

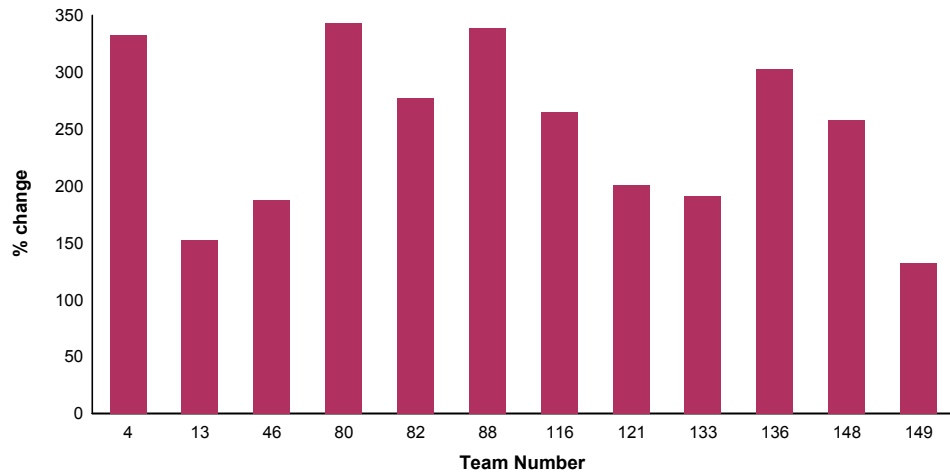


Enginuity 2015 Competition

COMPARATIVE ASSESSMENT OF TEAMS REPORT

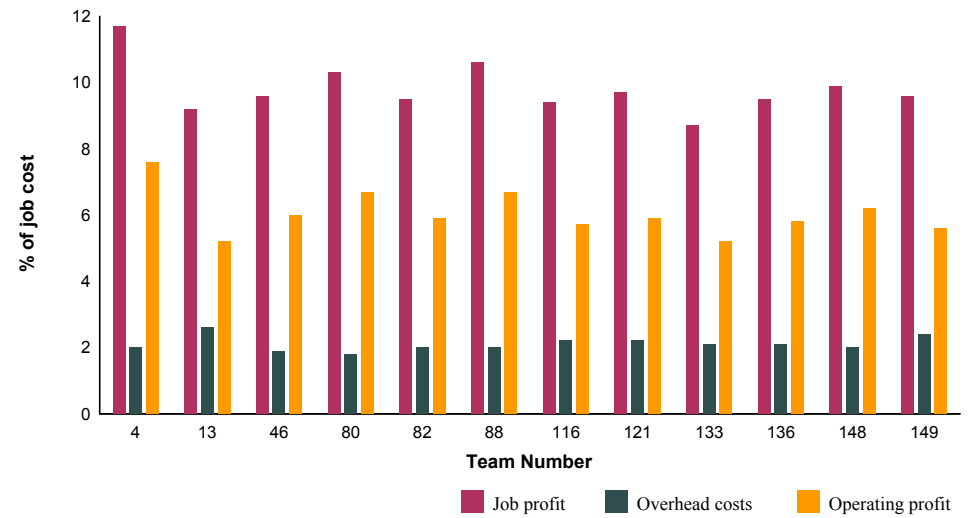
No.	Name	FINANCE			OVERHEADS								PROCUREMENT				JOB PROGRESSION					
		No. of periods in charge	% change in Comp Value	% change in Share Price	Marketing Department					% of required staffing level allocated for Head Office, QHSE and Measurement Departments			No. Jobs Bid For	No. Jobs Won	No. Jobs Lost	% Bidding Success Rate	Profitability (% of Job Costs)					
					% Market Share	IND	B&C	TRA	ENE	W&S	UK	OVR					H/O	QHSE	MEA	Job Profit	O/Head Costs	Oper Profit
4	Newbee	14	333	538	37	20	74	2	2	2	32	68	222	225	225	68	39	29	57	11.7	2.0	7.6
13	Atkins Aberdream	14	153	412	37	21	47	15	18	0	35	65	215	221	221	105	36	69	34	9.2	2.6	5.2
46	Hydra	14	188	518	35	0	20	31	43	6	30	70	234	232	232	51	32	19	63	9.6	1.9	6.0
80	Red Hot Oompa Loompas	14	343	214	36	20	60	1	15	5	29	71	207	212	212	52	36	16	69	10.3	1.8	6.7
82	Eclipse	14	277	193	33	0	50	0	23	27	36	64	215	216	216	54	32	22	59	9.5	2.0	5.9
88	Monty ANZAC's	14	339	262	38	25	73	0	2	0	37	63	203	197	197	64	29	35	45	10.6	2.0	6.7
116	EngiWINity	14	265	476	36	28	49	23	0	0	41	59	233	236	236	73	39	34	53	9.4	2.2	5.7
121	PB's Canadarm	14	201	491	39	0	42	24	34	0	33	67	219	224	224	64	35	29	55	9.7	2.2	5.9
133	On the Brinck of Something Special	14	191	491	39	0	32	36	32	0	36	64	212	241	241	56	37	19	66	8.7	2.1	5.2
136	Team Brincker-HOFF	14	303	329	34	34	62	3	2	0	33	67	214	225	225	79	39	40	49	9.5	2.1	5.8
148	Aspiring for a PB Hat Trick	14	258	558	39	11	41	34	1	12	33	67	210	217	217	64	39	25	61	9.9	2.0	6.2
149	The Quay Stones	14	132	461	39	10	43	39	7	0	40	60	226	240	240	74	37	37	50	9.6	2.4	5.6

