



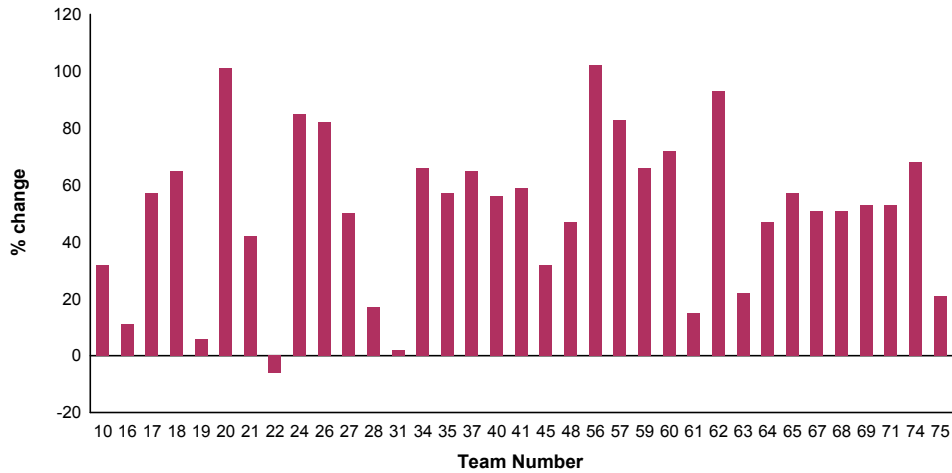
Canterbury/Auckland University Competition 2015

COMPARATIVE ASSESSMENT OF TEAMS REPORT FOR CANTERBURY UNIVERSITY

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
10	Newyhewy & Associates	8	32	40	26	28	49	5	17	0	54	46	183	230	230	37	19	18	51	5.5	2.0	2.6
16	White and black	8	11	19	32	0	60	40	0	0	50	50	151	170	170	32	16	16	50	4.4	1.6	2.2
17	UICon	8	57	152	32	1	50	20	29	0	39	61	206	192	186	32	19	13	59	7.1	1.8	4.0
18	Crewe Construction	8	65	242	29	5	53	24	11	7	52	48	216	243	243	34	19	15	56	8.2	1.7	4.9
19	The Money Team - International Mr Worldwid	8	6	5	28	7	45	23	16	8	41	59	201	218	218	24	16	8	67	4.1	1.7	1.8
20	DAVE (Design And Value Engineering)	8	101	234	34	24	53	23	0	0	48	52	207	214	214	26	20	6	77	8.6	1.6	5.2
21	Jims	8	42	91	23	11	75	8	6	0	52	48	231	243	243	24	11	13	46	6.7	1.9	3.5
22	CHARJ	8	-6	61	28	11	45	18	13	13	32	68	192	183	183	23	12	11	52	7.3	2.9	3.2
24	Gimme Five	8	85	213	32	12	59	23	5	2	53	47	249	249	249	34	15	19	44	8.7	2.1	4.9
26	Heading North	8	82	180	30	11	64	23	0	0	51	49	203	225	225	22	20	2	91	7.7	1.4	4.8
27	Malk Inc	8	50	149	31	25	68	7	0	0	31	69	202	199	199	23	10	13	43	7.8	1.8	4.6
28	Hugh Jass Construction	8	17	27	23	12	53	22	6	7	51	49	161	187	187	34	16	18	47	5.1	1.8	2.5
31	TLC Global	8	2	-10	28	5	71	22	0	2	32	68	216	234	234	45	14	31	31	4.4	2.1	1.5
34	The Pterodactyls	8	66	153	32	5	50	23	21	0	21	79	219	223	223	32	17	15	53	7.8	1.8	4.5
35	FHC & Sons	8	57	173	34	5	54	19	22	0	38	62	238	295	289	40	17	23	42	7.8	2.3	4.2
37	Prestige Worldwide	8	65	151	30	10	57	32	1	0	55	45	160	191	185	28	18	10	64	7.4	1.5	4.5
40	Surge	8	56	134	30	0	46	34	20	0	50	50	201	213	213	40	20	20	50	6.9	1.9	3.8
41	The Construction Boys	8	59	124	23	28	71	1	0	0	49	51	218	231	231	27	18	9	67	7.2	2.0	3.9
45	Bottom Line	8	32	81	29	0	59	11	30	0	41	59	138	152	146	29	18	11	62	5.0	1.3	2.8
48	Jem CC	8	47	126	30	14	58	15	8	4	43	57	252	260	260	35	18	17	51	7.4	2.4	3.8

