



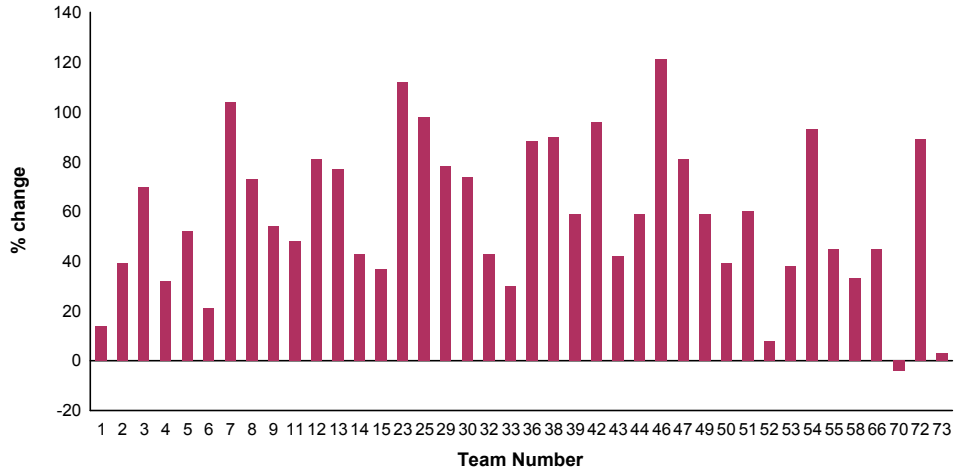
Canterbury/Auckland University Competition 2015

COMPARATIVE ASSESSMENT OF TEAMS REPORT FOR AUCKLAND 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
1	The Brain Trust	8	14	21	26	13	40	20	20	8	63	37	177	188	188	44	17	27	39	4.5	1.7	2.0
2	Westbrooke & Co. Consulting Engineers Ltd	8	39	141	29	10	47	24	13	5	44	56	198	198	198	31	20	11	65	7.4	2.1	4.0
3	Biggest Hammer Wins	8	70	143	31	1	41	35	22	0	49	51	212	216	216	56	21	35	38	7.7	2.1	4.2
4	No.8	8	32	62	31	1	59	22	19	0	45	55	141	162	162	24	13	11	54	5.5	1.6	2.9
5	Bob's Builders	8	52	96	20	0	60	35	5	0	39	61	139	147	147	31	17	14	55	6.0	1.2	3.6
6	Strata Construction	8	21	39	32	9	47	21	15	9	47	53	158	158	158	23	14	9	61	5.0	1.9	2.4
7	Mycroft Construction	8	104	281	31	26	51	23	0	0	40	60	236	249	249	34	21	13	62	9.1	2.0	5.4
8	Engima	8	73	172	34	0	65	34	0	0	43	57	287	275	299	46	19	27	41	8.8	2.7	4.7
9	The Enguineers	8	54	138	26	7	47	19	13	14	55	45	157	170	170	28	21	7	75	6.5	1.4	3.9
11	Juggernaut	8	48	119	33	0	50	21	29	0	39	61	174	209	209	25	13	12	52	7.0	1.8	4.0
12	Rhino Construction Limited	8	81	217	29	8	55	10	17	9	40	60	222	245	245	53	23	30	43	7.9	1.9	4.5
13	6 Spades Construction	8	77	192	28	18	58	23	1	0	36	64	139	167	167	25	19	6	76	7.4	1.3	4.6
14	Era Corporation	8	43	117	26	24	44	13	10	8	46	54	175	205	205	25	12	13	48	6.5	1.5	3.7
15	Aardvark Industries	8	37	146	30	27	42	31	0	0	32	68	225	229	229	37	16	21	43	6.5	2.1	3.4
23	Alpha Consultant	8	112	305	35	11	49	16	20	4	29	71	198	193	193	30	20	10	67	10.0	2.0	6.0
25	The Lads	8	98	196	17	4	66	22	4	4	76	24	196	207	207	31	22	9	71	8.3	1.3	5.3
29	Engibears Consulting Company	8	78	255	32	11	41	19	20	9	27	73	208	204	204	25	19	6	76	8.5	1.7	5.2
30	CDS Corporation	8	74	151	31	11	65	5	19	1	31	69	246	277	277	37	20	17	54	8.2	2.2	4.5
32	SHAKOS Construction Ltd	8	43	92	29	12	42	20	16	10	52	48	241	247	247	29	19	10	66	6.0	1.7	3.3
33	TDK	8	30	28	22	19	42	32	2	5	46	54	142	160	160	31	12	19	39	4.7	1.4	2.5

