



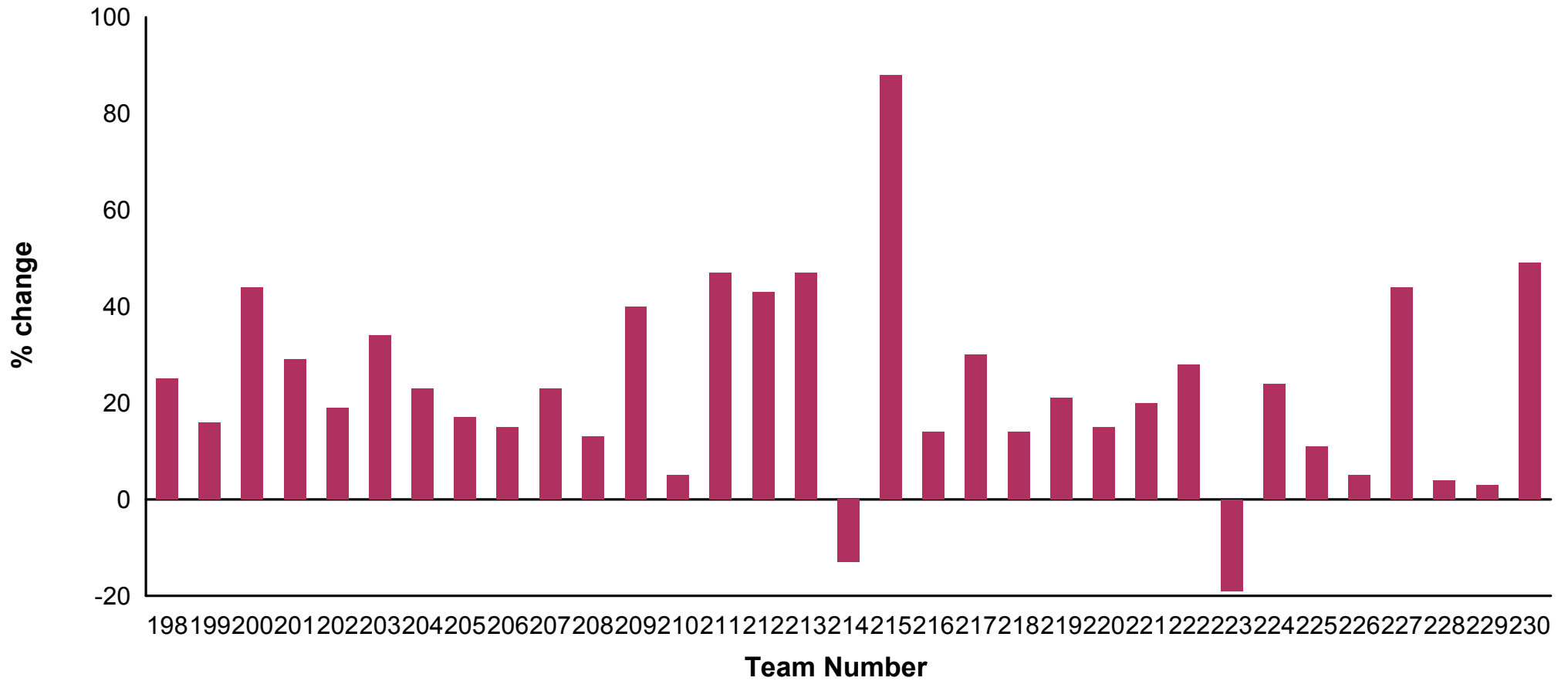
# Enginuity 2016 Competition

## 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					No. Bid For	No. Jobs Won	No. Jobs Lost	% Bid Success Rate	Profitability (% of Job Costs)			F/wd W/load	F/wd Margin
						% Market Share (By Sector)	IND	B&C	TRA	ENE					W&S	Job Profit	O/Head Costs		
198	On the Brinckerhoff victory	8	25	46	31	12	42	27	12	7	34	17	17	50	5.1	1.7	2.7	14.5m	2.9%
199	We Solve Problems	8	16	28	31	0	16	47	0	36	31	21	10	68	4.2	1.7	1.9	29.7m	3.2%
200	The Devonshire Squares	8	44	49	34	22	37	38	3	0	26	21	5	81	5.2	1.7	2.7	25.6m	3.1%
201	Intelligent Development	8	29	13	27	19	5	41	35	1	34	20	14	59	4.7	1.9	2.2	27.2m	3.4%
202	OM Godalming	8	19	67	31	0	33	36	4	27	26	21	5	81	4.6	1.7	2.2	39.2m	3.5%
203	Gradiators	8	34	55	35	0	35	38	28	0	39	20	19	51	5.2	1.8	2.6	34.6m	3.2%
204	Wooden Spoon Probably	8	23	33	37	0	49	38	13	0	25	17	8	68	4.4	1.4	2.2	25.3m	3.1%
205	The Uncivil Engineers	8	17	29	33	0	44	29	25	2	38	18	20	47	4.4	1.8	2.0	42.0m	3.0%
206	Faulty Towers	8	15	31	35	0	59	0	39	1	19	18	1	95	4.3	1.5	2.1	40.7m	3.4%
207	Kings of Castle Street	8	23	78	33	29	38	1	0	32	24	20	4	83	4.6	1.7	2.2	44.2m	3.5%
208	Lochside Long Shots	8	13	23	35	3	55	33	9	0	22	19	3	86	4.5	1.8	2.1	21.4m	3.3%
209	Oh, not EngiNudity?	8	40	26	33	0	31	36	33	0	27	22	5	81	5.2	2.1	2.3	46.8m	2.3%
210	DSquare'd	8	5	21	35	0	60	26	14	0	22	12	10	55	4.7	2.0	2.0	35.4m	2.9%
211	The Good The CAD and Never	8	47	8	32	0	47	25	25	2	46	17	29	37	5.8	1.9	3.0	47.7m	3.0%
212	Enginious Bastards	8	43	98	32	1	51	24	22	1	31	19	12	61	6.0	1.6	3.4	38.4m	2.9%
213	A Bunch of Punters	8	47	93	33	0	56	20	24	0	17	16	1	94	6.0	1.3	3.6	45.1m	2.9%
214	Looney Toons	8	-13	3	26	0	45	21	31	2	38	13	25	34	3.5	2.0	0.9	36.3m	2.8%
215	OPM d.o.o.	8	88	104	34	15	47	30	5	4	30	20	10	67	7.2	1.5	4.4	46.0m	2.8%
216	Hertful Dodger	8	14	15	23	3	48	10	35	5	21	16	5	76	4.3	1.5	2.1	28.9m	3.1%
217	Universally Challenged	8	30	58	32	19	46	30	4	0	36	17	19	47	5.5	1.6	2.9	40.7m	3.2%
218	Cornualles Stars	8	14	9	23	1	62	34	2	1	28	15	13	54	4.0	1.8	1.6	18.2m	2.9%
219	The Fantastic Five	8	21	44	32	0	44	26	21	8	25	16	9	64	5.2	1.7	2.6	29.4m	3.1%
220	Stocky Columns	8	15	31	33	2	53	35	7	3	18	16	2	89	3.9	1.6	1.8	41.0m	3.0%

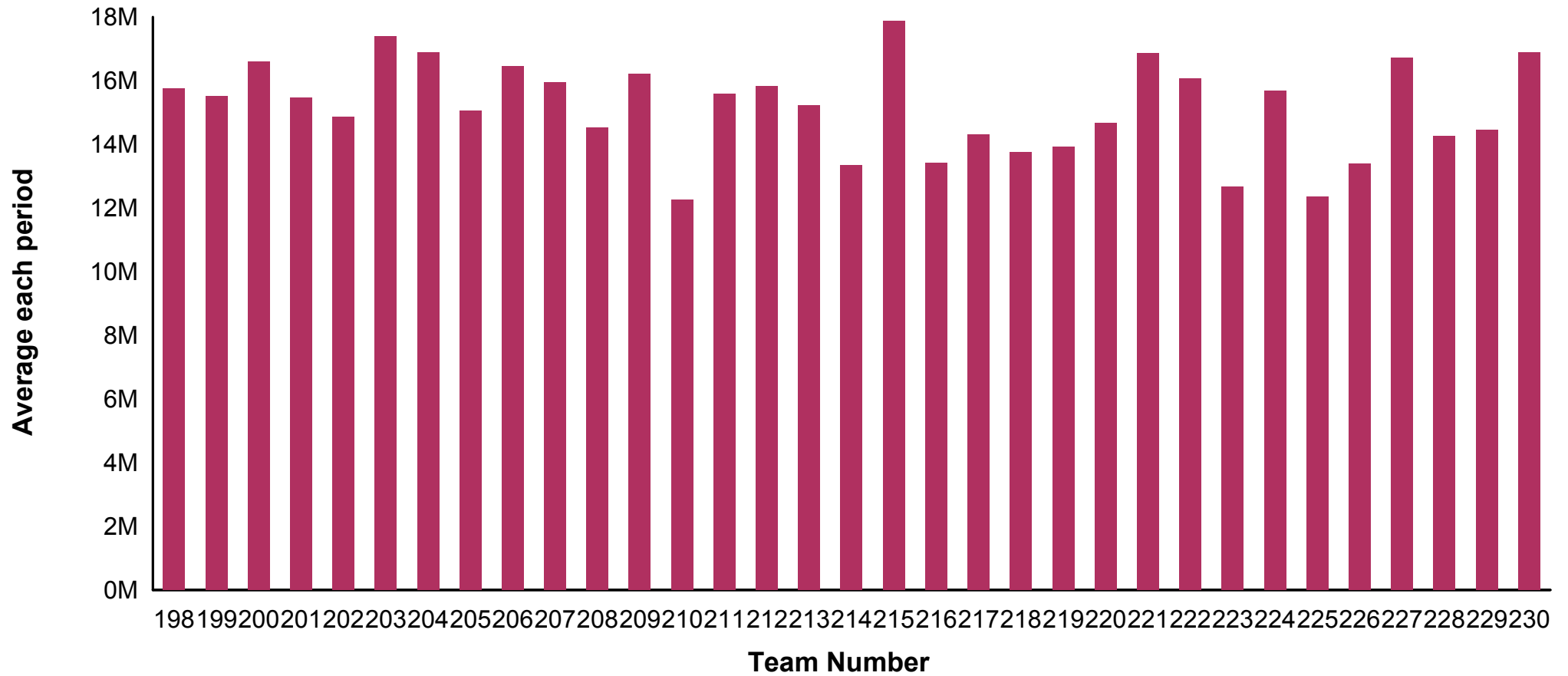
221	The Hoff	8	20	-31	32	9	39	40	0	12	22	17	5	77	4.2	2.2	1.4	29.6m	2.8%
222	The Transponsters	8	28	48	34	0	48	2	26	23	20	18	2	90	4.8	1.6	2.5	43.0m	3.3%
223	Los Pollos Hermanos	8	-19	-22	33	0	42	33	1	25	19	12	7	63	2.6	1.9	0.3	30.7m	3.1%
224	The Industrious Six	8	24	45	29	0	46	29	25	0	26	18	8	69	4.3	1.3	2.3	42.3m	2.7%
225	The B Team	8	11	14	26	0	53	42	4	0	22	16	6	73	3.7	1.6	1.5	24.7m	3.2%
226	The Redhawks	8	5	-6	31	0	46	26	28	0	20	13	7	65	3.3	1.7	1.2	7.1m	3.3%
227	Lean Mean Civil Machine	8	44	83	31	28	37	35	0	0	23	21	2	91	5.6	1.5	3.2	37.8m	3.1%
228	Straight Outta Brum	8	4	5	35	0	51	26	22	0	27	16	11	59	3.5	2.0	1.1	30.6m	2.7%
229	Tramalot	8	3	12	32	4	46	20	21	8	23	18	5	78	3.2	1.5	1.2	33.9m	2.2%
230	Southerners	8	49	78	32	16	44	30	7	2	35	22	13	63	5.5	1.5	3.1	41.9m	2.9%