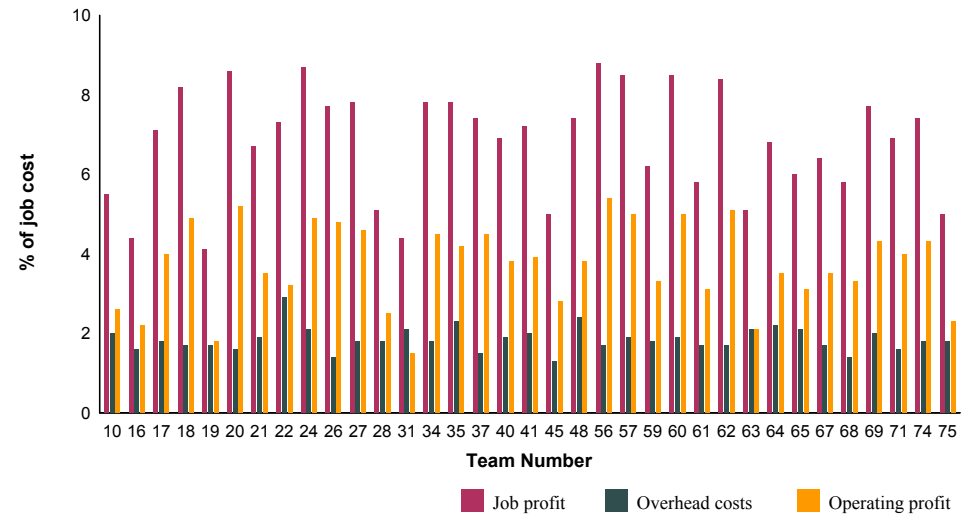
56	Amlet Construction	8	102	280	26	20	42	23	13	3	60	40	227	230	230	43	26	17	60	8.8	1.7	5.4
57	Riccarton Aesthetics Crew Ltd	8	83	219	32	10	52	21	13	4	47	53	176	213	213	34	21	13	62	8.5	1.9	5.0
59	TDU Consulting	8	66	112	30	41	56	1	1	1	45	55	184	210	194	34	18	16	53	6.2	1.8	3.3
60	HF Construction	8	72	277	31	0	51	24	25	0	37	63	215	228	228	59	22	37	37	8.5	1.9	5.0
61	Kerbus & Co	8	15	69	27	7	58	26	9	1	42	58	119	129	137	23	11	12	48	5.8	1.7	3.1
62	Weta Construction Ltd	8	93	214	29	7	63	1	29	1	38	62	217	213	229	30	18	12	60	8.4	1.7	5.1
63	K.Y.L.E.D Ltd	8	22	10	29	1	42	16	37	4	36	64	224	252	224	43	16	27	37	5.1	2.1	2.1
64	Mid Lane Construction	8	47	90	27	7	66	10	17	0	55	45	229	231	231	59	20	39	34	6.8	2.2	3.5
65	Envisioned Concepts	8	57	-3	30	1	58	0	40	0	37	63	210	264	258	36	13	23	36	6.0	2.1	3.1
67	Thomas S. Lee Construction	8	51	96	24	8	58	34	0	0	63	37	158	182	182	26	20	6	77	6.4	1.7	3.5
68	Group 36	8	51	111	31	2	59	27	12	0	38	62	181	201	195	28	21	7	75	5.8	1.4	3.3
69	No Ragrets	8	53	172	31	0	57	40	4	0	38	62	221	238	238	37	17	20	46	7.7	2.0	4.3
71	Design and Engineering Construction LTD	8	53	139	24	8	47	23	21	0	67	33	170	206	206	31	21	10	68	6.9	1.6	4.0
74	Fish-Wang and Co	8	68	159	31	1	50	37	13	0	35	65	215	231	231	23	18	5	78	7.4	1.8	4.3
75	KR Solutions	8	21	43	18	16	55	25	2	1	55	45	154	195	166	29	16	13	55	5.0	1.8	2.3

COMPANY VALUE



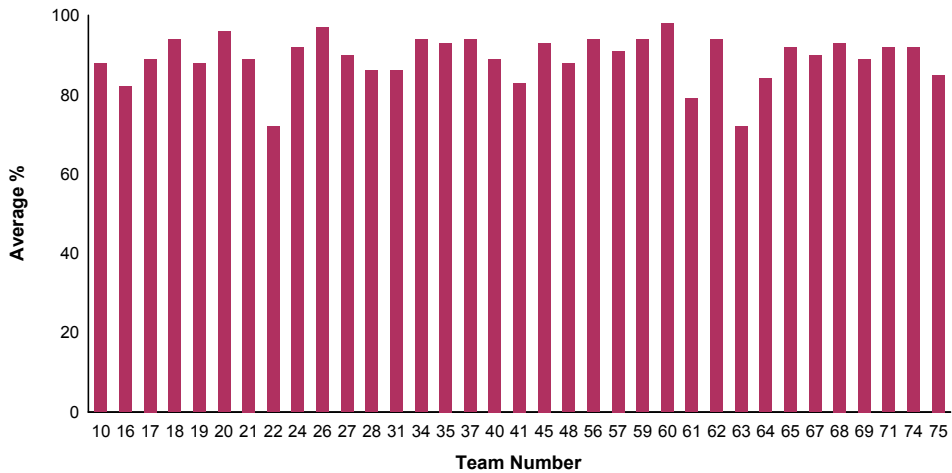
Increasing the value of the business is the prime objective of the management team.

PROFITABILITY



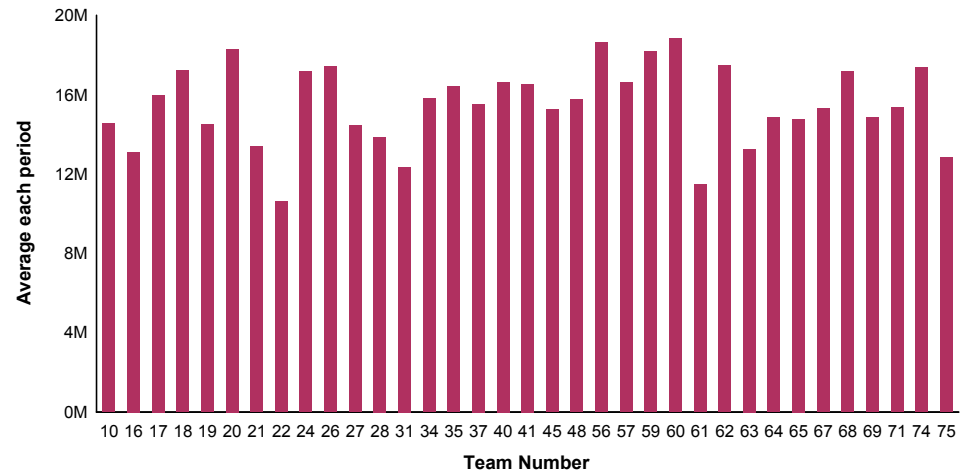
Managing jobs as profitably as possible, and keeping overhead costs under control, are both key drivers in ensuring that the company's operating profit is as healthy as possible. This ultimately feeds into the cash account, and affects company value.