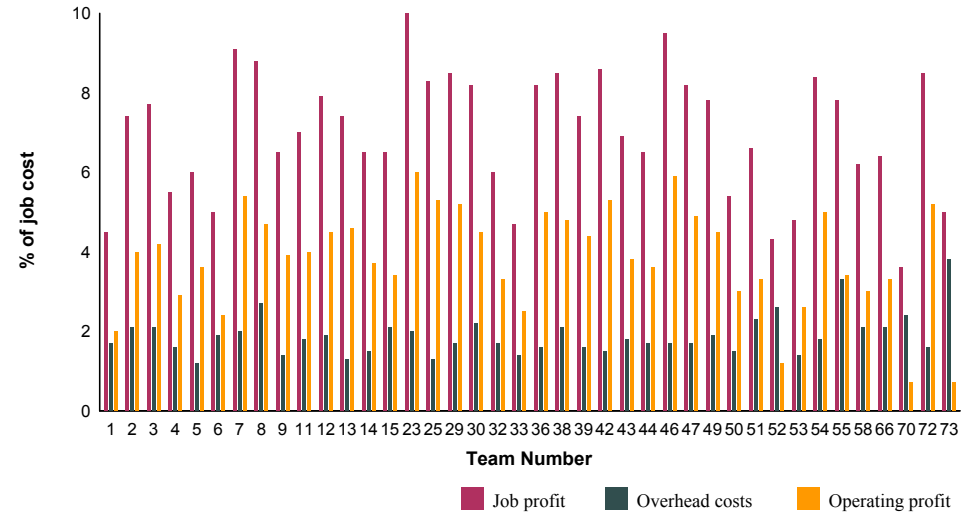
36	uP	8	88	241	32	13	47	29	9	1	48	52	194	189	189	31	24	7	77	8.2	1.6	5.0
38	LifeWinners	8	90	204	32	15	55	24	4	2	57	43	207	193	193	56	21	35	38	8.5	2.1	4.8
39	Get Low with Lau	8	59	175	31	0	48	15	37	1	39	61	192	196	196	24	16	8	67	7.4	1.6	4.4
42	LOADS Incorporated	8	96	257	27	16	45	23	15	0	53	47	213	211	211	35	23	12	66	8.6	1.5	5.3
43	SRJ Enterprises	8	42	165	32	0	60	33	7	0	43	57	244	261	261	24	18	6	75	6.9	1.8	3.8
44	Six Incorporated	8	59	128	24	1	75	24	0	0	41	59	158	173	173	43	19	24	44	6.5	1.7	3.6
46	Aotearoa Consultants	8	121	276	30	12	44	20	11	14	42	58	215	224	224	27	19	8	70	9.5	1.7	5.9
47	Globex	8	81	243	32	6	55	38	0	0	35	65	228	227	227	28	25	3	89	8.2	1.7	4.9
49	Vision Quest	8	59	172	32	18	47	15	20	0	24	76	196	204	204	33	19	14	58	7.8	1.9	4.5
50	McPherson Global Group	8	39	104	28	20	50	26	2	2	34	66	209	215	215	29	19	10	66	5.4	1.5	3.0
51	Breathers	8	60	81	31	7	51	39	2	2	33	67	220	239	239	45	16	29	36	6.6	2.3	3.3
52	Vermunt Enterprises	8	8	-15	30	12	46	17	24	1	42	58	189	271	259	79	20	59	25	4.3	2.6	1.2
53	Coastal Crew	8	38	66	24	15	56	28	1	0	39	61	131	224	173	30	19	11	63	4.8	1.4	2.6
54	Ad Creare Consulting	8	93	232	33	17	43	23	12	5	36	64	222	225	225	29	23	6	79	8.4	1.8	5.0
55	JAF Construction	8	45	73	33	2	53	19	24	1	45	55	499	499	499	21	12	9	57	7.8	3.3	3.4
58	ENGenius	8	33	93	30	1	62	9	13	15	54	46	241	237	237	43	18	25	42	6.2	2.1	3.0
66	Smart Construction	8	45	65	29	11	52	21	6	10	35	65	195	237	219	37	17	20	46	6.4	2.1	3.3
70	Summit Contruction Ltd	8	-4	-27	30	8	58	9	17	9	37	63	180	166	166	50	11	39	22	3.6	2.4	0.7
72	MSK Construction Ltd	8	89	210	26	21	46	13	19	0	29	71	187	219	219	34	18	16	53	8.5	1.6	5.2
73	NZ Kauri	8	3	-33	30	4	58	24	7	7	26	74	441	514	514	65	15	50	23	5.0	3.8	0.7

COMPANY VALUE



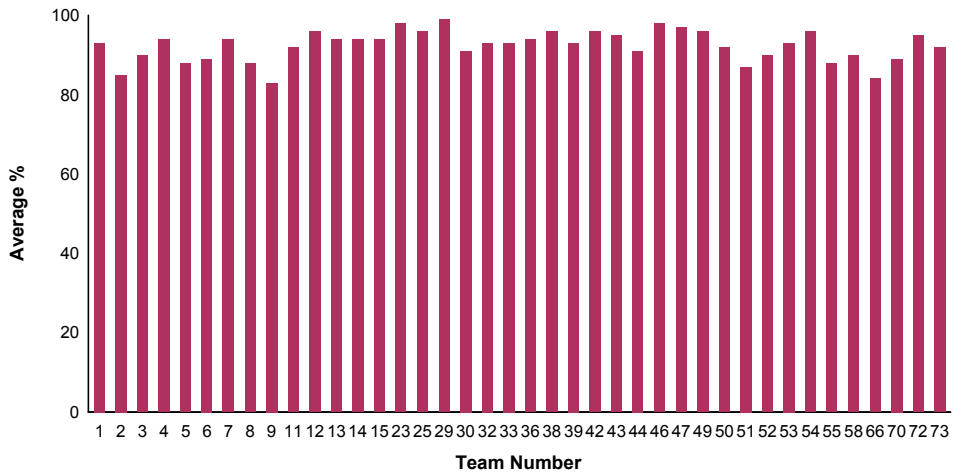
Increasing the value of the business is the prime objective of the management team.

PROFITABILITY



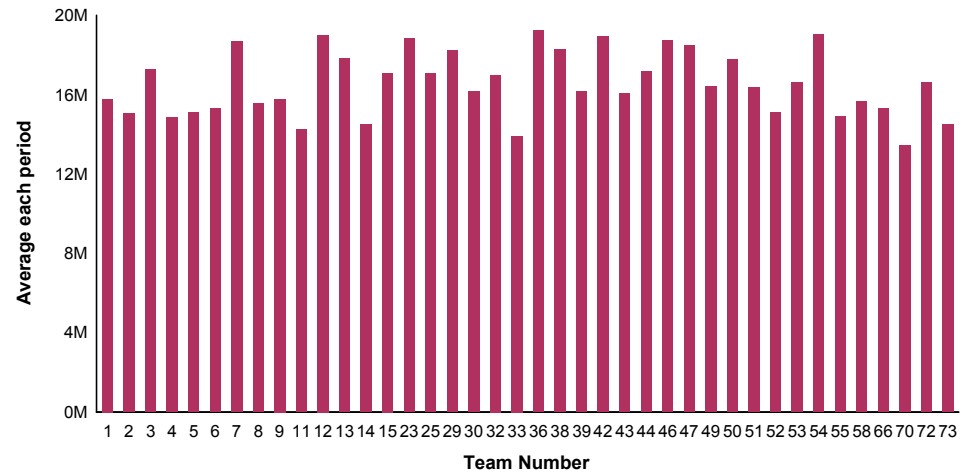
Managing jobs as profitably as possible, and keeping overhead costs under control, are both key drivers in ensuring that the company's operating profit is as healthy as possible. This ultimately feeds into the cash account, and affects company value.