COMPANY VALUE



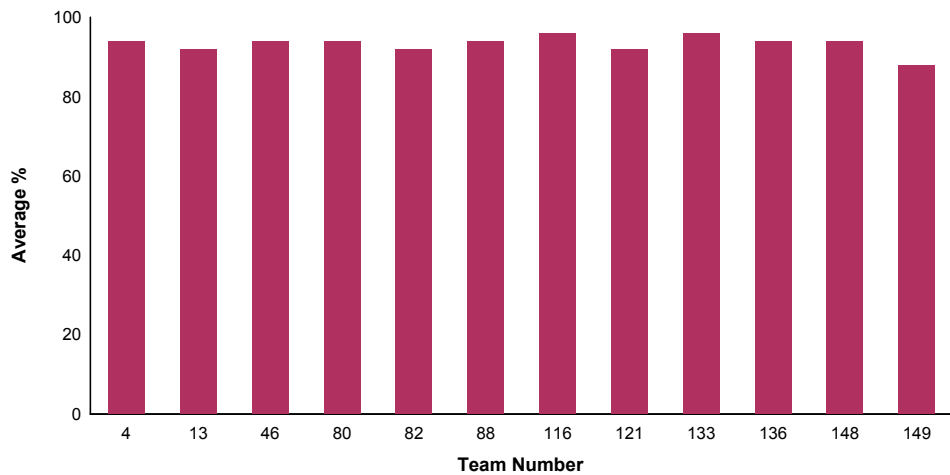
Increasing the value of the business is the prime objective of the management team.