CAPITAL EMPLOYED



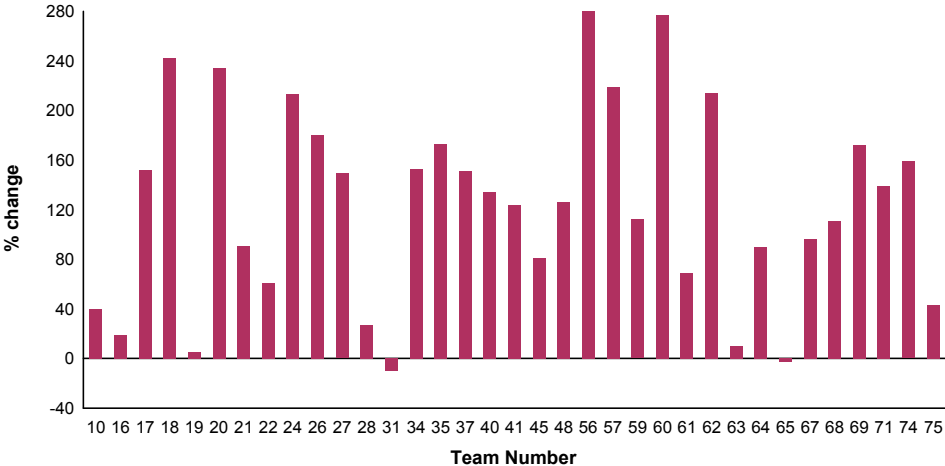
The Capital Employed measures how much of the company's capital base (infrastructure) is being utilised through winning and progressing work.

TURNOVER



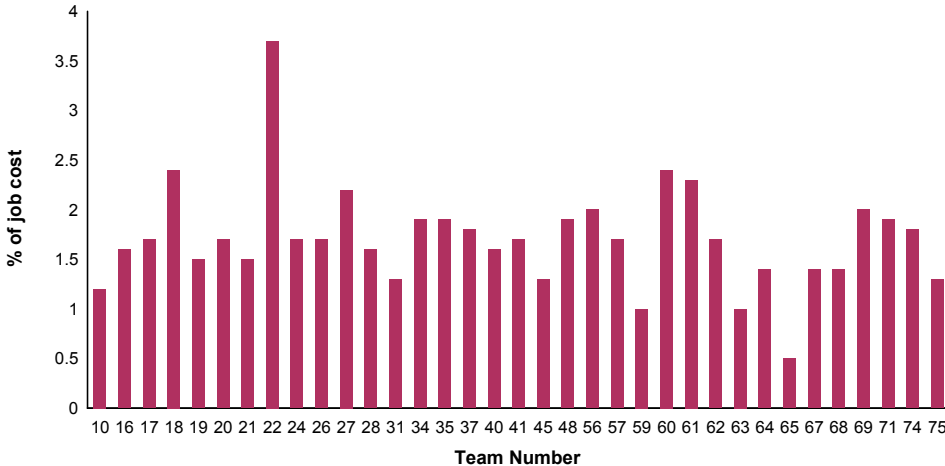
Identifying and securing new work ensures that the turnover (monies earned) across all jobs progressed is healthy.

SHARE PRICE



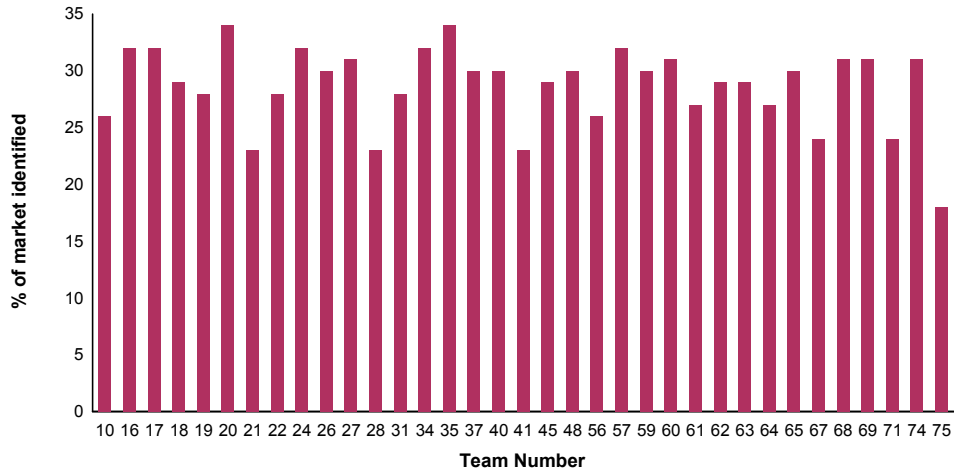
Shareholders like receiving high dividends. However, it is the company's share price, which takes into account a number of factors, that reflects how well a business is performing.