CAPITAL EMPLOYED



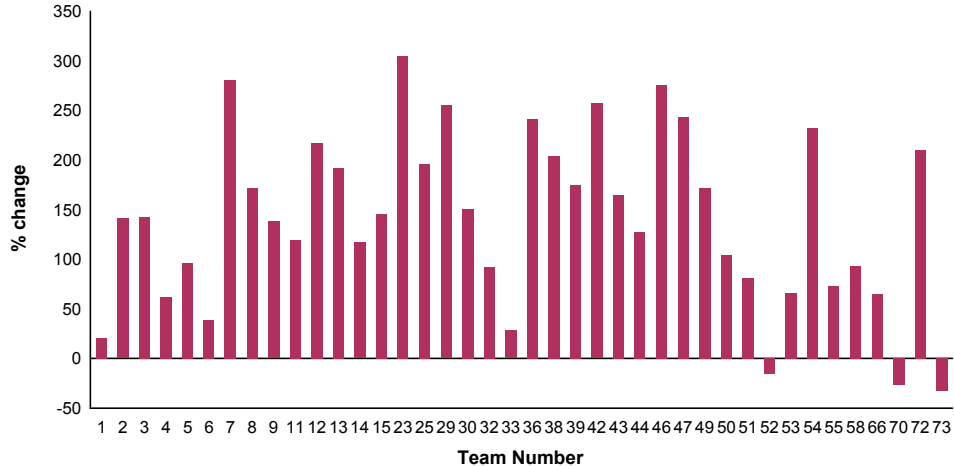
The Capital Employed measures how much of the company's capital base (infrastructure) is being utilised through winning and progressing work.

TURNOVER

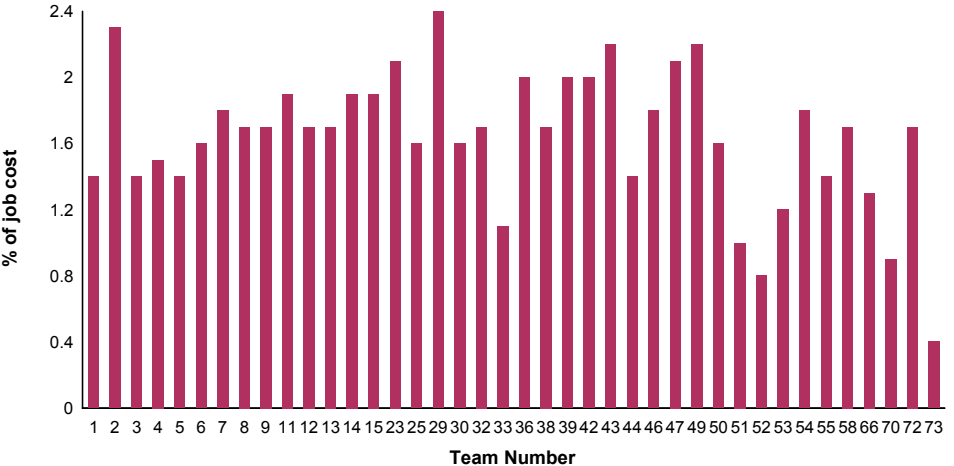


Identifying and securing new work ensures that the turnover (monies earned) across all jobs progressed is healthy.

SHARE PRICE



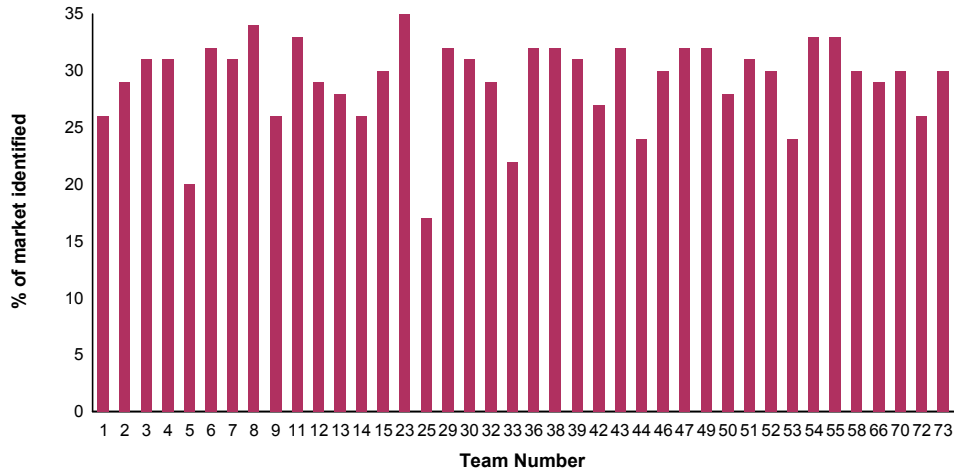
DIVIDEND PAID



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.