PROFITABILITY



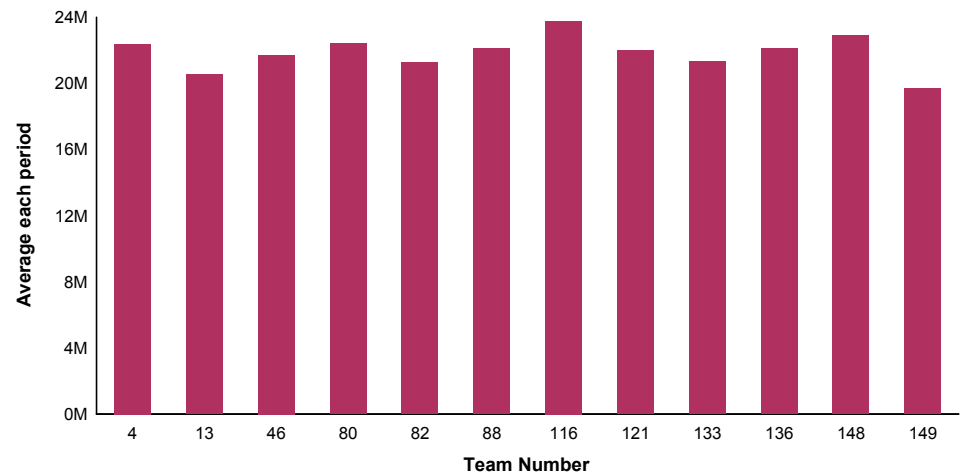
Managing jobs as profitably as possible, and keeping overhead costs under control, are both key drivers in ensuring that the company's operating profit is as healthy as possible. This ultimately feeds into the cash account, and affects company value.

CAPITAL EMPLOYED



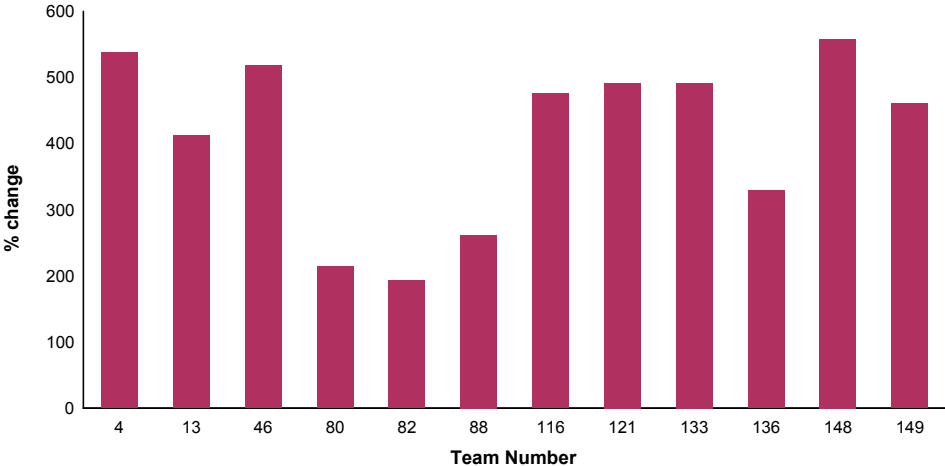
The Capital Employed measures how much of the company's capital base (infrastructure) is being utilised through winning and progressing work.

TURNOVER



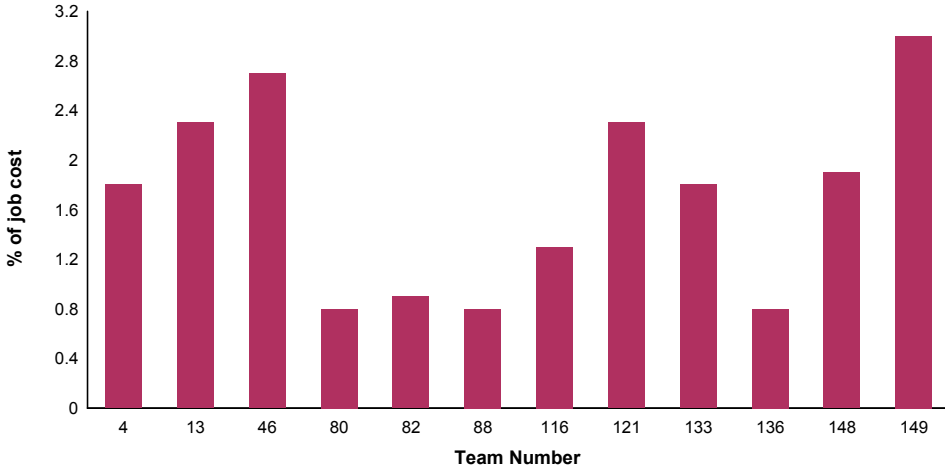
Identifying and securing new work ensures that the turnover (monies earned) across all jobs progressed is healthy.