DIVIDEND PAID



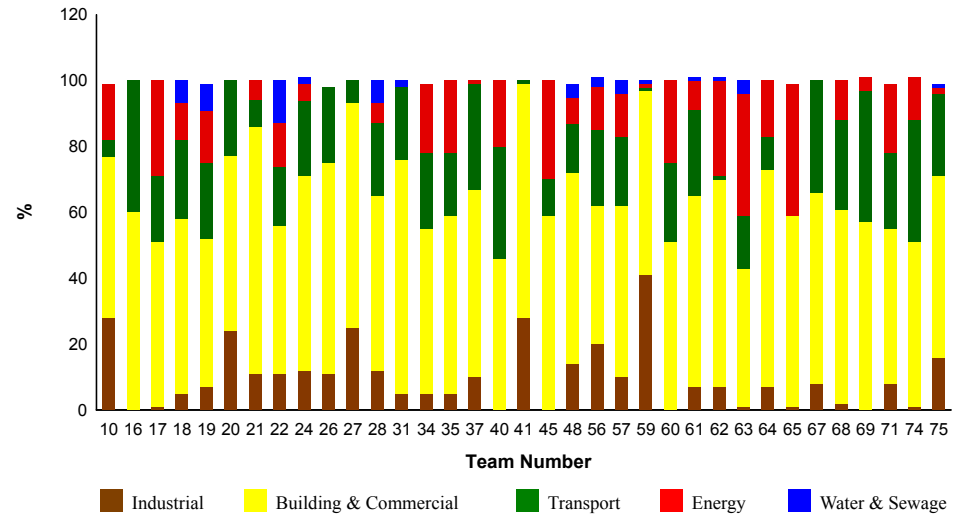
The level of dividend paid to shareholders should be in line with what the company can afford, and not exceed the operating profits of the business.

MARKET SHARE (OVERALL)

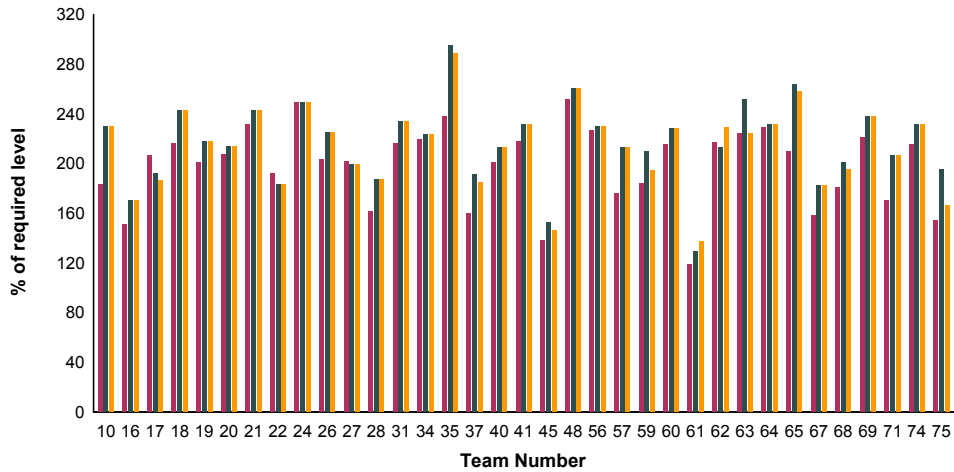


Developing an effective marketing strategy, and identifying new work in different sectors and locations (UK/Overseas) is critical to enable the business to grow by securing jobs through competitive bidding.

MARKET SHARE SPLIT (BY SECTOR)

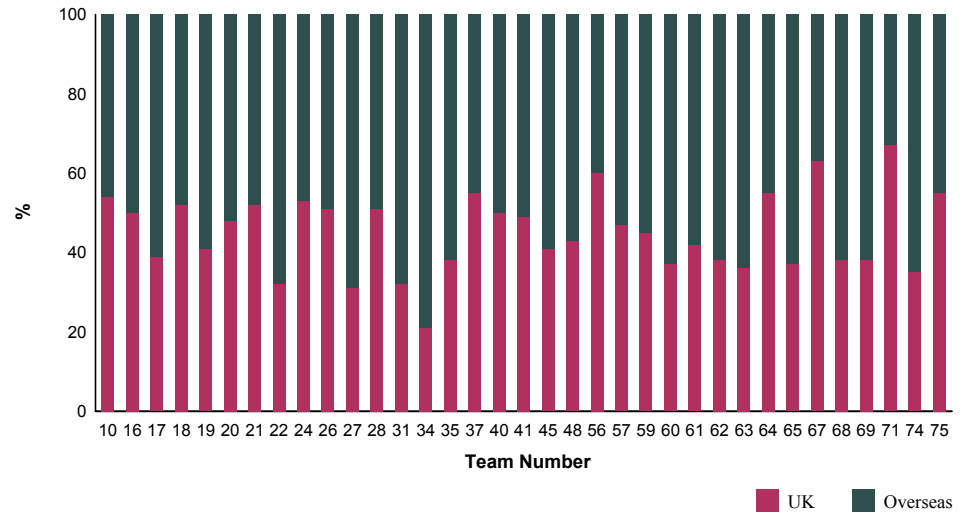


OVERHEAD STAFFING

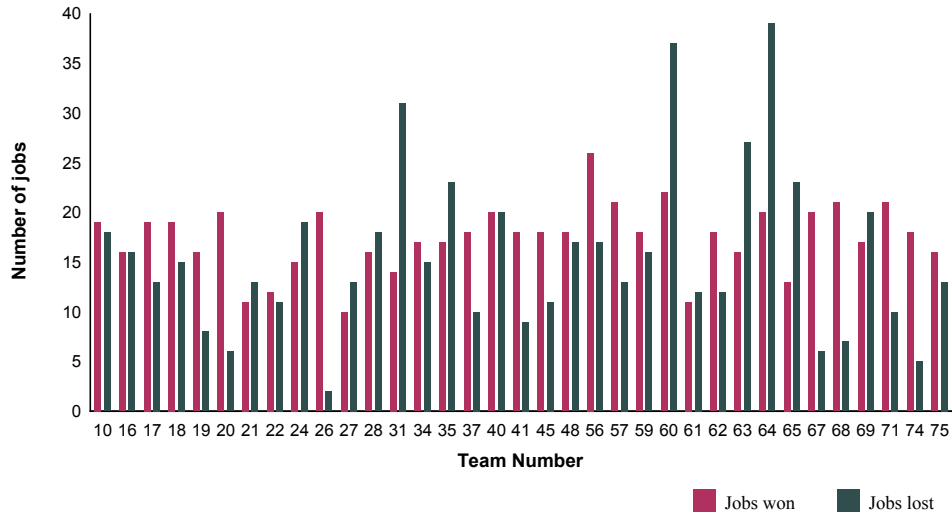


Efficient overhead management has a significant impact on operating profitability. 100% was the benchmark to have no adverse affects on costs and value, but the optimum level was 200%.

