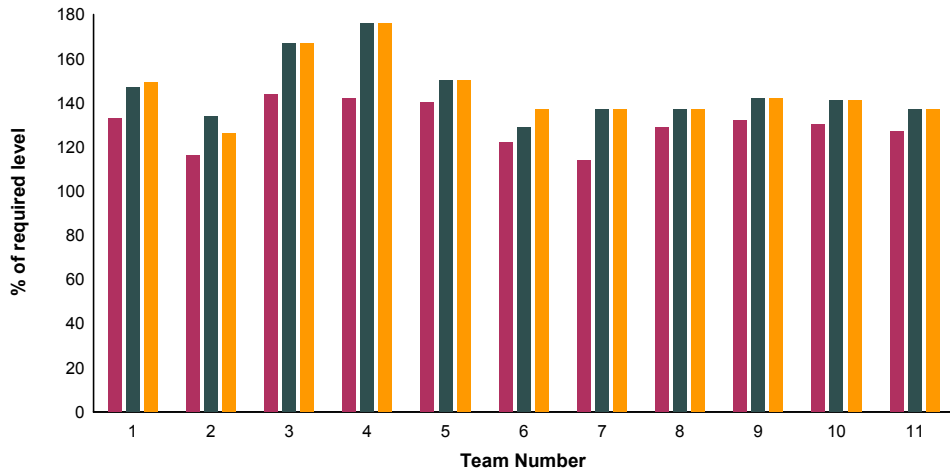


Developing an effective marketing strategy, and identifying new work in different sectors and locations (UK/Overseas) is critical to enable the business to grow by securing jobs through competitive bidding.

MARKET SHARE SPLIT (BY SECTOR)