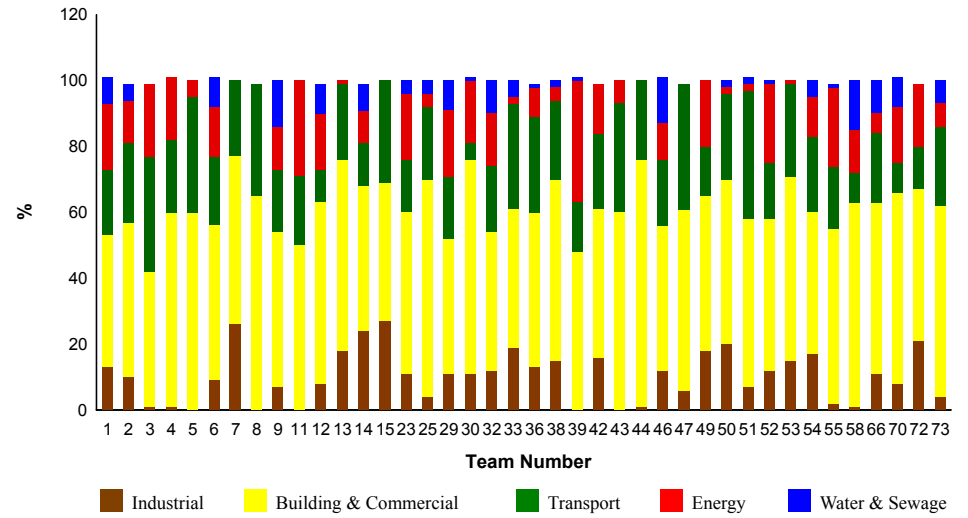
The level of dividend paid to shareholders should be in line with what the company can afford, and not exceed the operating profits of the business.

MARKET SHARE (OVERALL)

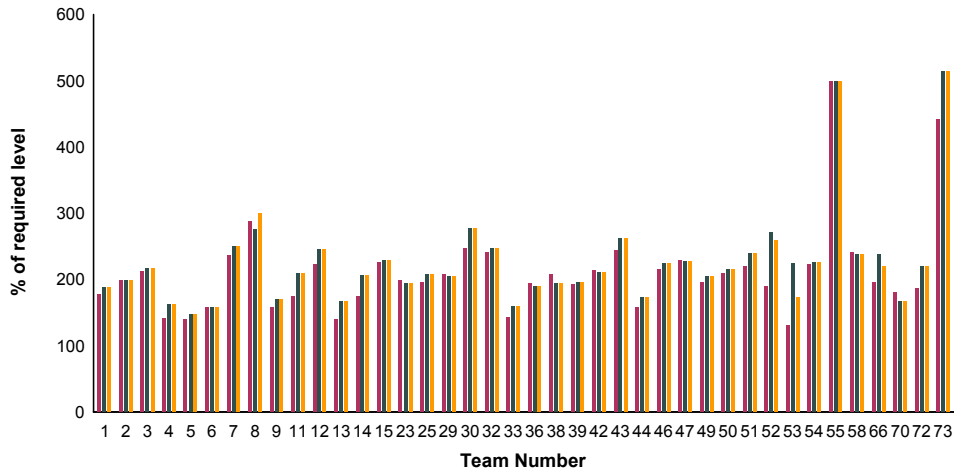


Developing an effective marketing strategy, and identifying new work in different sectors and locations (UK/Overseas) is critical to enable the business to grow by securing jobs through competitive bidding.

MARKET SHARE SPLIT (BY SECTOR)