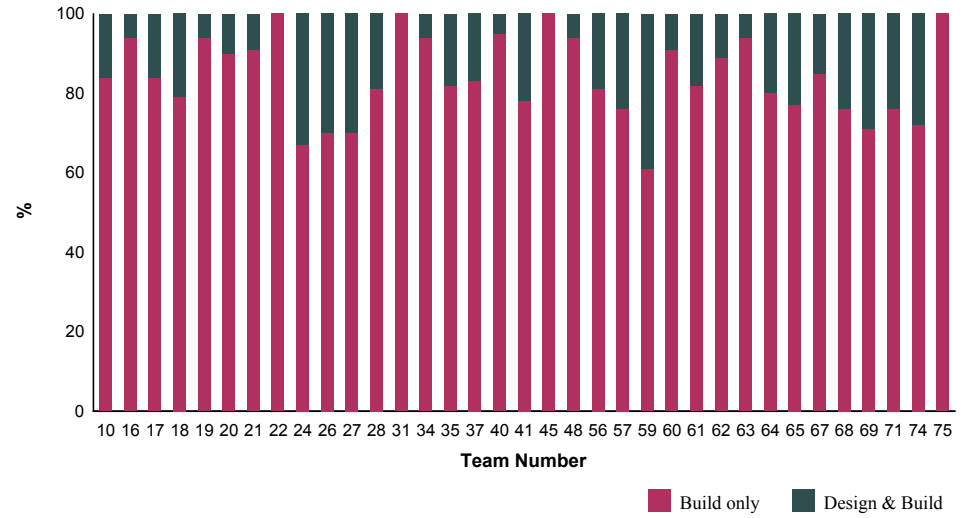
MARKET SHARE SPLIT (BY LOCATION)