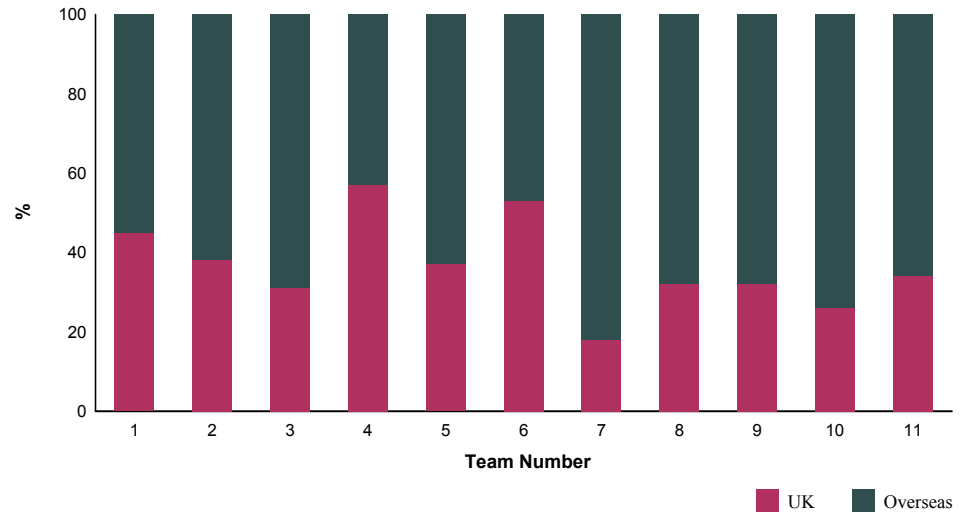
OVERHEAD STAFFING



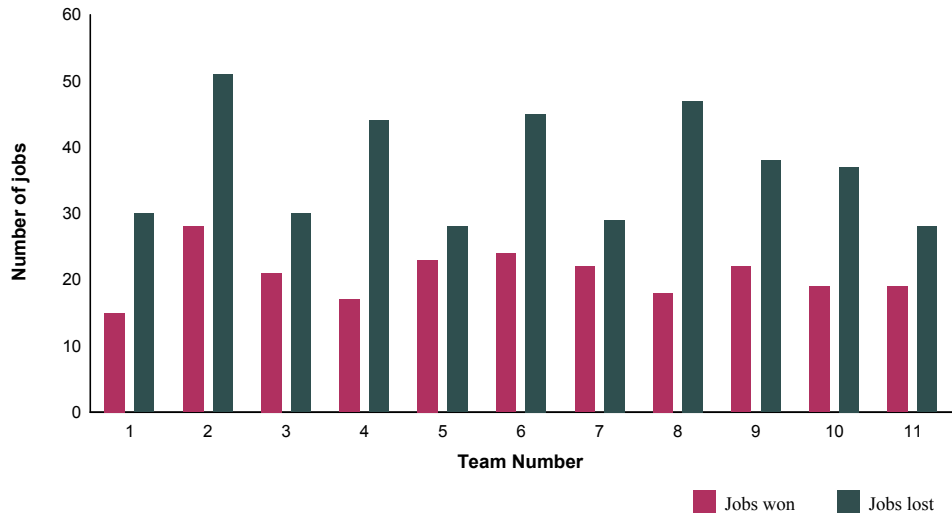
Efficient overhead management has a significant impact on operating profitability. 100% is the required level. Anything lower indicates understaffing, with an adverse affect on costs (Head Office and QHSE) or value (Measurement).

■ Head Office ■ QHSE ■ Measurement

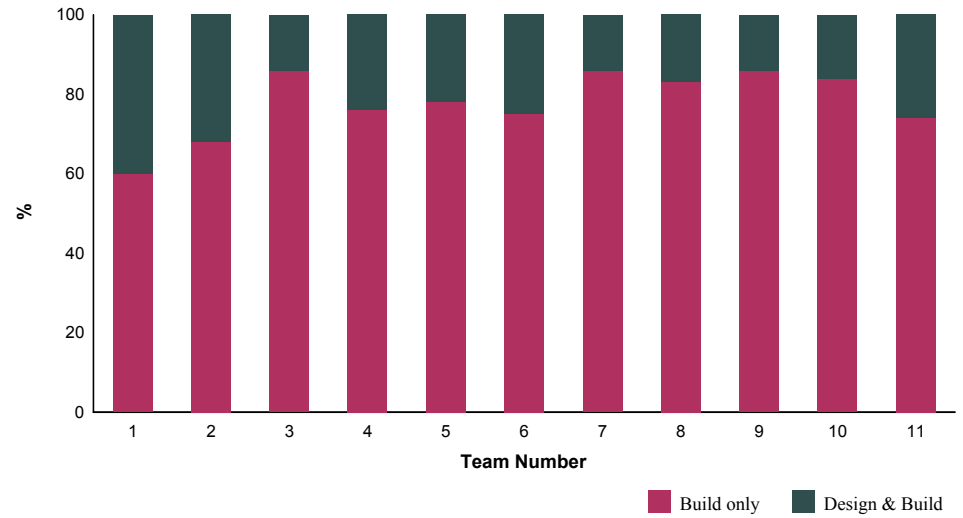
MARKET SHARE SPLIT (BY LOCATION)