SHARE PRICE



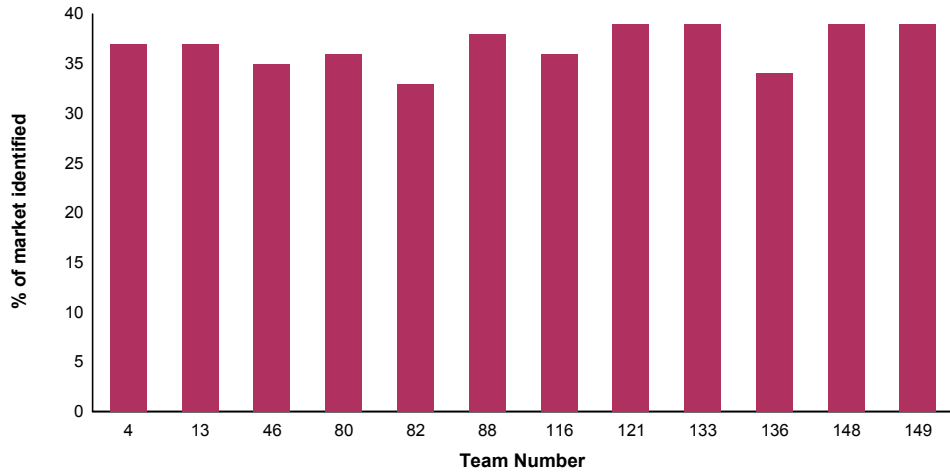
Shareholders like receiving high dividends. However, it is the company's share price, which takes into account a number of factors, that reflects how well a business is performing.

DIVIDEND PAID



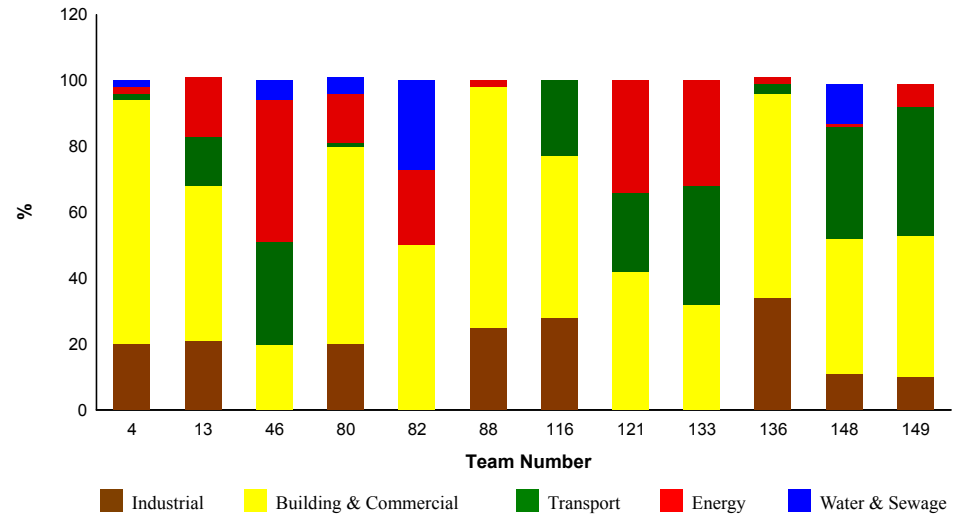
The level of dividend paid to shareholders should be in line with what the company can afford, and not exceed the operating profits of the business.