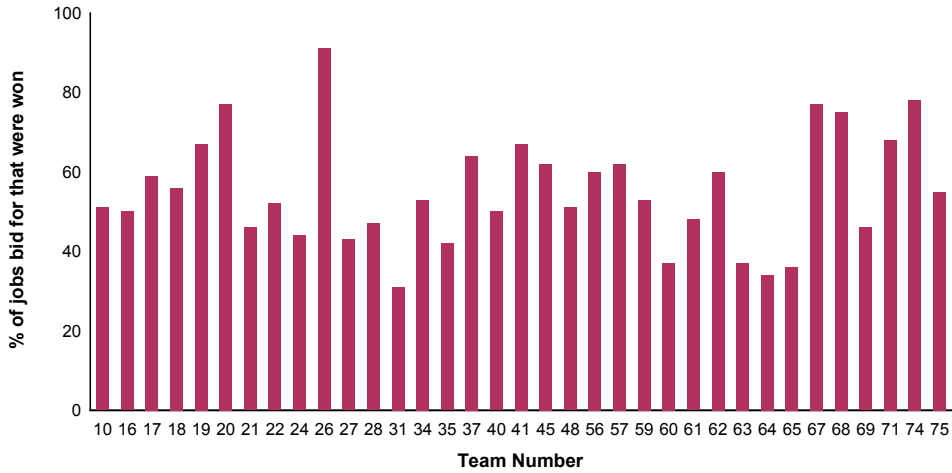
JOBS WON AND LOST



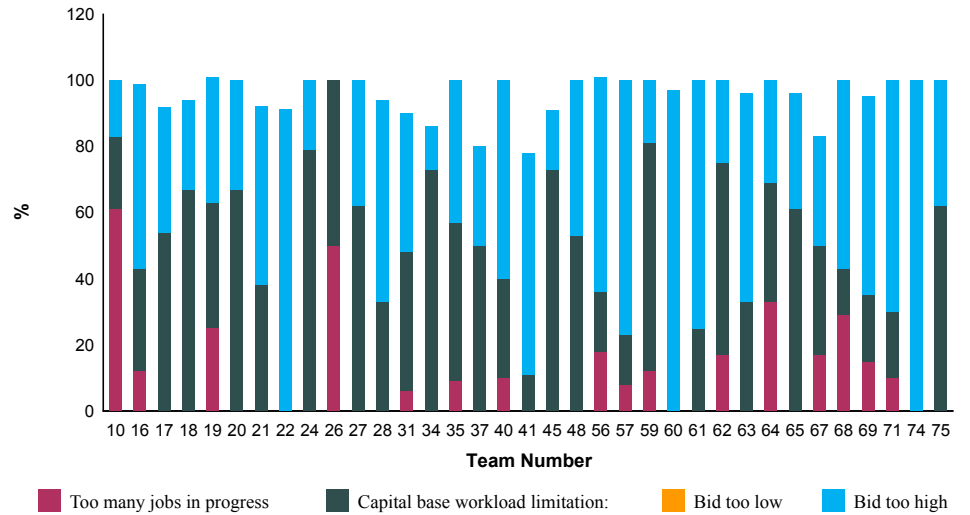
TYPE OF JOBS WON



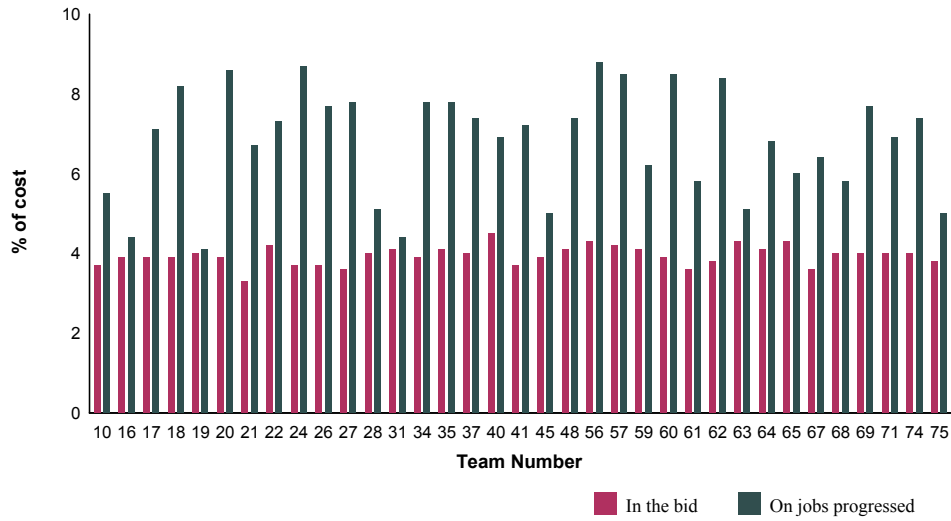
BIDDING SUCCESS



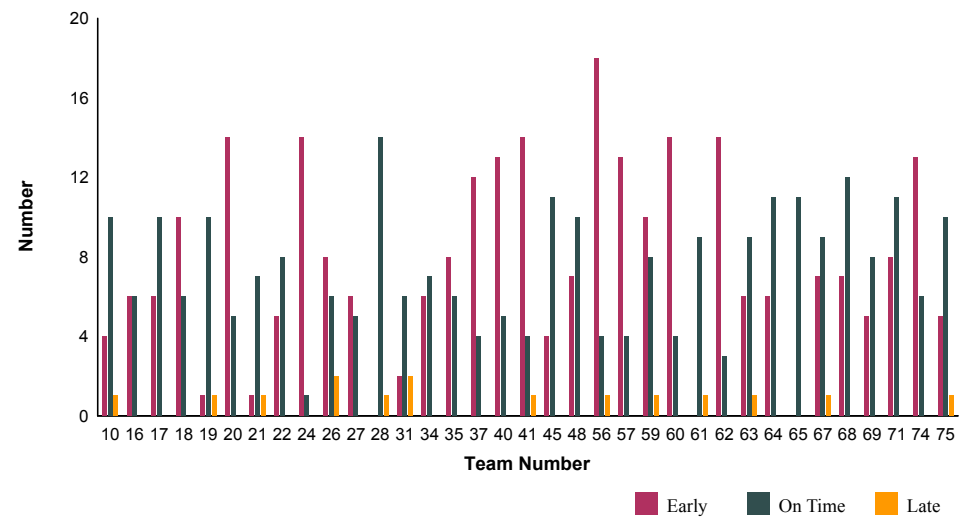
REASON FOR JOB LOSS



MARGINS

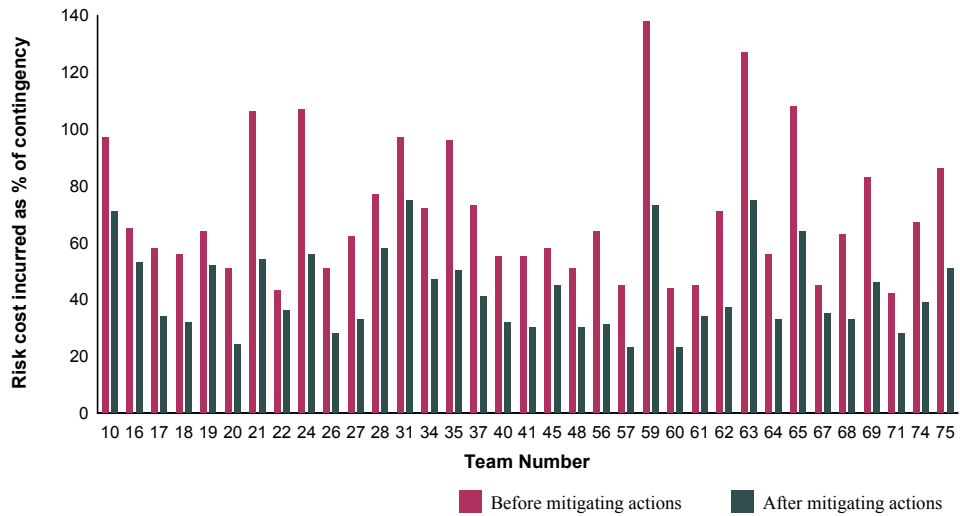


JOB COMPLETION



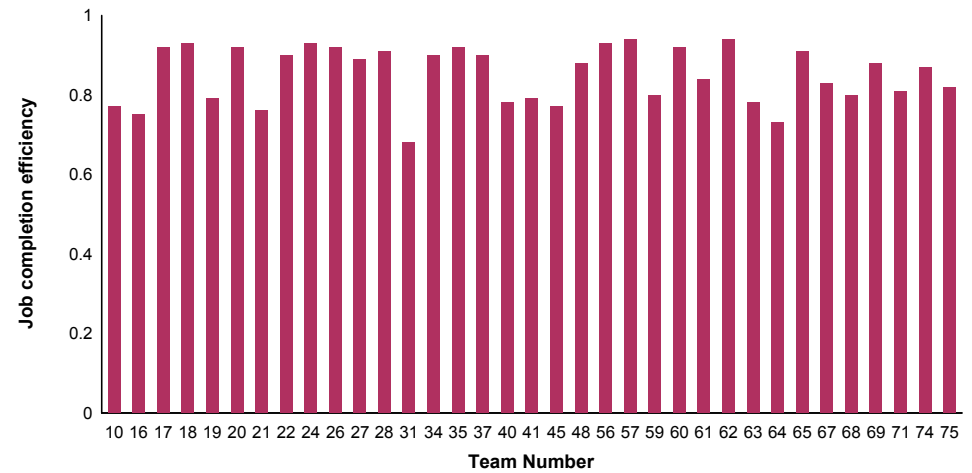
Early job completion earns a bonus from the client, frees off resources, and improves client relationship. Conversely, late completion incurs a penalty charge, and can significantly damage client relationship.