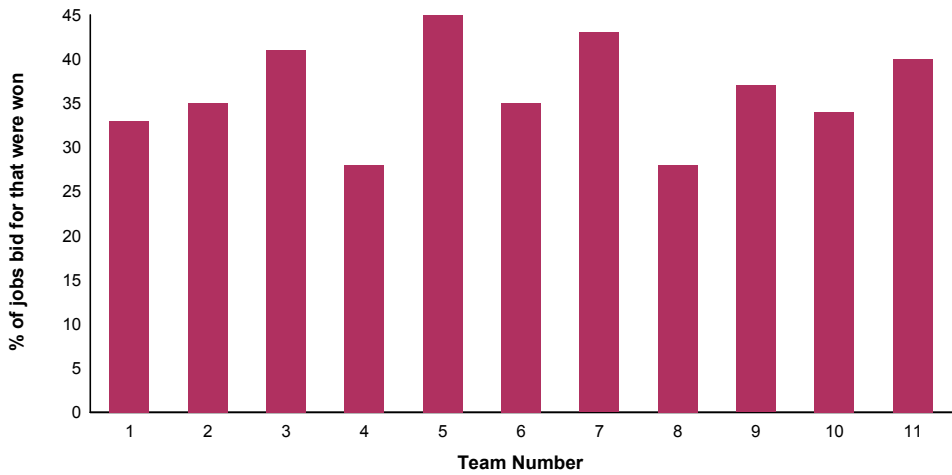
JOBS WON AND LOST



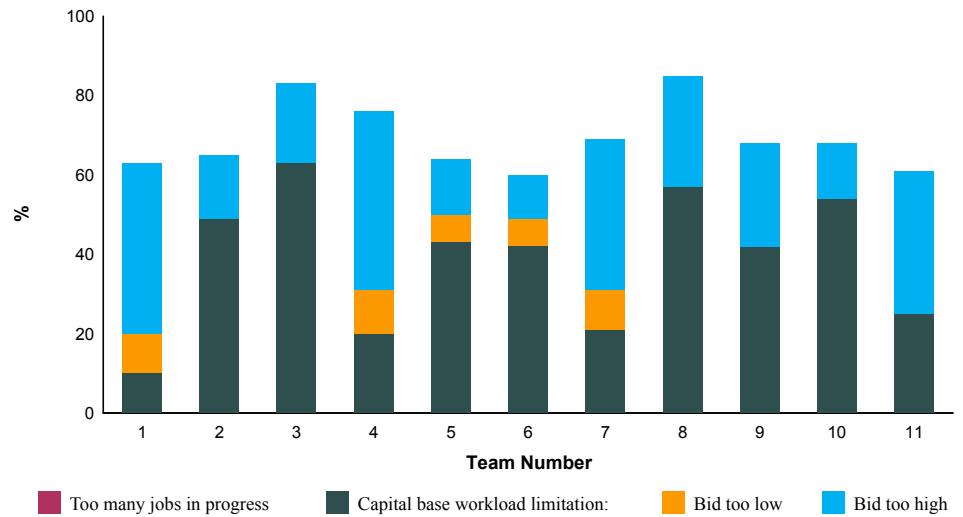
TYPE OF JOBS WON



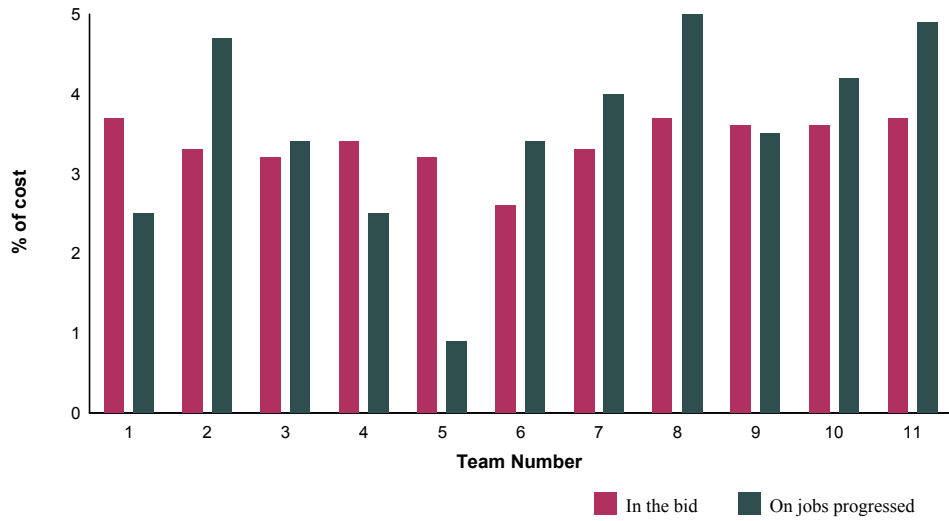
BIDDING SUCCESS



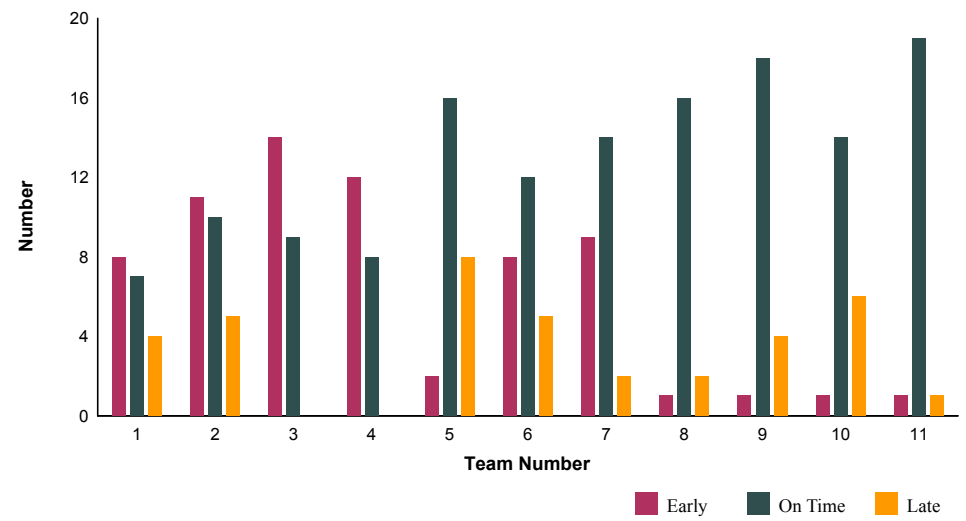
REASON FOR JOB LOSS