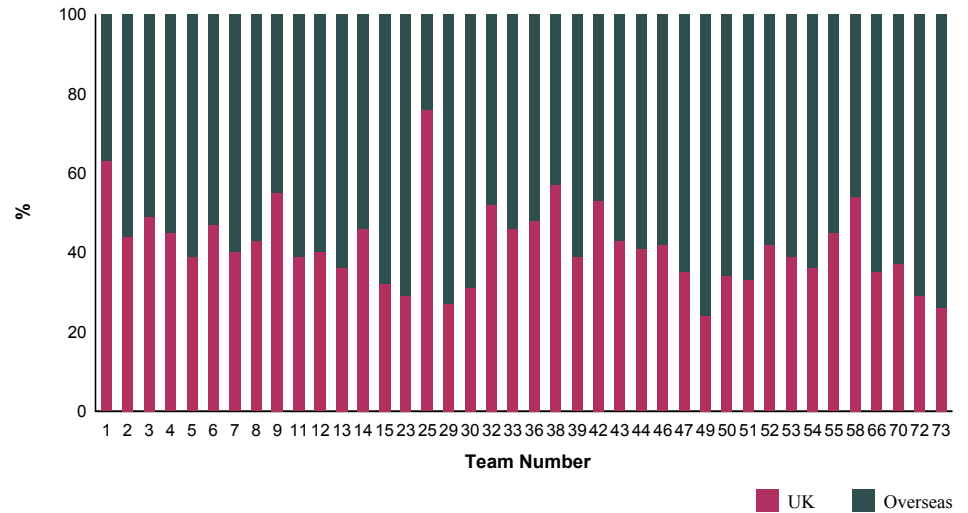


OVERHEAD STAFFING

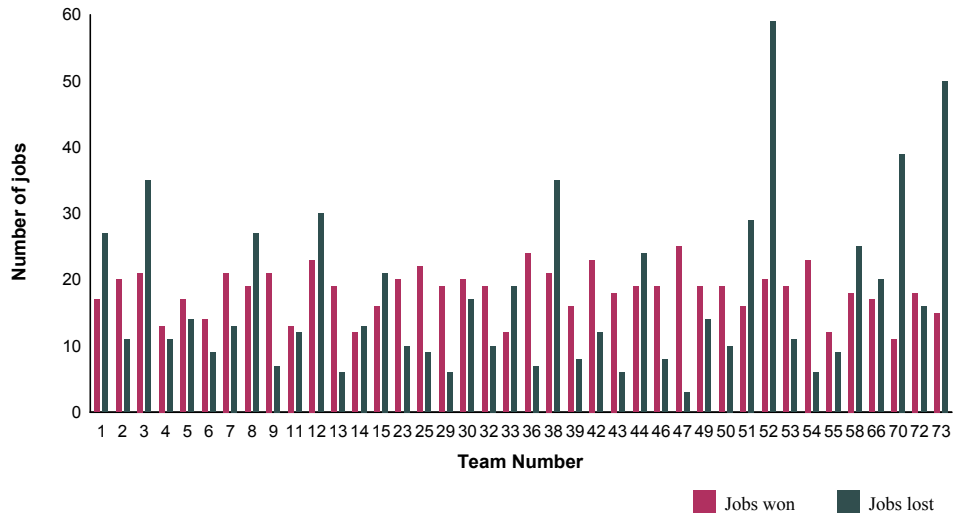


Efficient overhead management has a significant impact on operating profitability. 100% was the benchmark to have no adverse affects on costs and value, but the optimum level was 200%.

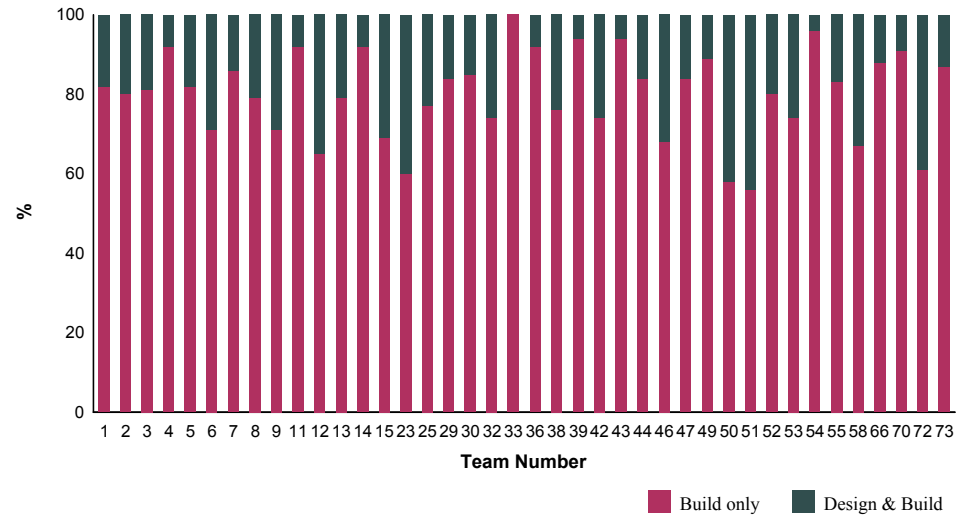
MARKET SHARE SPLIT (BY LOCATION)