RISK MANAGEMENT



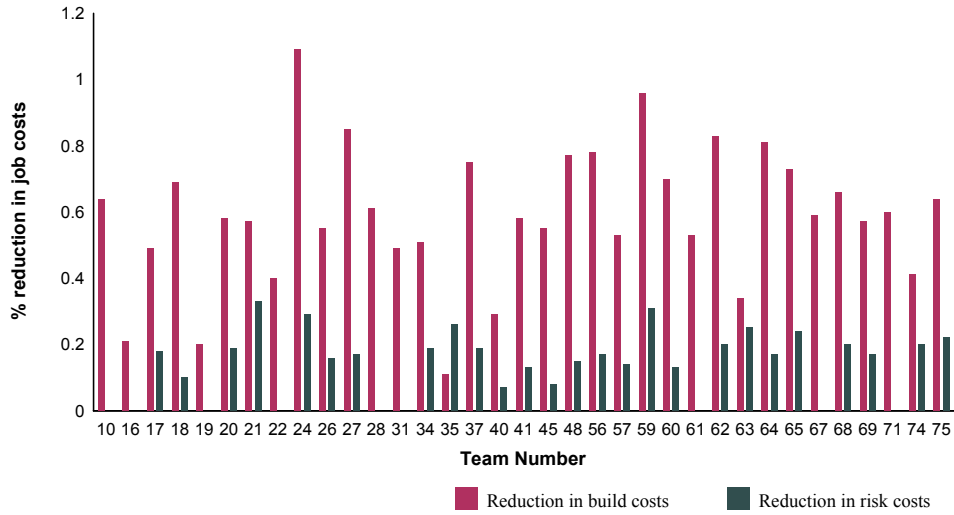
An effective risk management policy is crucial to keeping projects as profitable as possible.

LABOUR MANAGEMENT



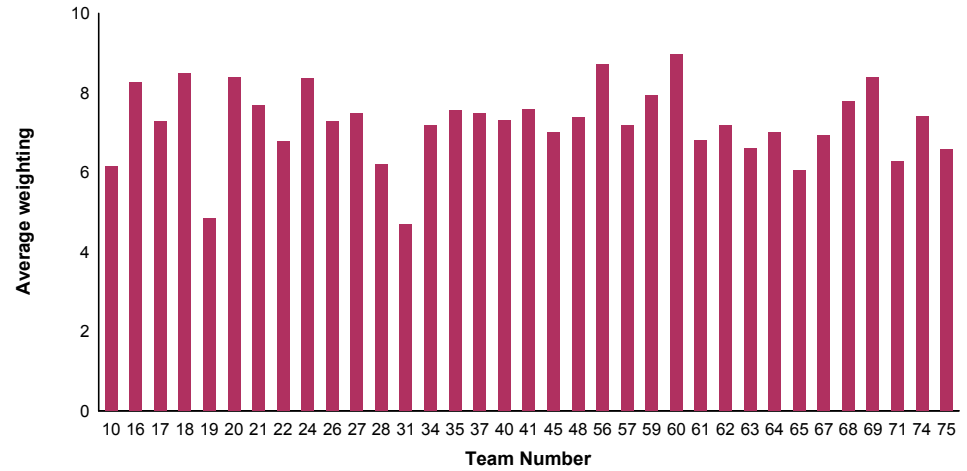
Completing jobs as efficiently as possible in terms of labour resourcing is key to maximising job profits. The efficiency rating is from 0 to 1, where 1 is the optimum level.

TARGETED INVESTMENTS



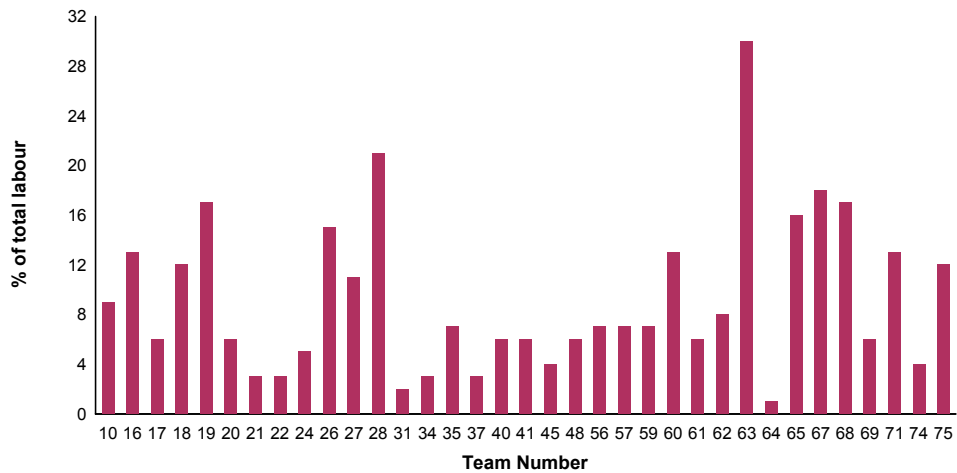
Targeted investments can reduce job costs, such as build and risk costs, significantly.