MARGINS

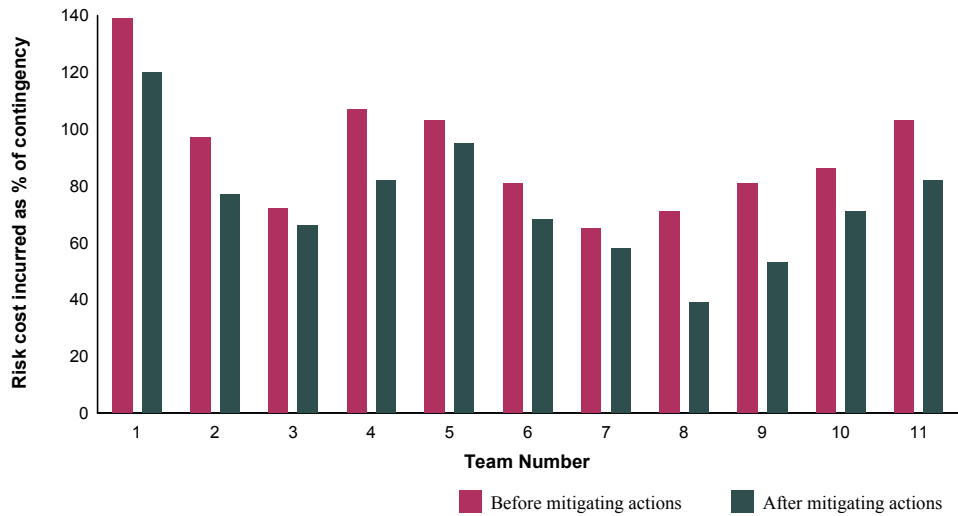


JOB COMPLETION



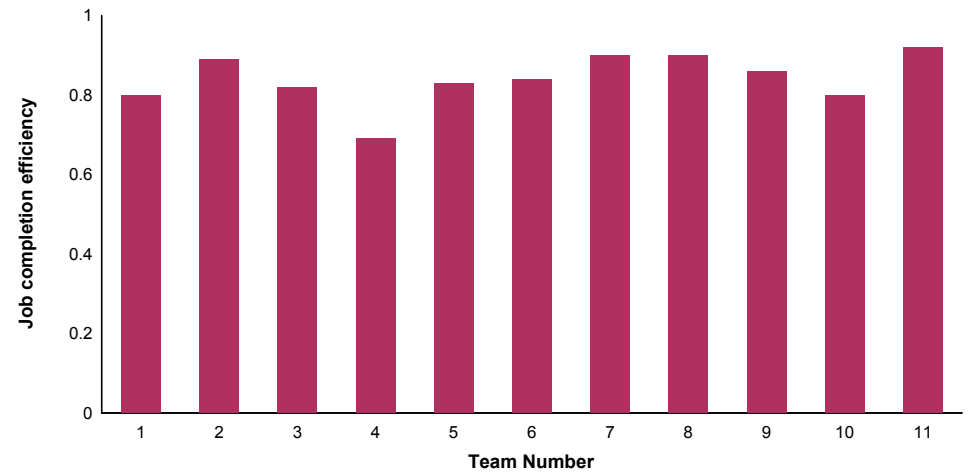
Early job completion earns a bonus from the client, frees off resources, and improves client relationship. Conversely, late