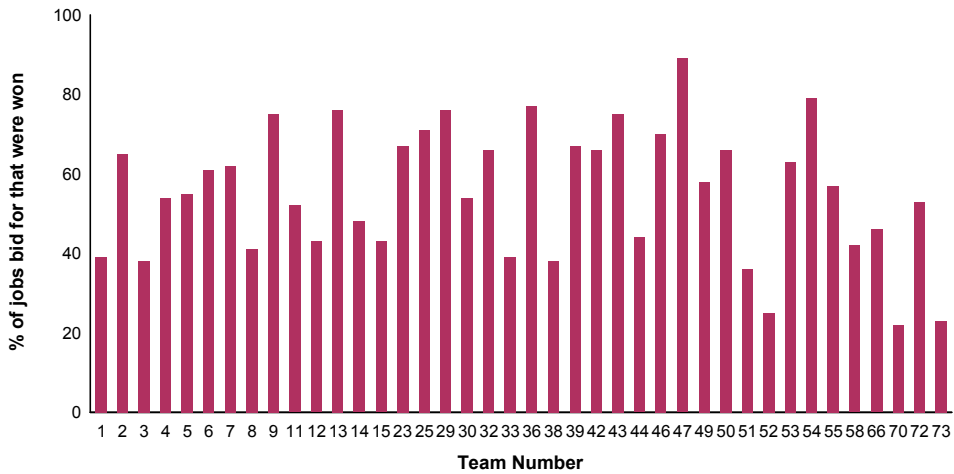
JOBS WON AND LOST



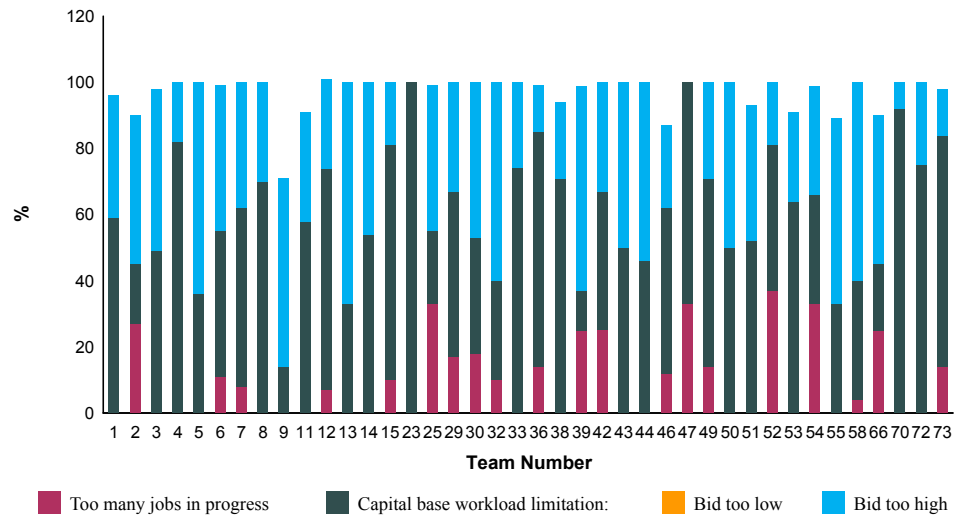
TYPE OF JOBS WON



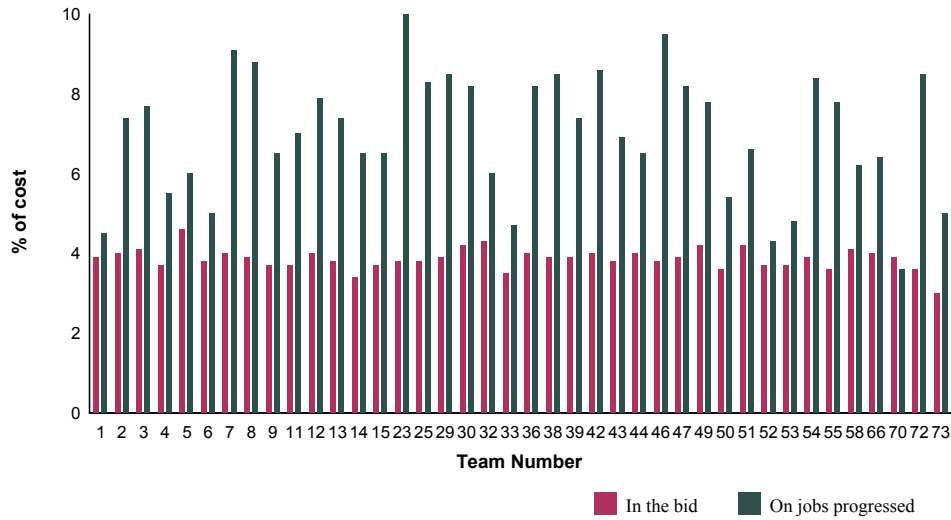
BIDDING SUCCESS



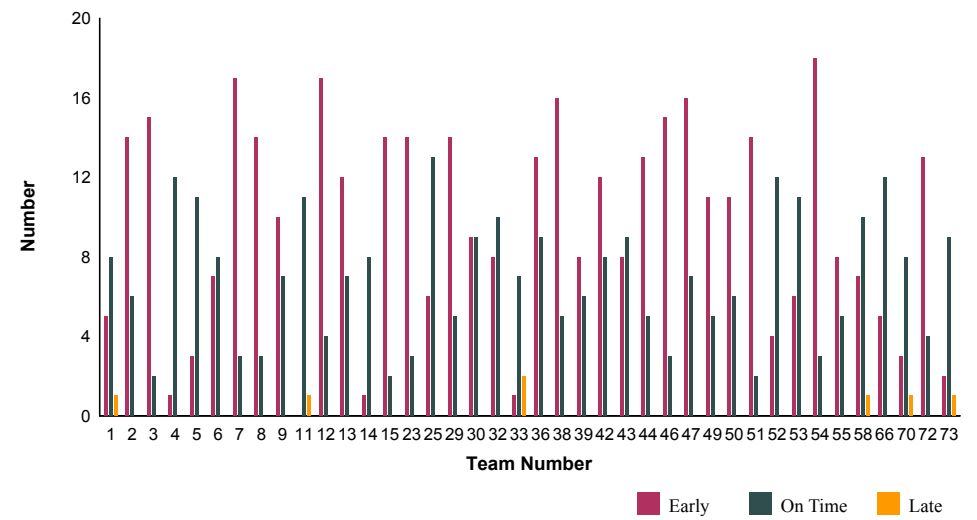
REASON FOR JOB LOSS



MARGINS

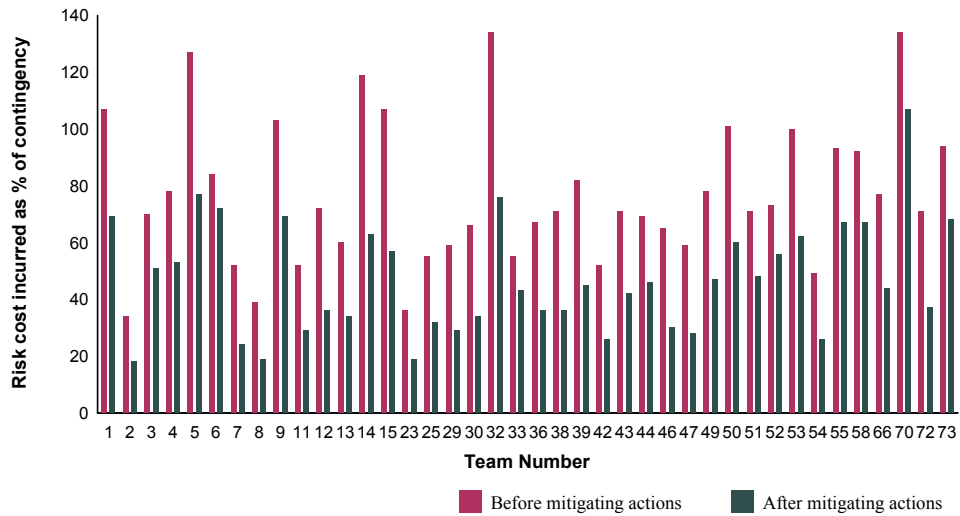


JOB COMPLETION



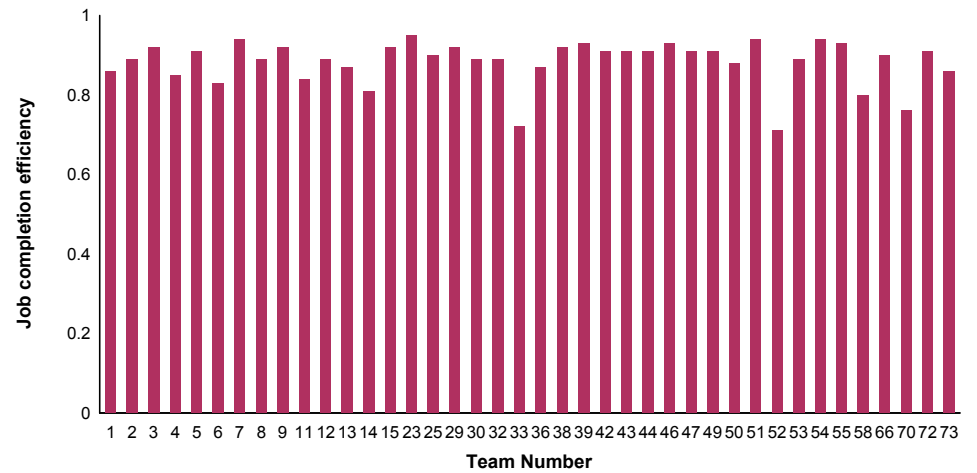
Early job completion earns a bonus from the client, frees off resources, and improves client relationship. Conversely, late completion incurs a penalty charge, and can significantly damage client relationship.