## COMPANY VALUE



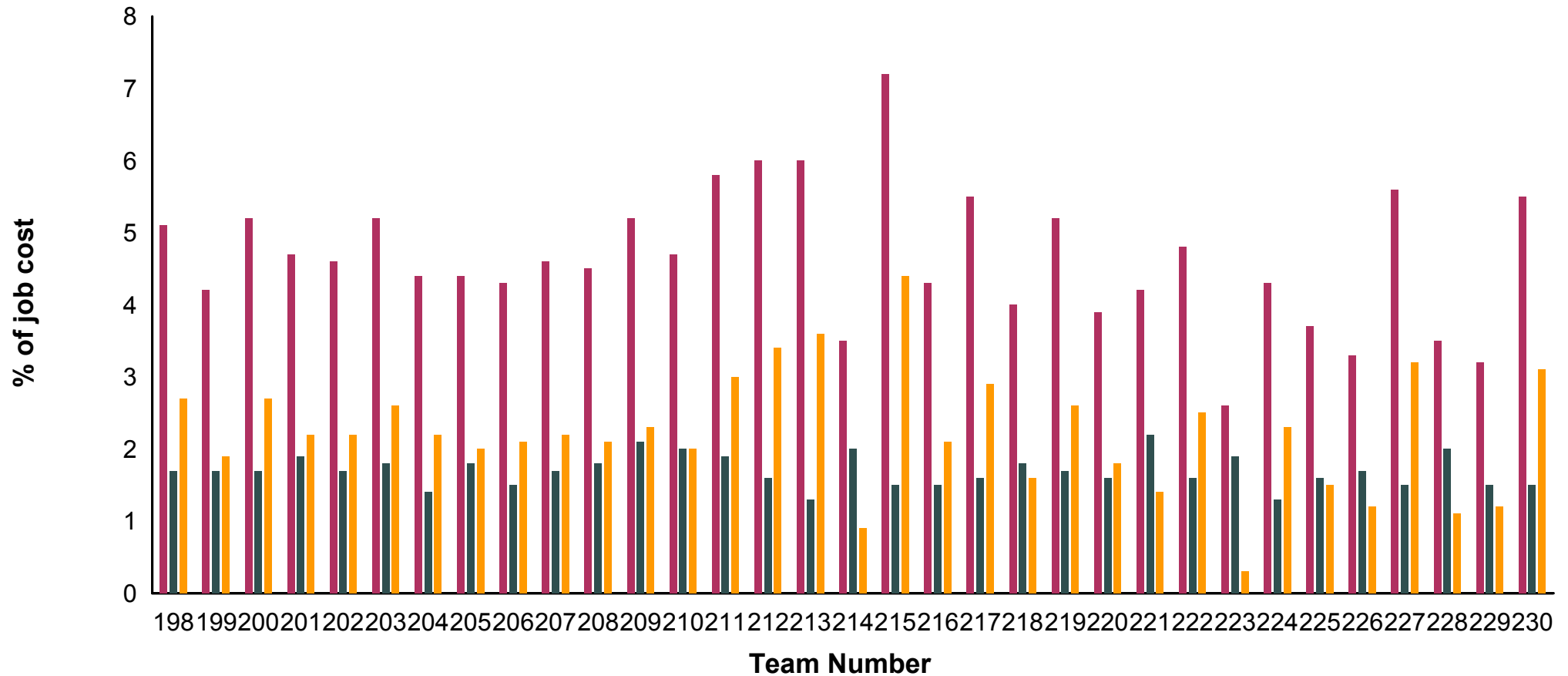
Increasing the value of the business is the prime objective of the management team.

# TURNOVER



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

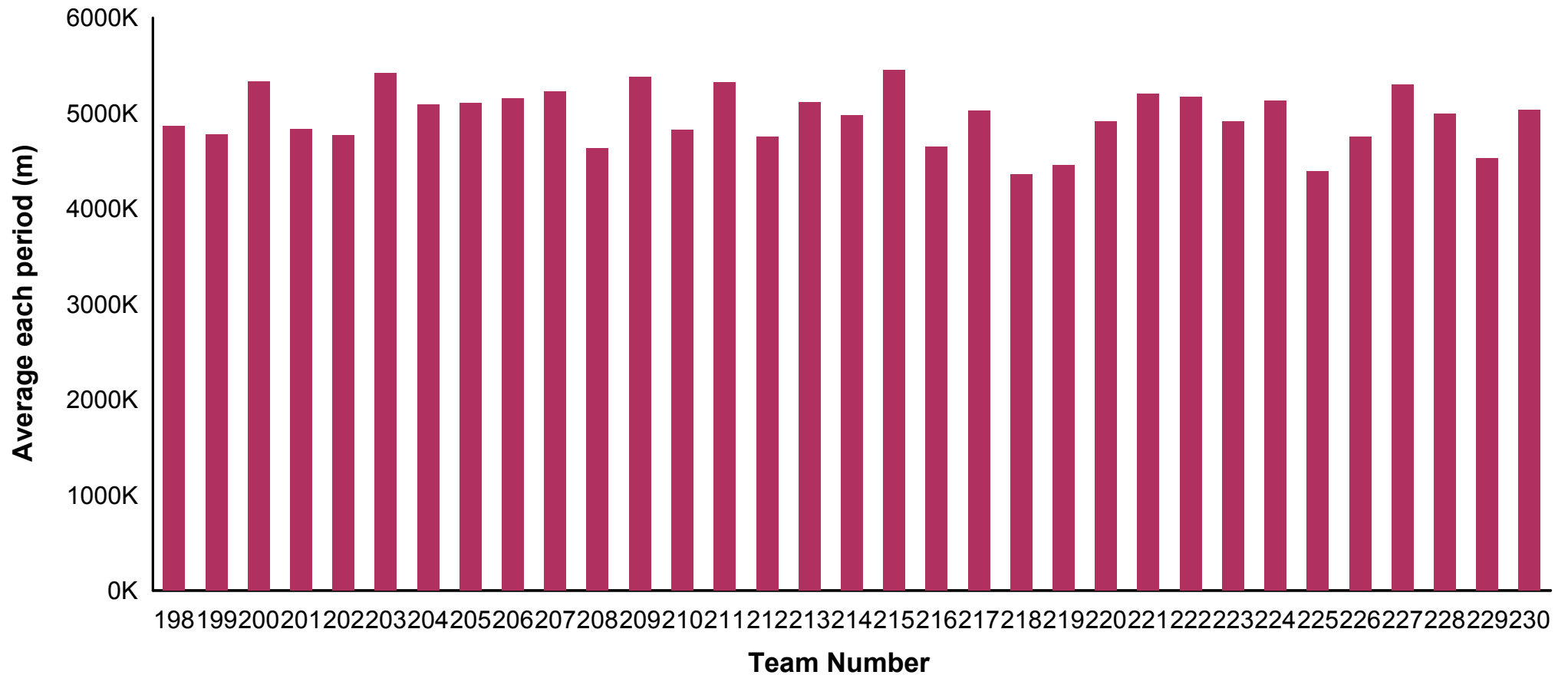
# PROFITABILITY



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.

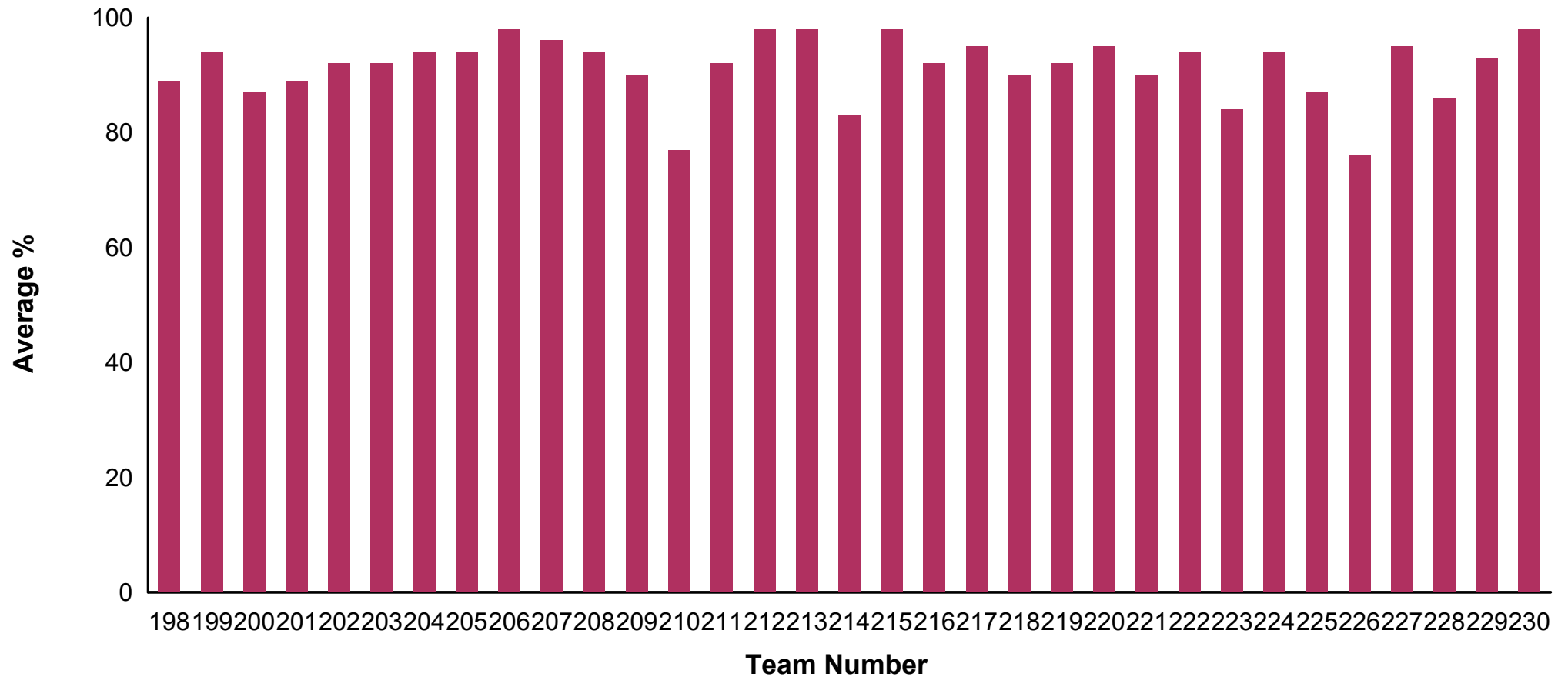
- Job profit
- Overhead costs
- Operating profit

## CAPITAL BASE



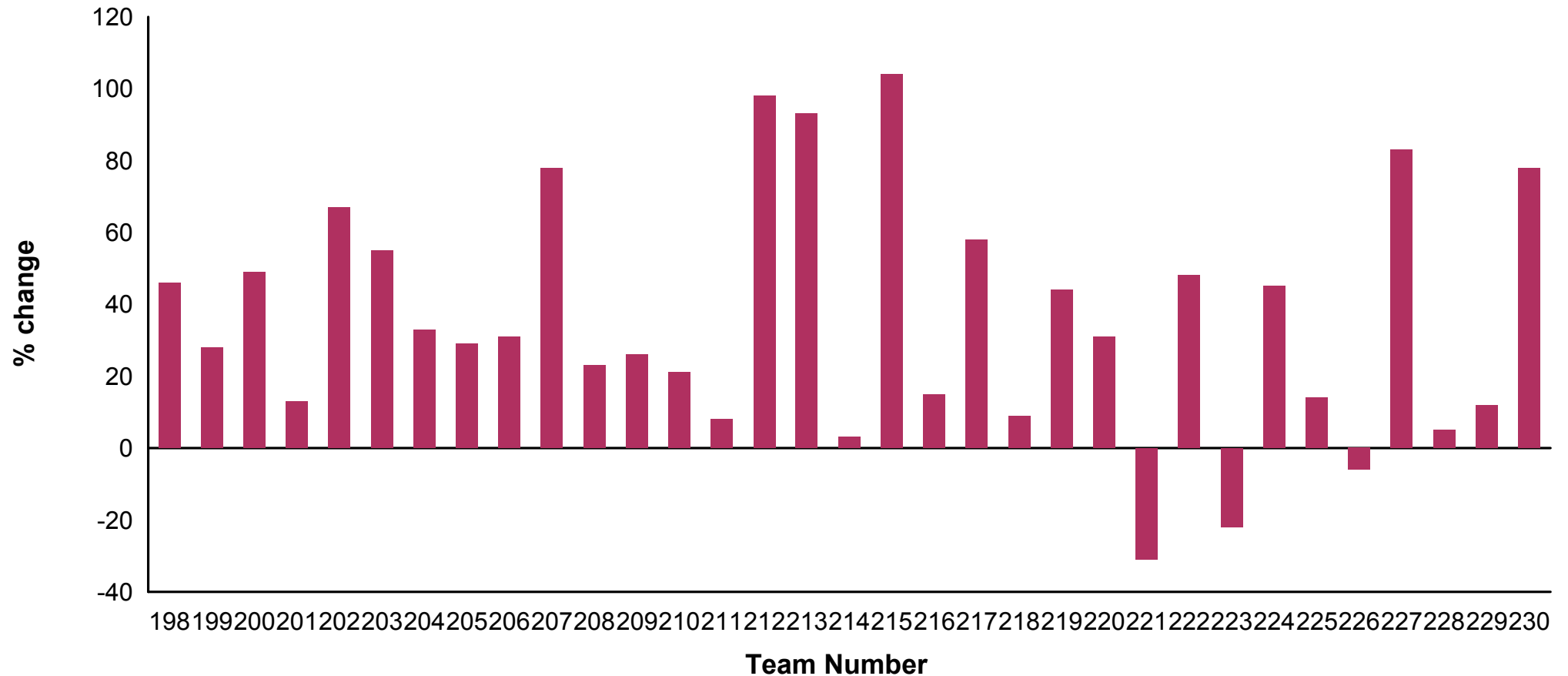
Expanding the company's capital base (infrastructure) enables more work to be undertaken, and potentially more growth.