completion incurs a penalty charge, and can significantly damage client relationship.

RISK MANAGEMENT



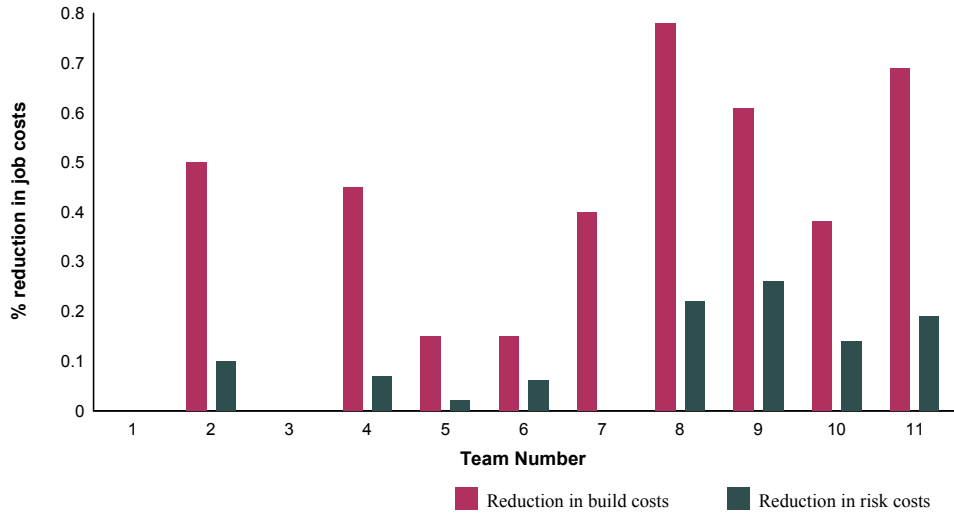
An effective risk management policy is crucial to keeping projects as profitable as possible.