MARKET SHARE (OVERALL)

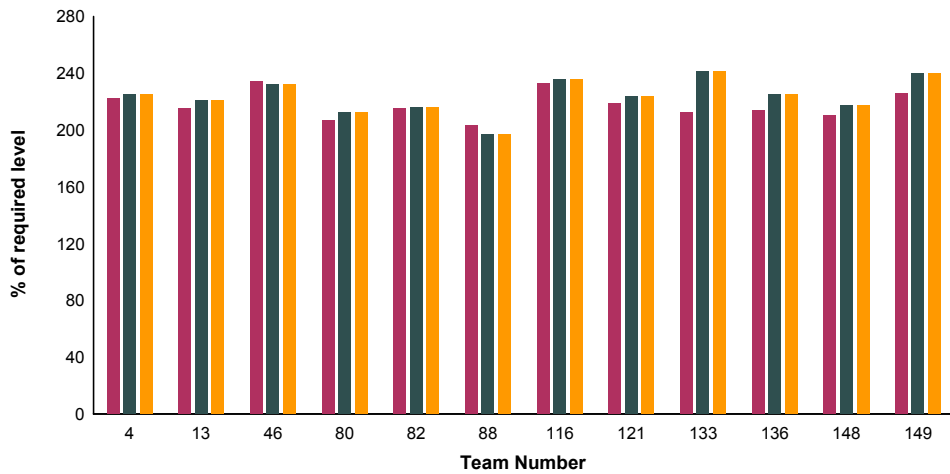


Developing an effective marketing strategy, and identifying new work in different sectors and locations (UK/Overseas) is critical to enable the business to grow by securing jobs through competitive bidding.

MARKET SHARE SPLIT (BY SECTOR)



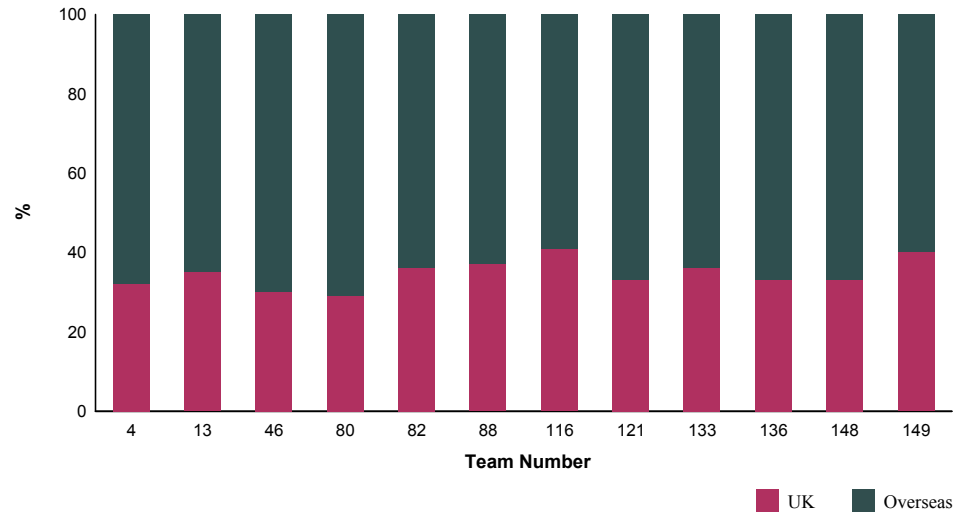
OVERHEAD STAFFING



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%.