## 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

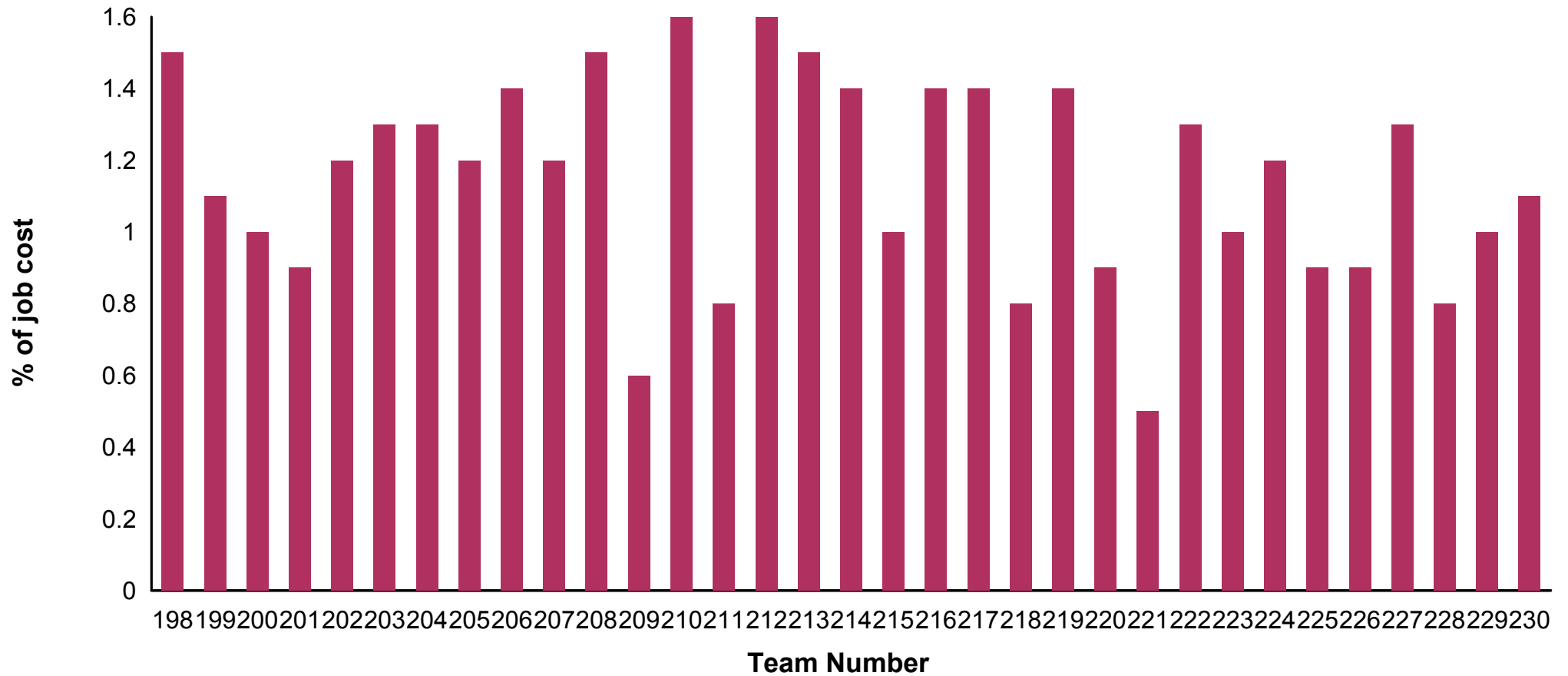


The company's share price is one of the key performance indicators in measuring the success or failure of the company, with a rising share price signifying increasing industry confidence in the fortunes of the company.

The share price is influenced by the level of dividend paid to the shareholders, the value of the company, the future profitability of the company and the debt burden (gearing ratio) of the company.

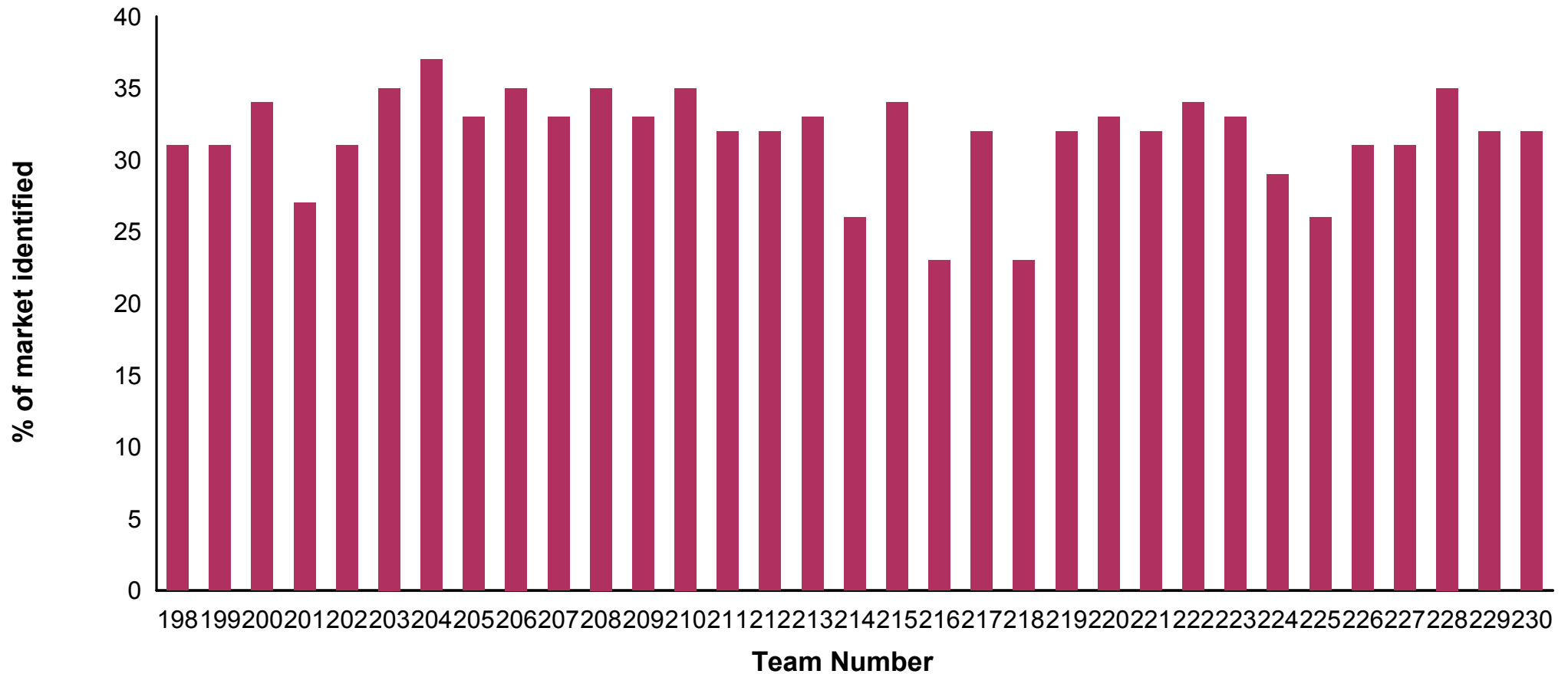


## DIVIDEND PAID



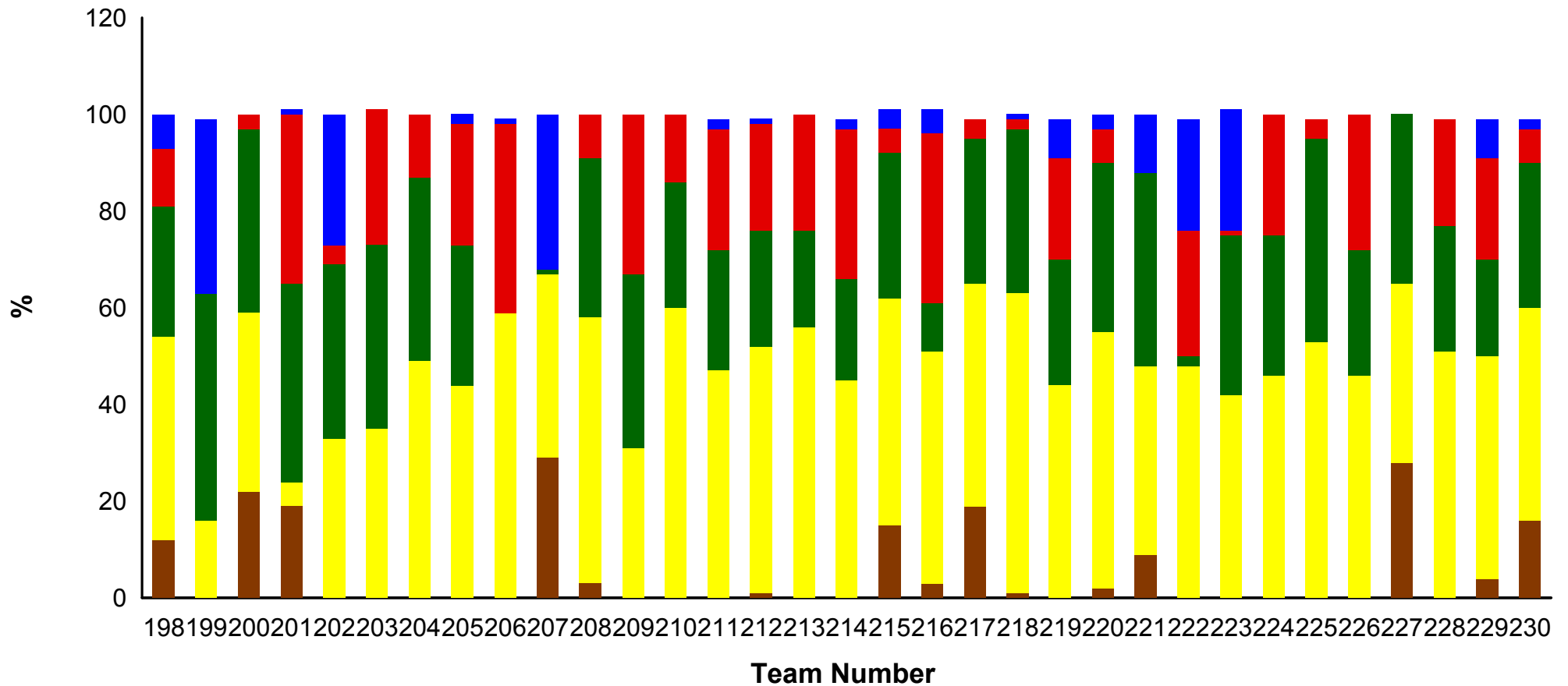
The level of dividend paid to shareholders should be in line with what the company can afford, and not exceed the operating profits of the business.