RISK MANAGEMENT



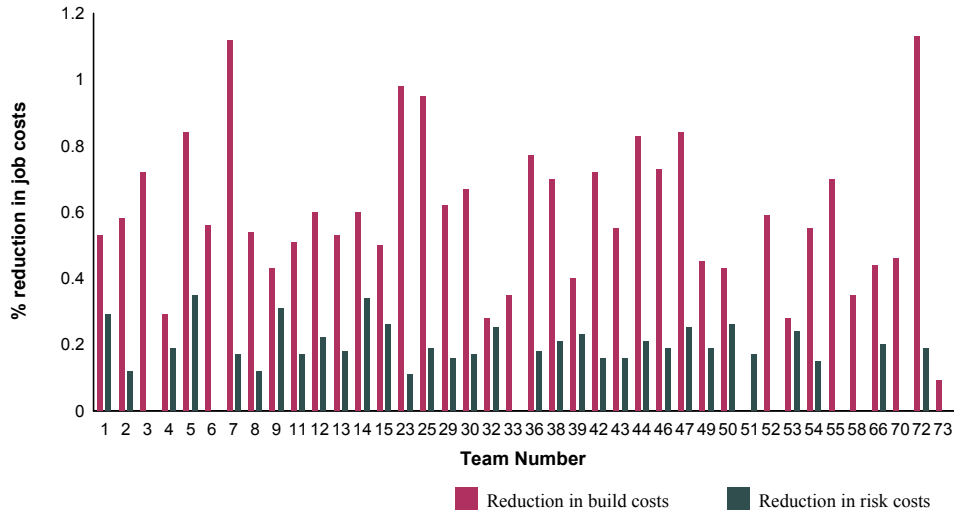
An effective risk management policy is crucial to keeping projects as profitable as possible.

LABOUR MANAGEMENT



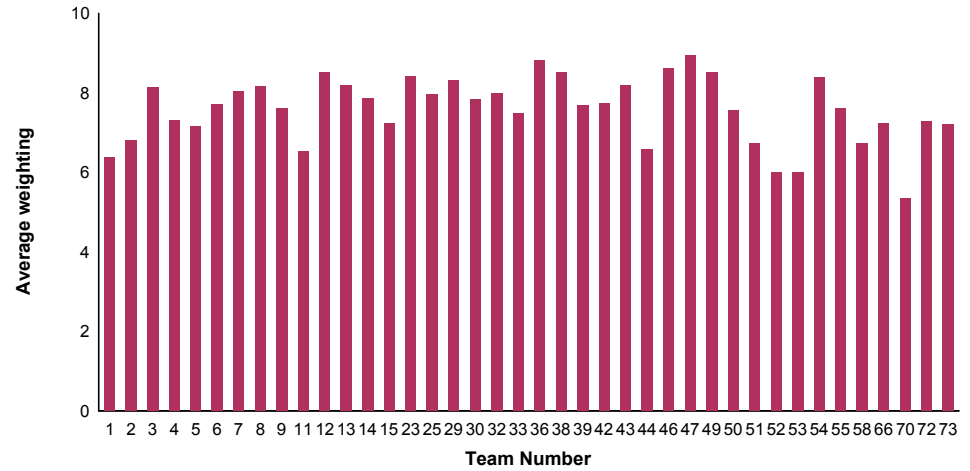
Completing jobs as efficiently as possible in terms of labour resourcing is key to maximising job profits. The efficiency rating is from 0 to 1, where 1 is the optimum level.

TARGETED INVESTMENTS



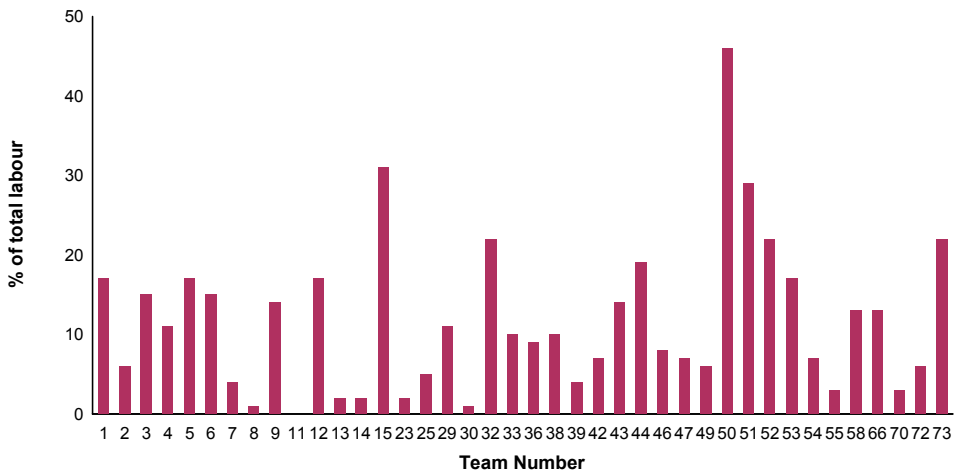
Targeted investments can reduce job costs, such as build and risk costs, significantly.