LABOUR MANAGEMENT



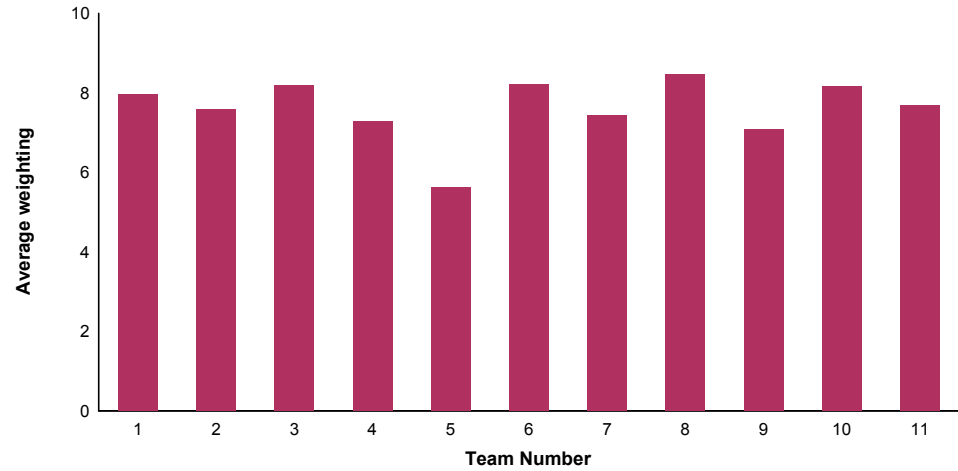
Completing jobs as efficiently as possible in terms of labour resourcing is key to maximising job profits. The efficiency rating is from 0 to 1, where 1 is the optimum level.

TARGETED INVESTMENTS



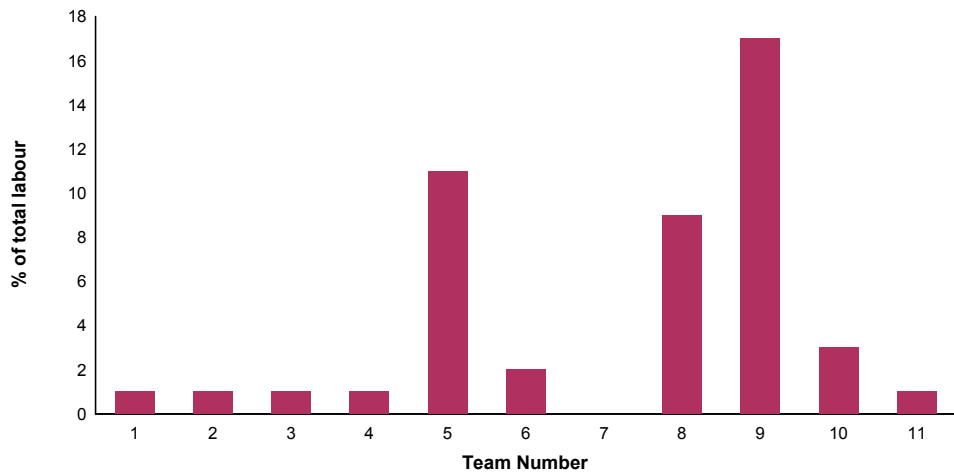
Targeted investments can reduce job costs, such as build and risk costs, significantly.

PROJECT MANAGER (PERFORMANCE)

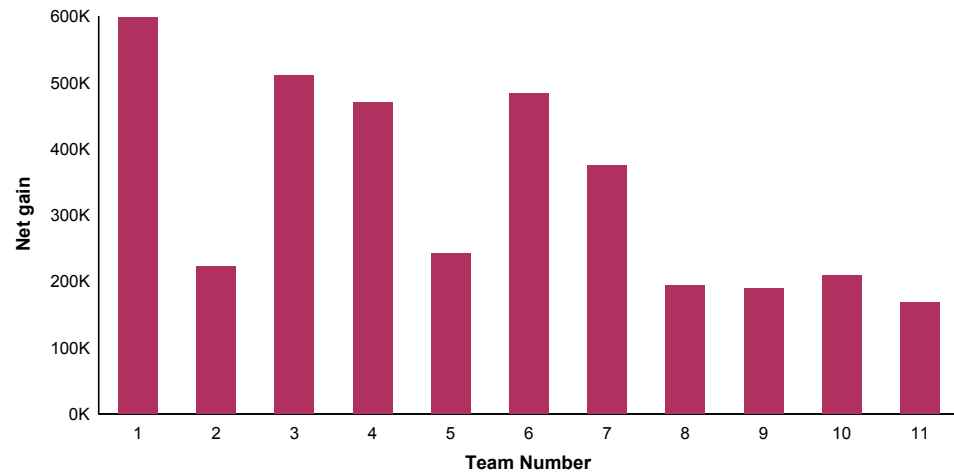


A project manager with well-matched experience for a particular type of job will handle available resources more efficiently, whilst a project manager with inappropriate experience will impair contract efficiency. Project managers are weighted from 1 (Poor) to 10 (The best possible).