## MARKET SHARE (OVERALL)



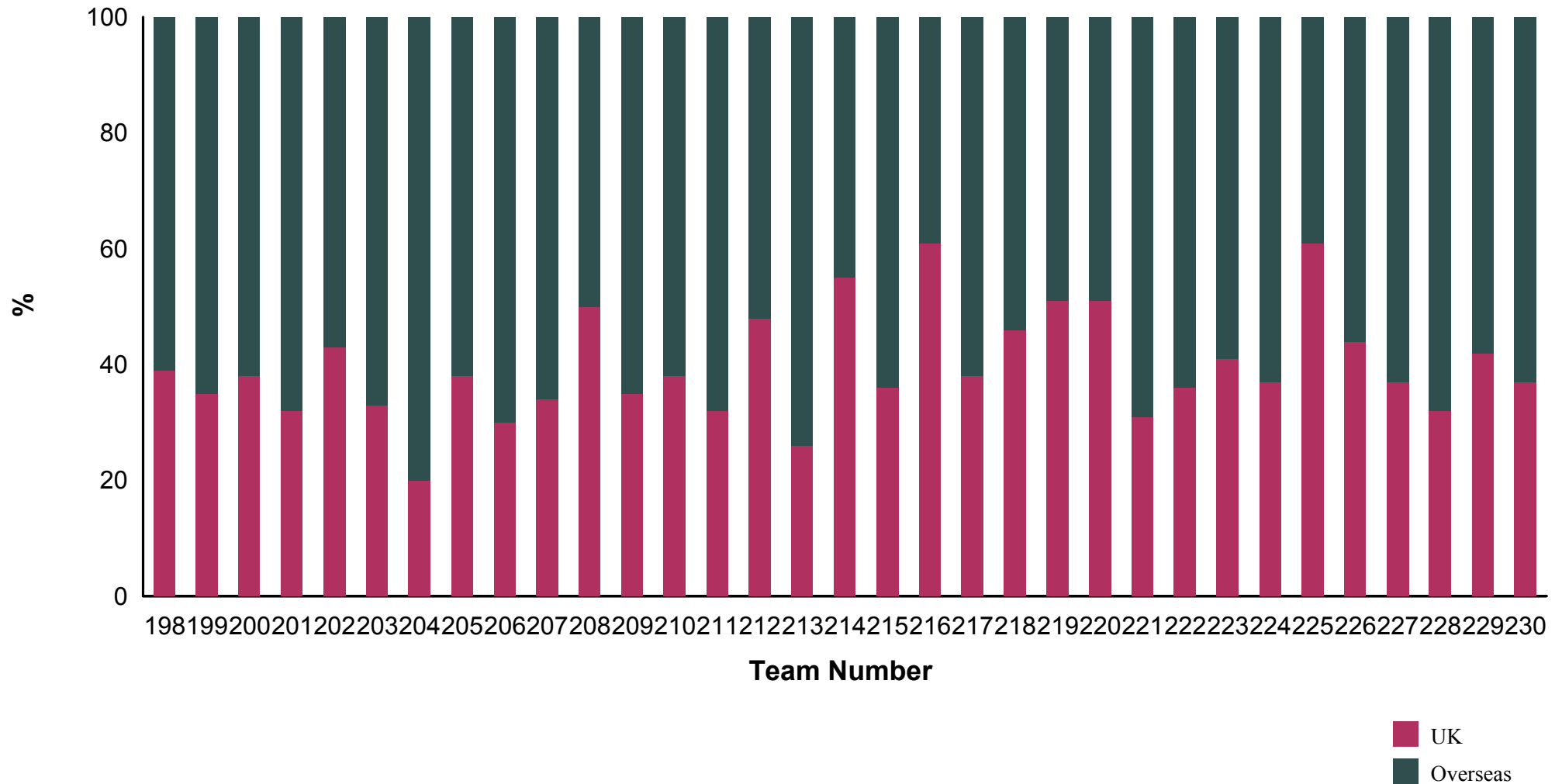
Developing an effective marketing strategy, and identifying new work in different sectors and locations (UK/Overseas) is critical to enable the business to grow by securing jobs through competitive bidding.

## MARKET SHARE SPLIT (BY SECTOR)

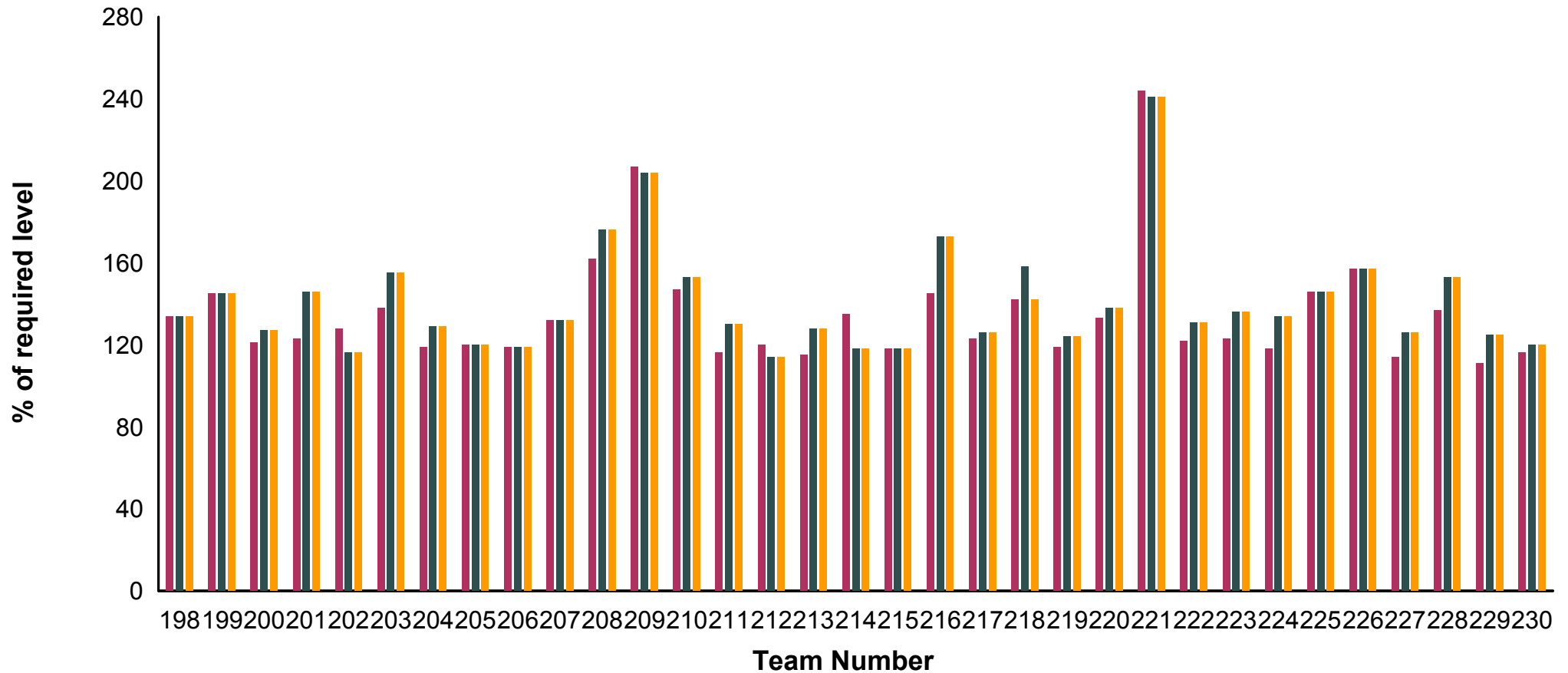


- Industrial
- Building & Commercial
- Transport
- Energy
- Water & Sewage

## MARKET SHARE SPLIT (BY LOCATION)



# OVERHEAD STAFFING

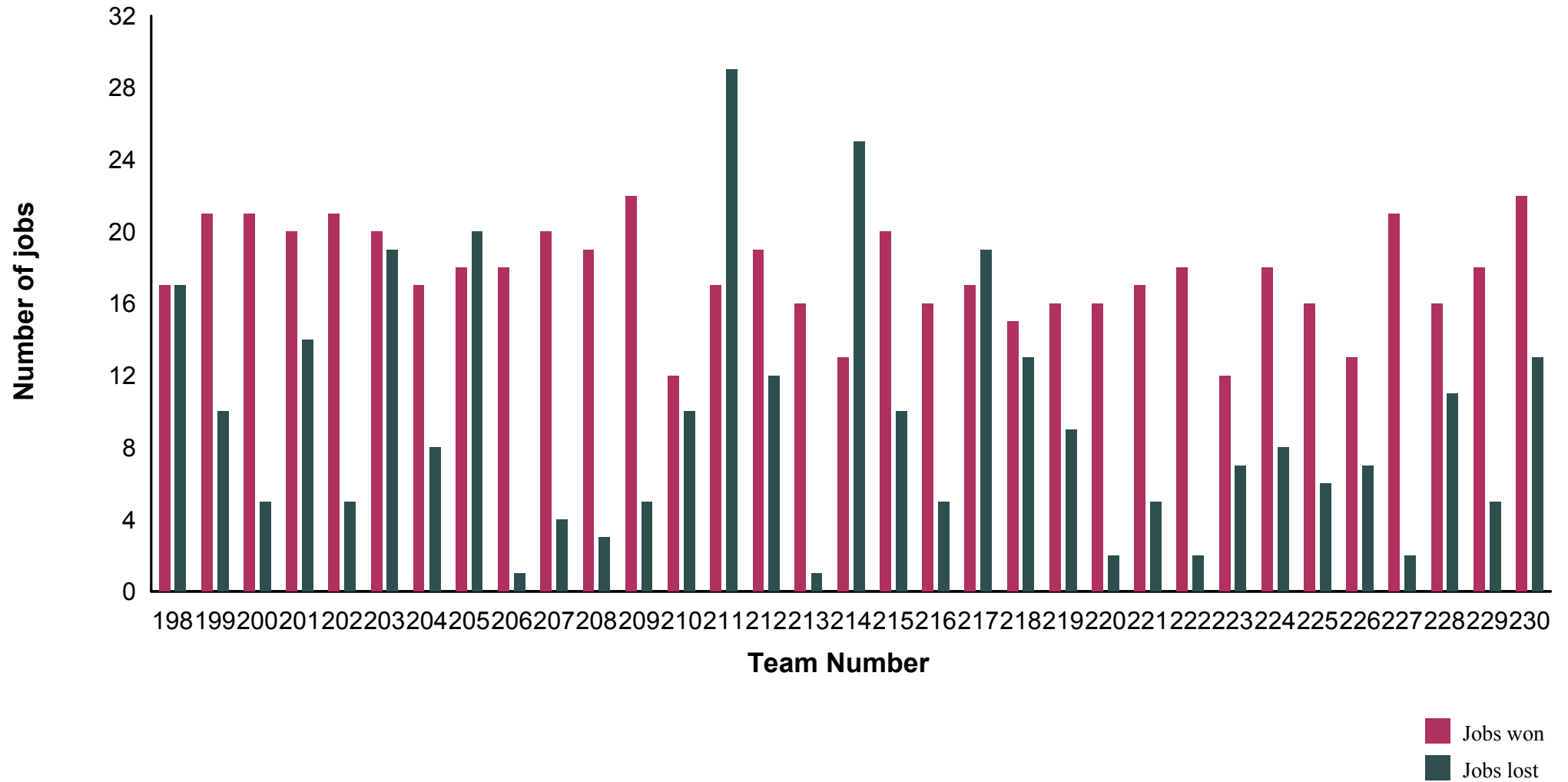


Efficient overhead management has a significant impact on operating profitability.