PROJECT MANAGER (PERFORMANCE)

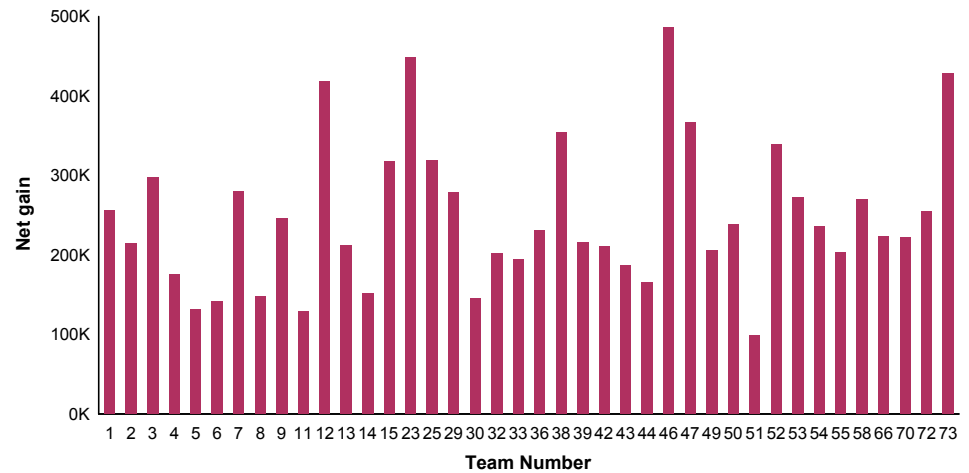


A project manager with well-matched experience for a particular type of job will handle available resources more efficiently, whilst a project manager with inappropriate experience will impair contract efficiency. Project managers are weighted from 1 (Poor) to 10 (The best possible).

SUBCONTRACTOR USAGE

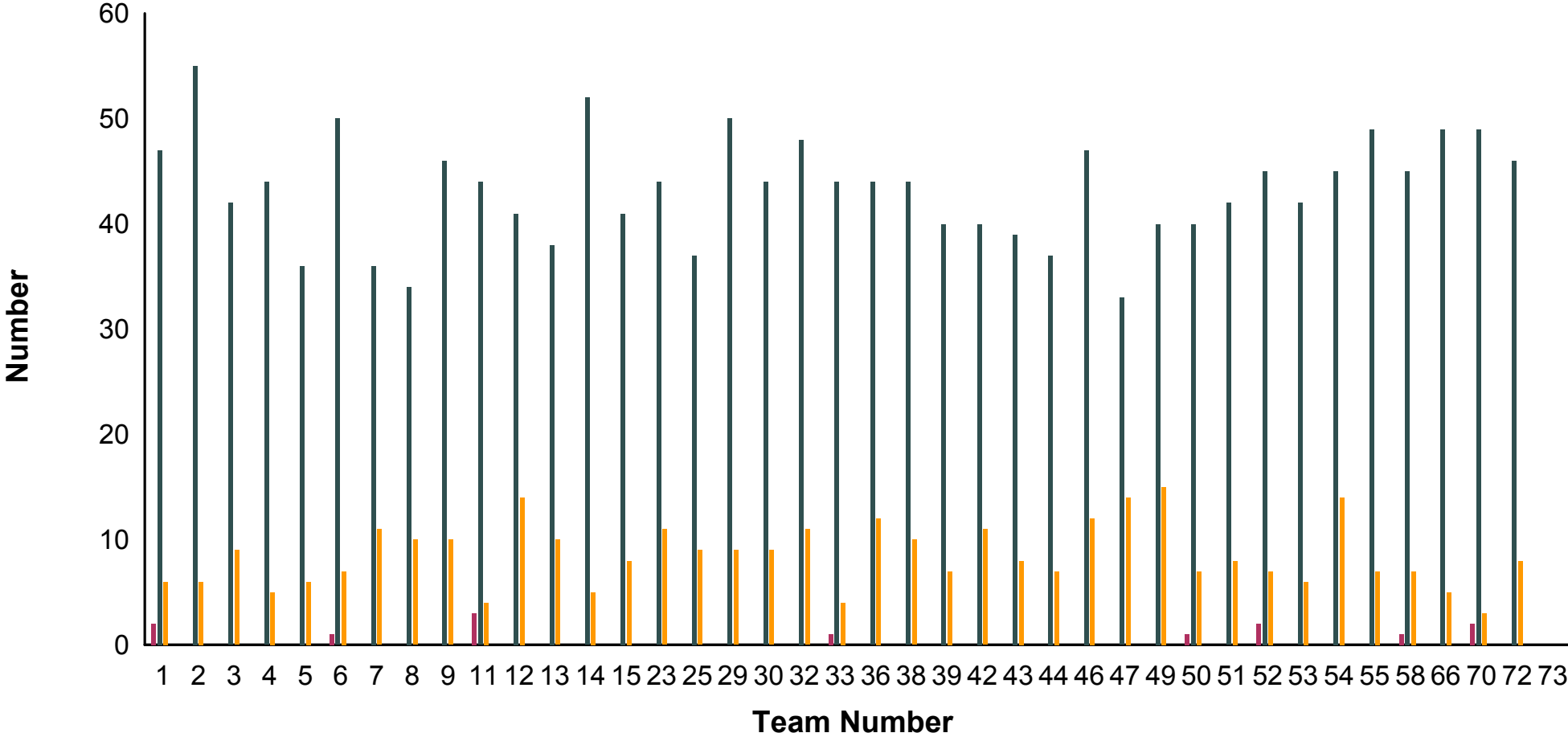


PROJECT MANAGER (BONUS AFFECT)



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