PROJECT MANAGER (PERFORMANCE)

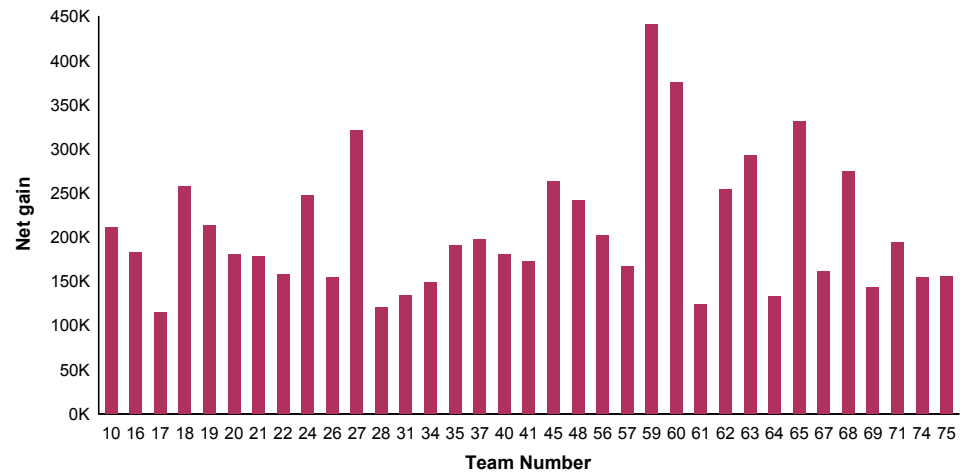


A project manager with well-matched experience for a particular type of job will handle available resources more efficiently, whilst a project manager with inappropriate experience will impair contract efficiency. Project managers are weighted from 1 (Poor) to 10 (The best possible).

SUBCONTRACTOR USAGE

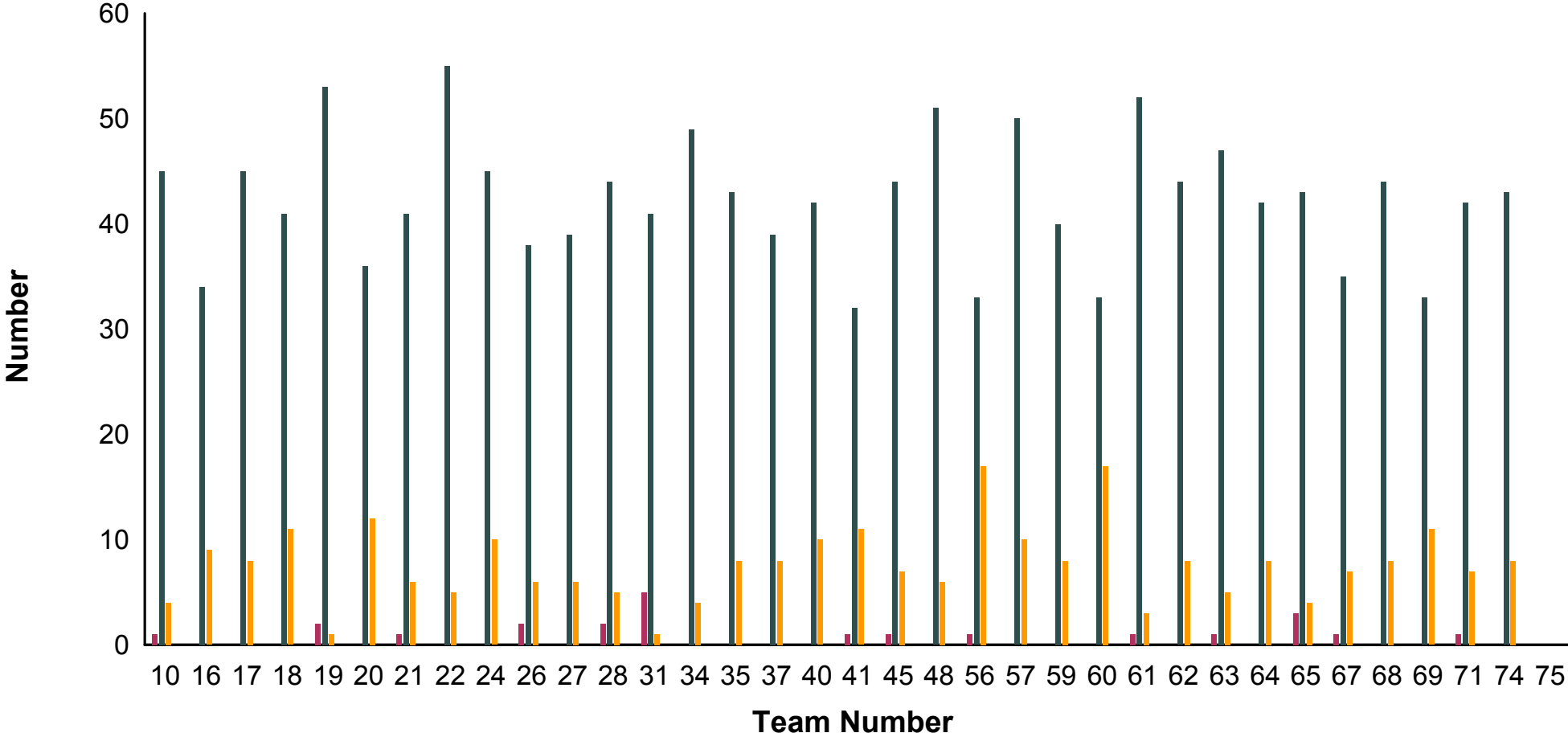


PROJECT MANAGER (BONUS AFFECT)



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