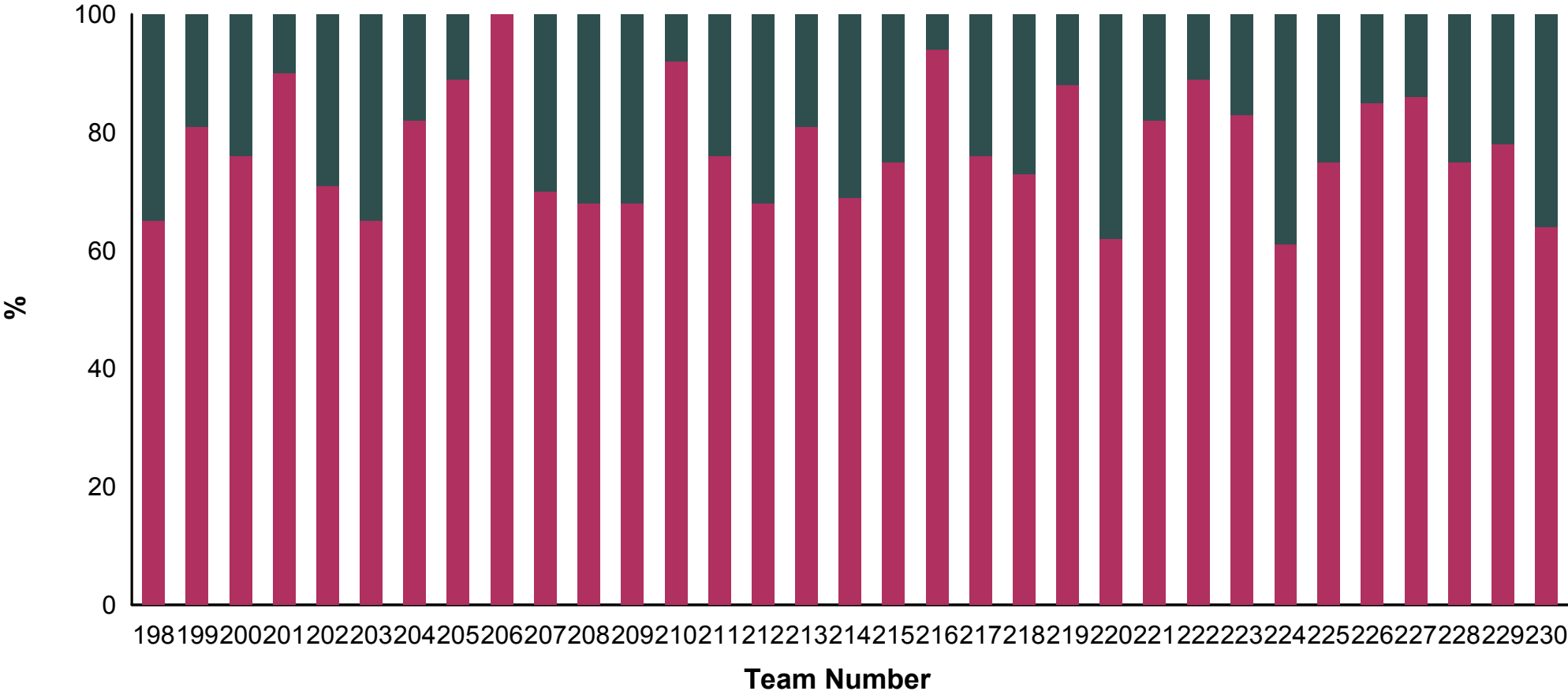
100% is the required level. Anything lower indicates understaffing, with an adverse affect on costs (Head Office and QHSE) or value (Measurement).

- Head Office
- QHSE
- Measurement

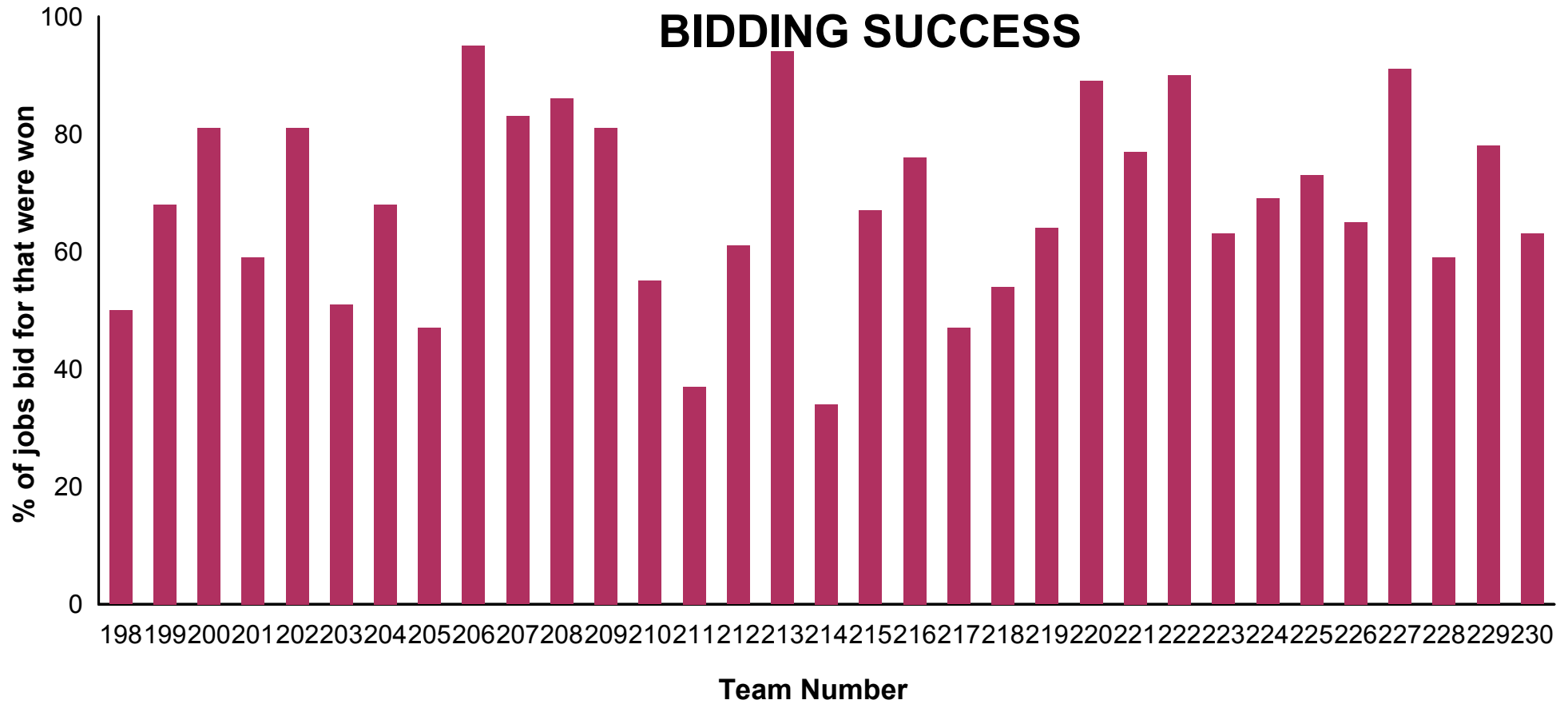
# JOBS WON AND LOST



# TYPE OF JOBS WON



■ Build only  
■ Design & Build

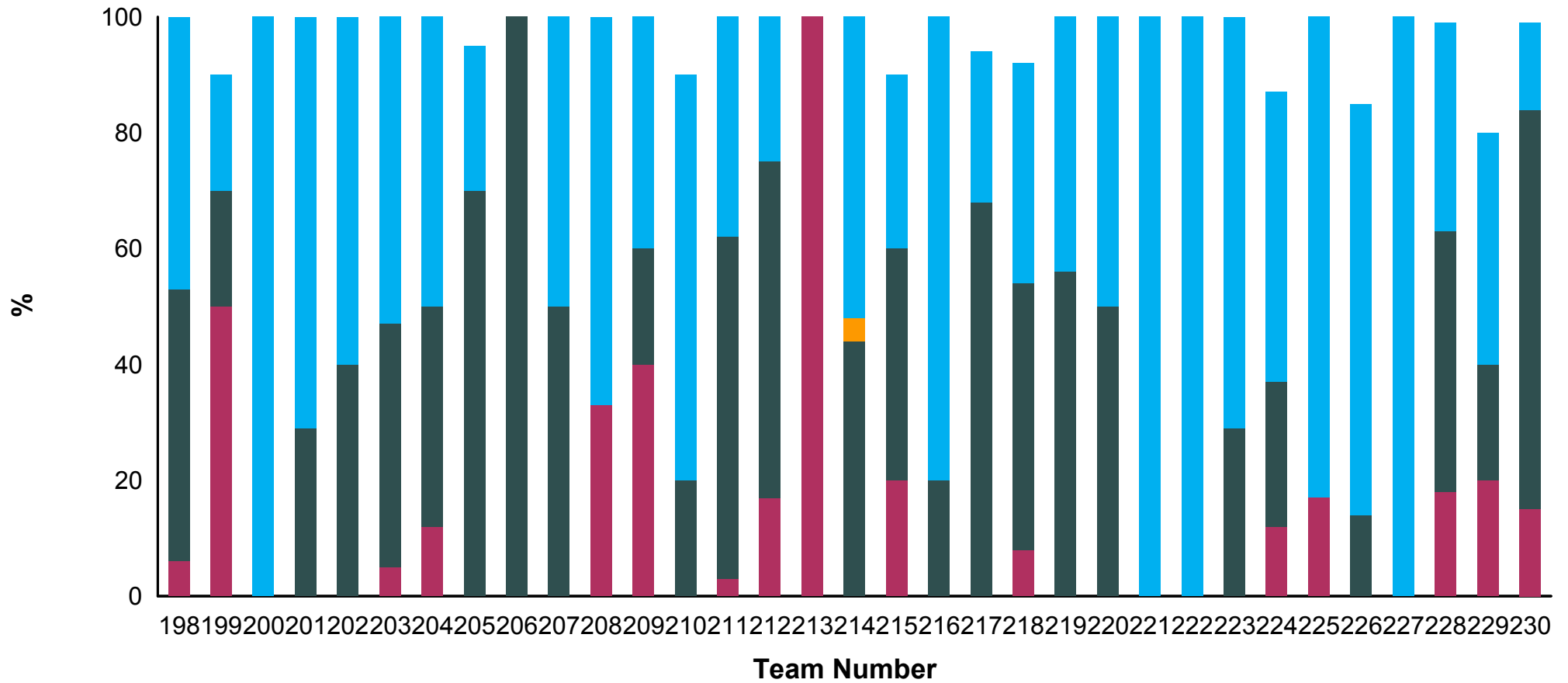


Every job that is bid for incurs a bidding cost putting the tender together, which increases overhead costs.

High bidding success keeps bidding costs to a minimum.