SUBCONTRACTOR USAGE



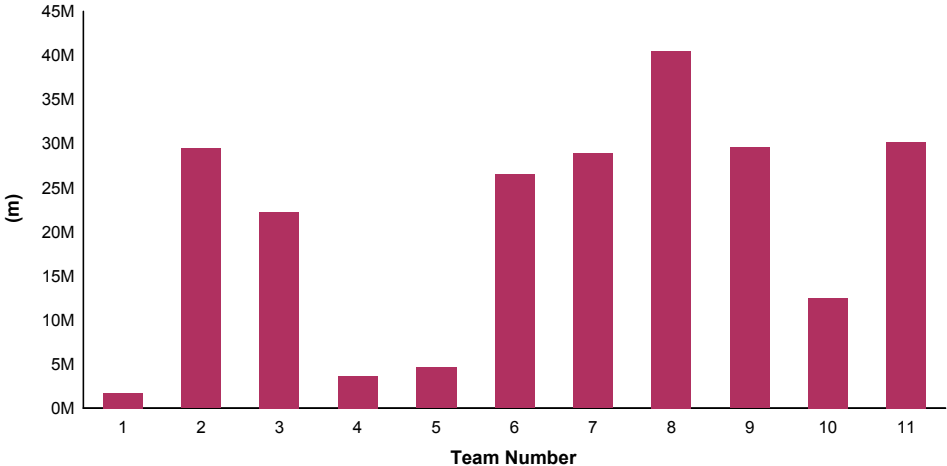
PROJECT MANAGER (BONUS AFFECT)



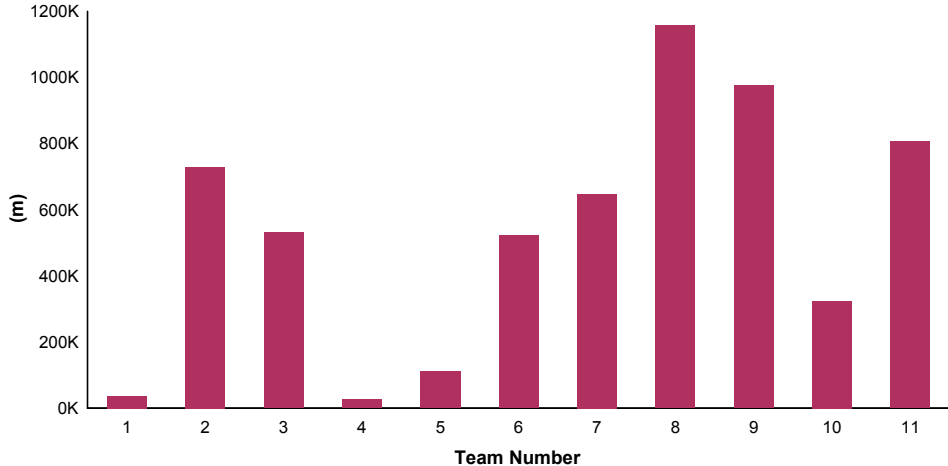
Paying a bonus to project managers not only prevents them from resigning, but can improve their productivity, with a potential net monetary gain (job profit).

Future Outlook

FOWARD WORKLOAD



FOWARD MARGIN



As well as past performance, the future outlook in terms of forward workload and margin is key to the future prosperity of the business .

Client Relationships

CLIENT RELATIONSHIPS