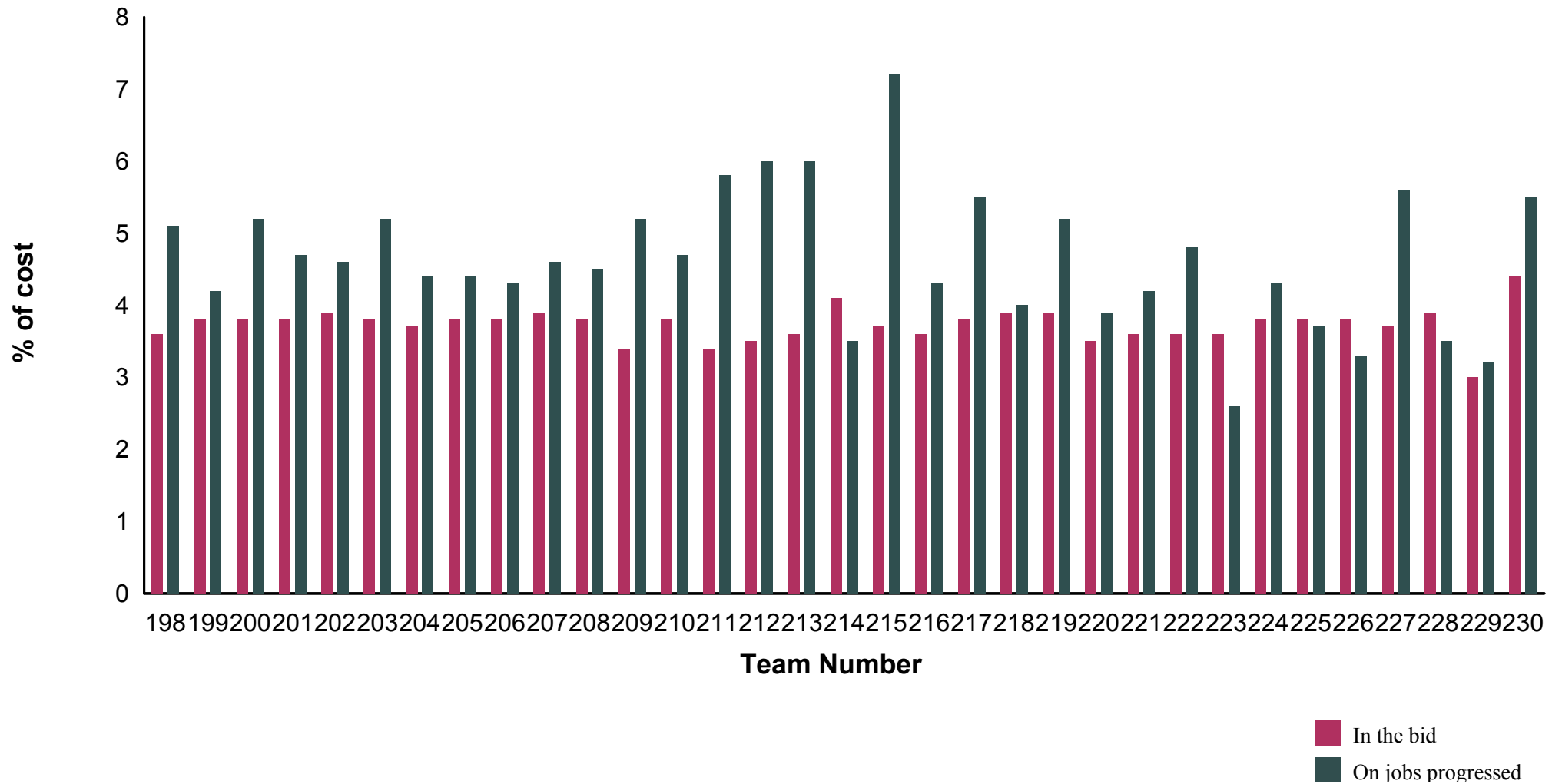


## REASON FOR JOB LOSS

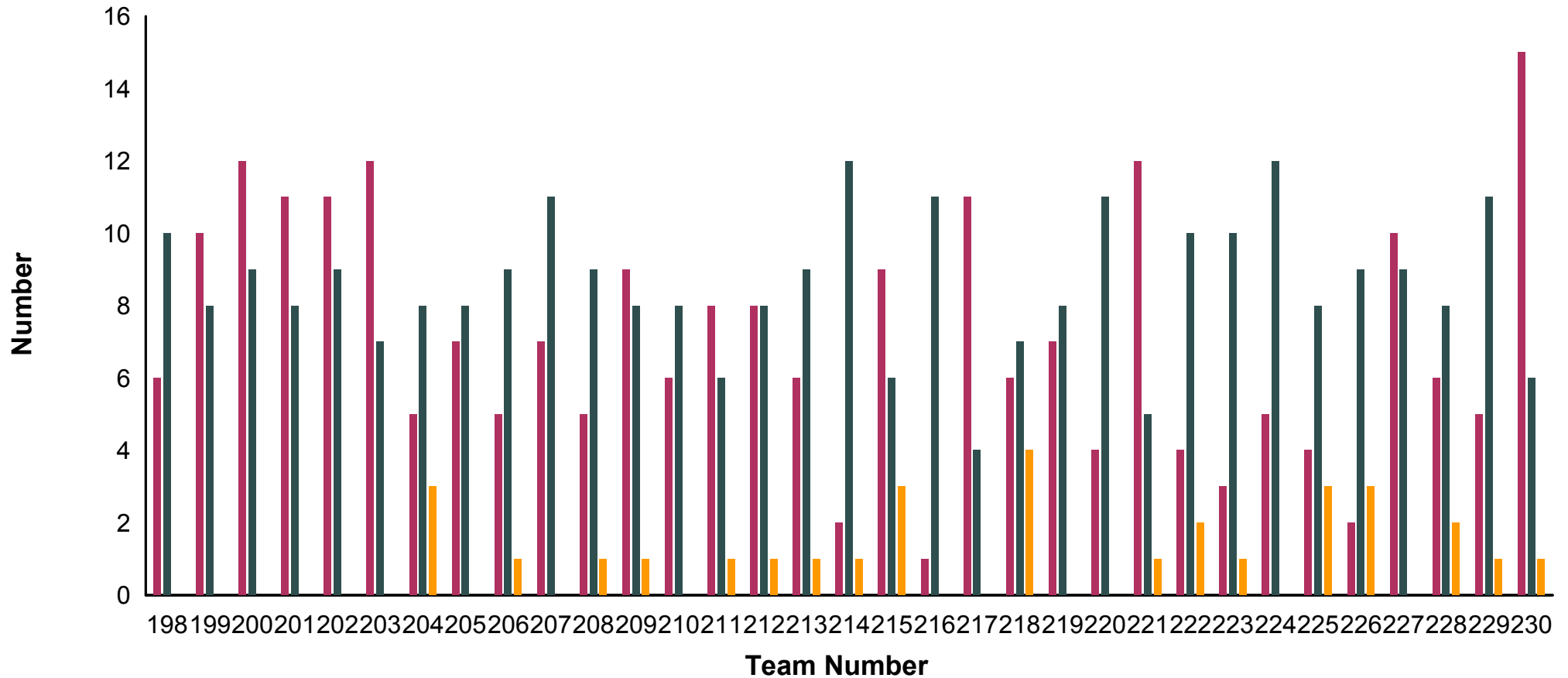


- Too many jobs in progress
- Capital base workload limitation
- Bid too low
- Bid too high

# MARGINS



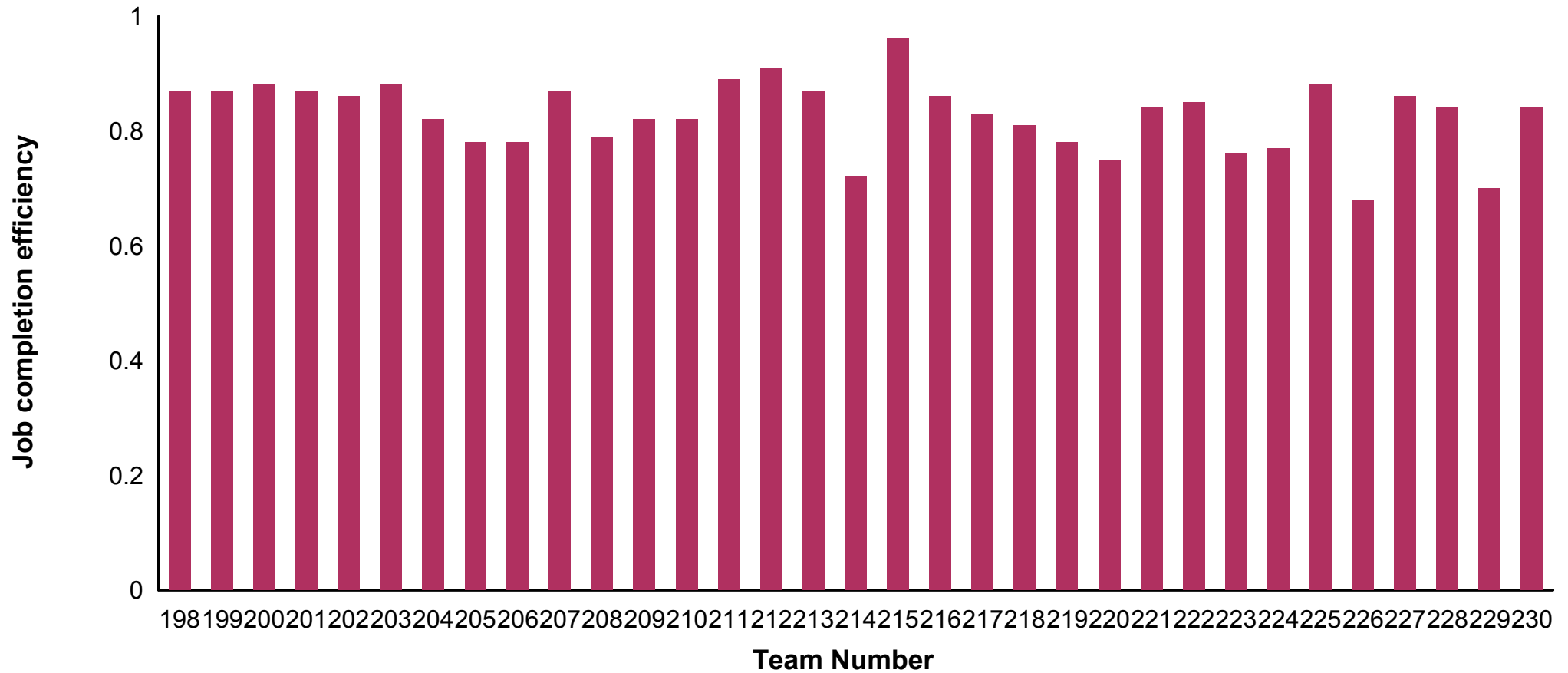
## JOB COMPLETION



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.

- Early
- On Time
- Late

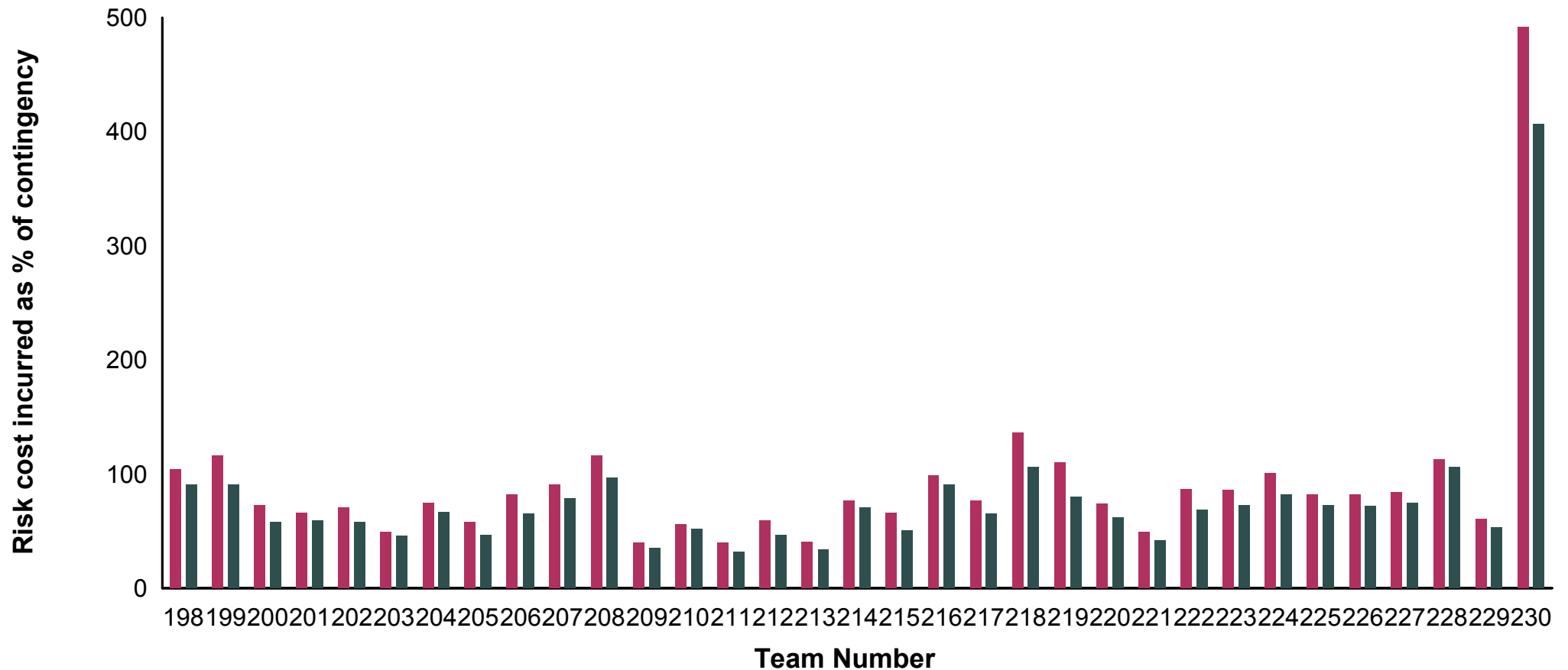
## LABOUR MANAGEMENT



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.

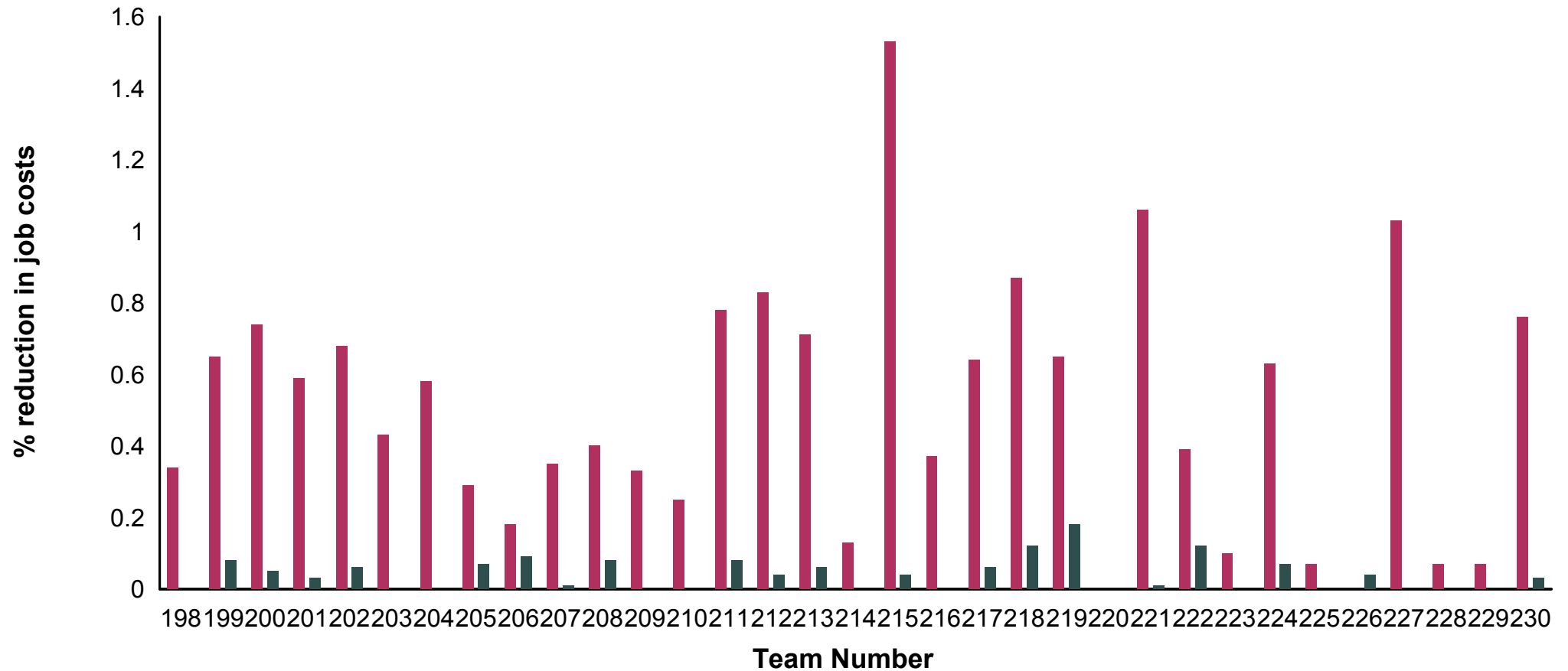
# RISK MANAGEMENT



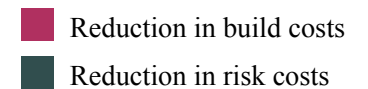
An effective risk management policy is crucial to keeping projects as profitable as possible.

- Before mitigating actions
- After mitigating actions

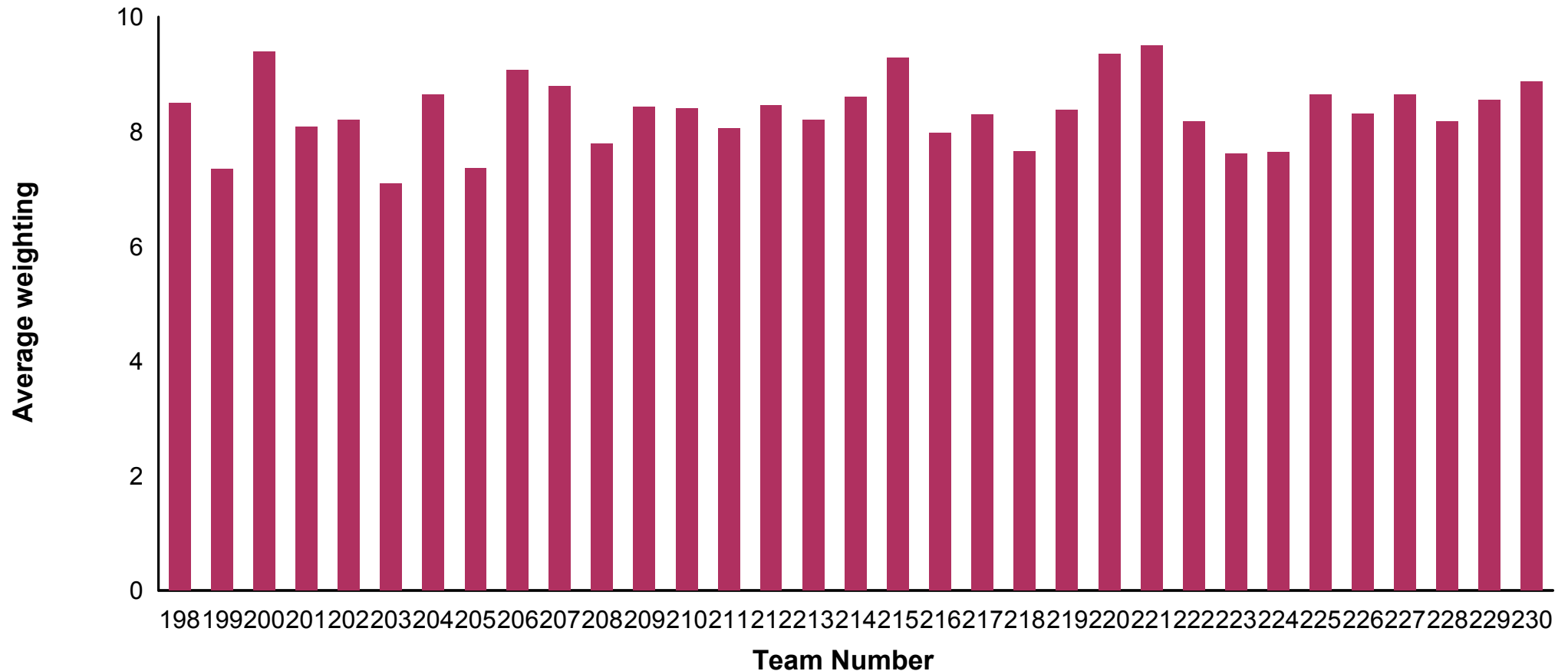
## TARGETED INVESTMENTS



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



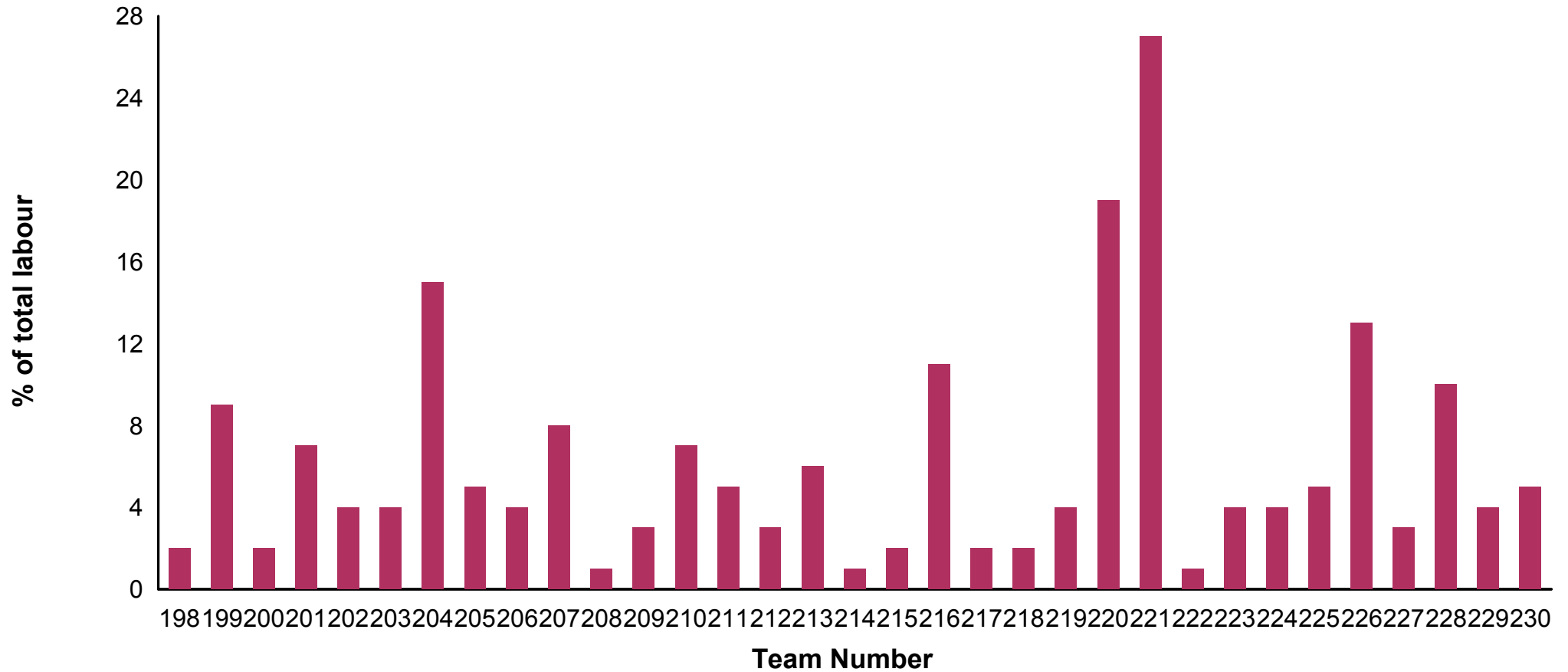
## PROJECT MANAGER (PERFORMANCE)



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

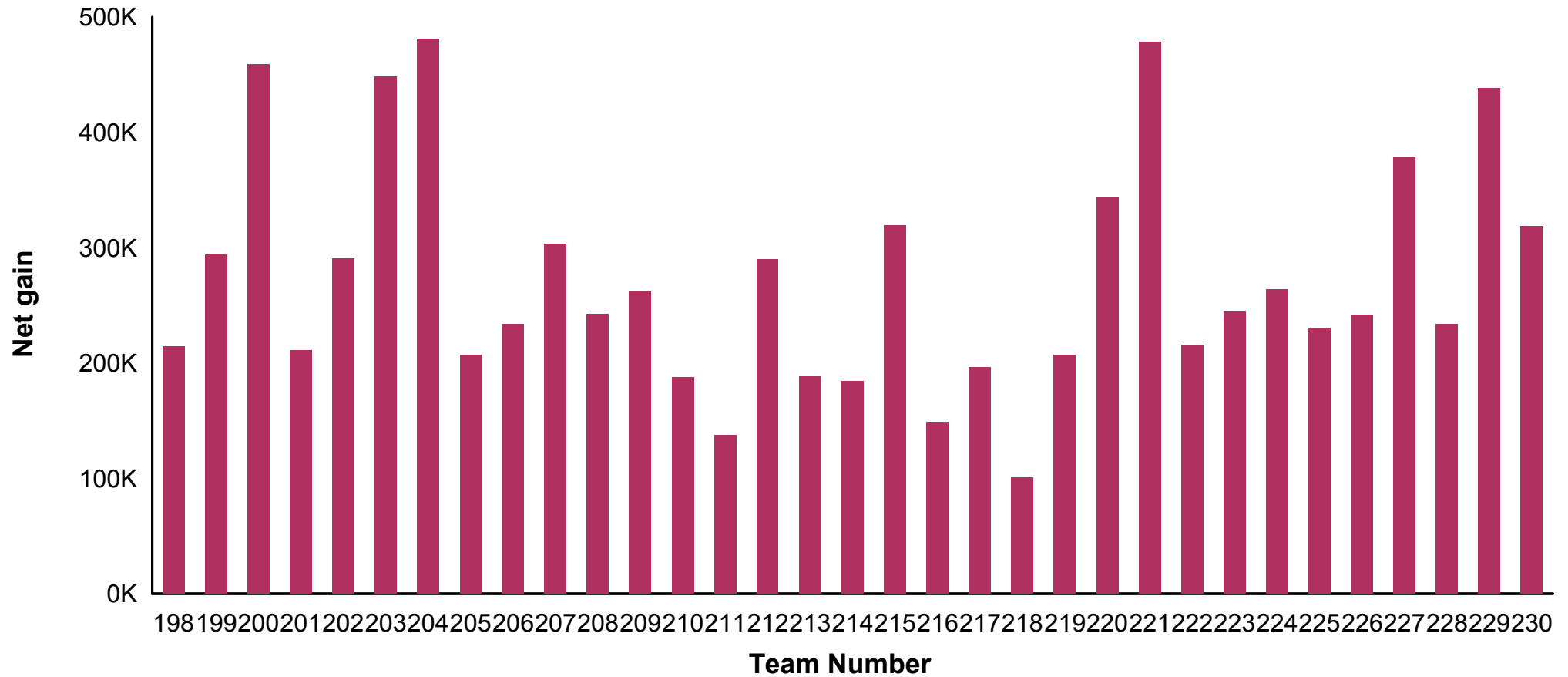


Subcontractor costs vary from country to country.

Excessive use of subcontractors can have an adverse affect on the morale of the company's own labour.

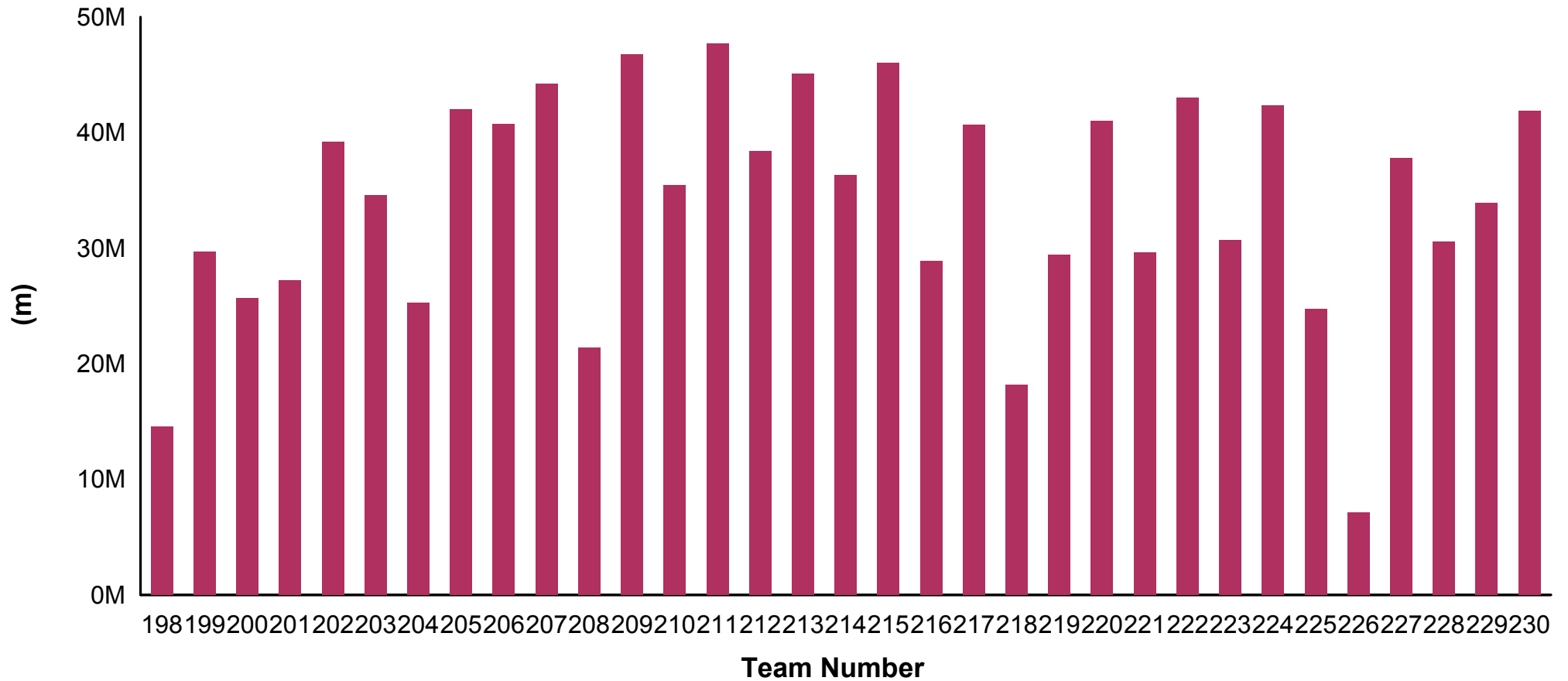


## PROJECT MANAGER (BONUS AFFECT)



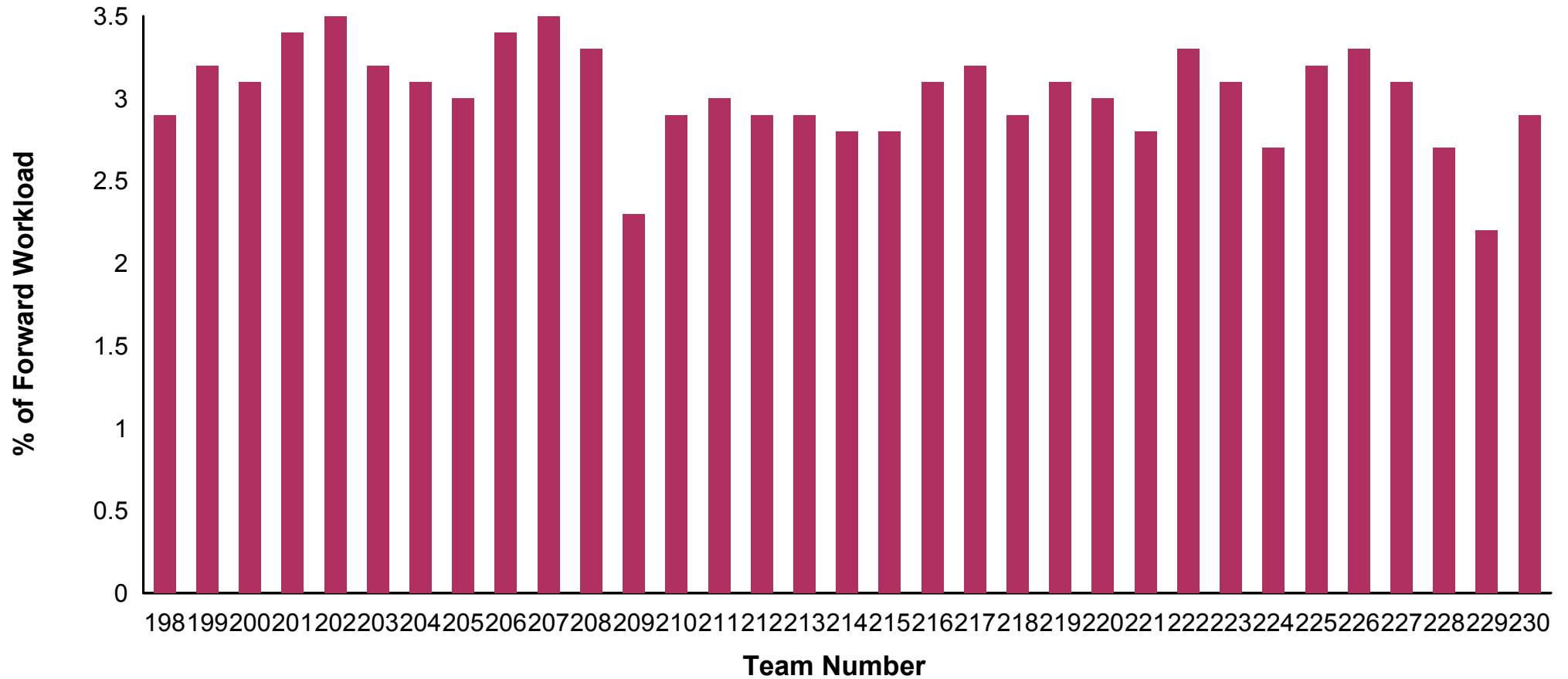
Paying a bonus to project managers not only prevents them from resigning, but can improve their productivity, with a potential net monetary gain (job profit).

## FOWARD WORKLOAD



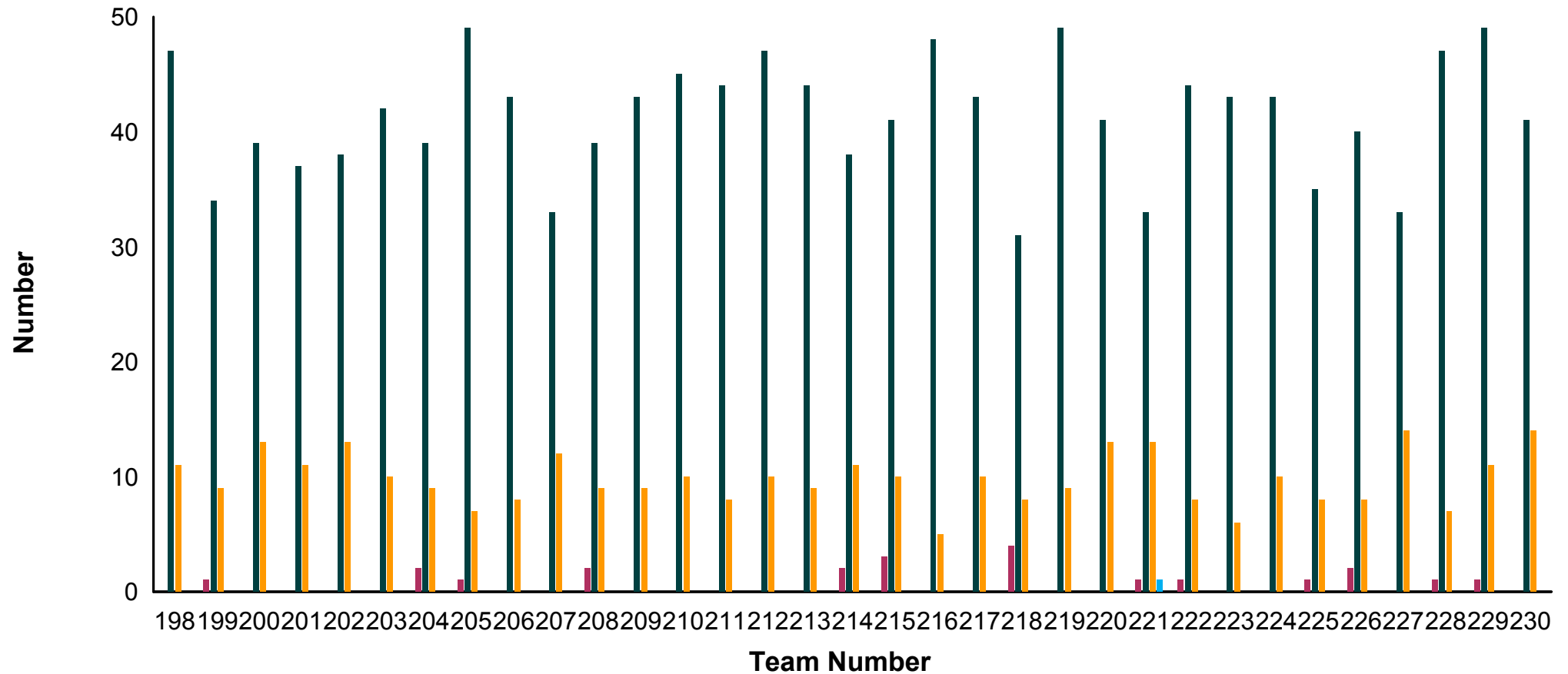
As well as past performance, the future outlook in terms of forward workload is key to the future prosperity of the business.

## FOWARD MARGIN



Forward workload needs to be profitable, and the forward margin measures this.

## CLIENT RELATIONSHIPS



Building strong client relationships can be crucial in securing new work.

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