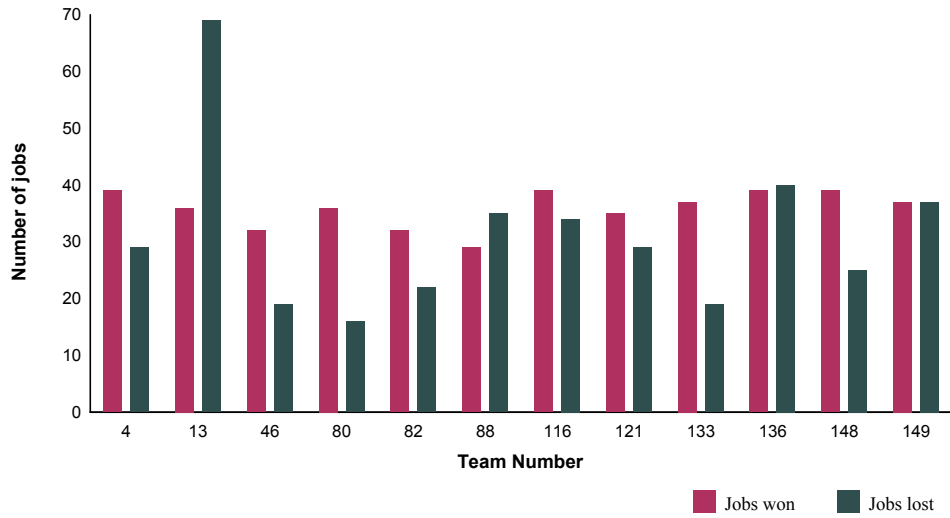
■ Head Office ■ QHSE ■ Measurement

MARKET SHARE SPLIT (BY LOCATION)

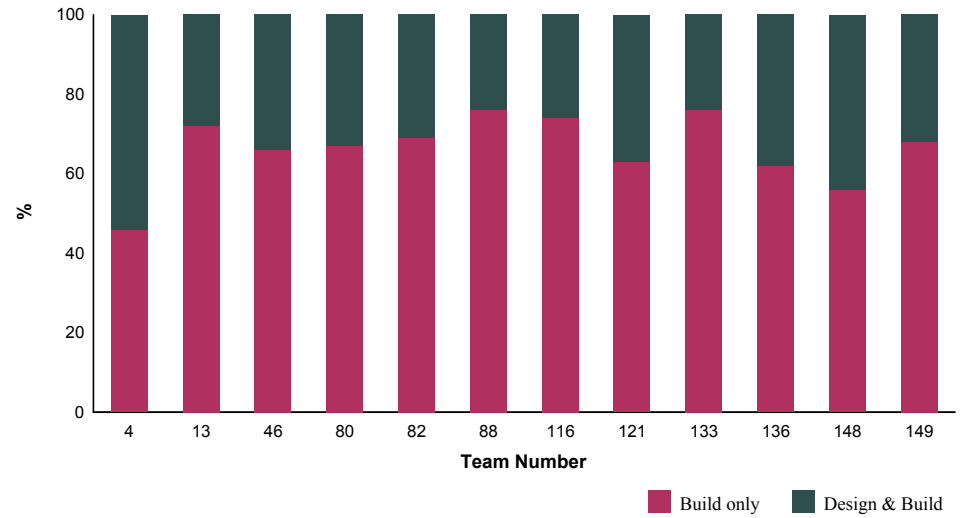


■ UK ■ Overseas

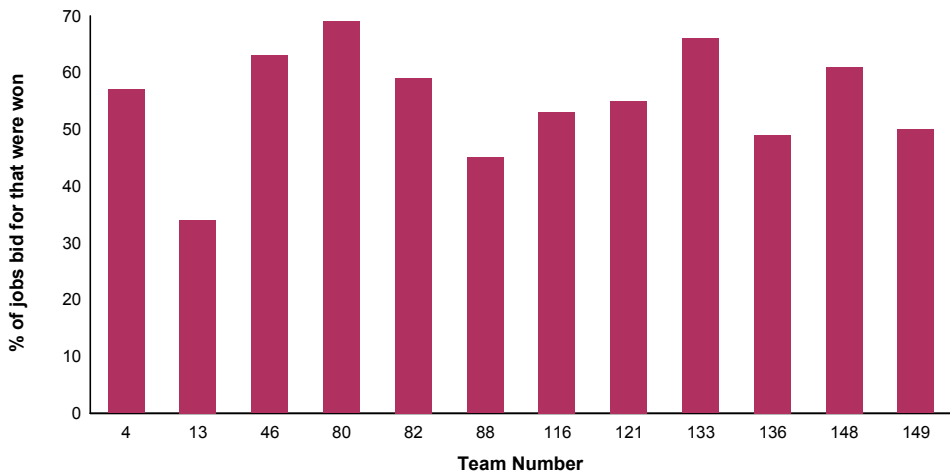
JOBS WON AND LOST



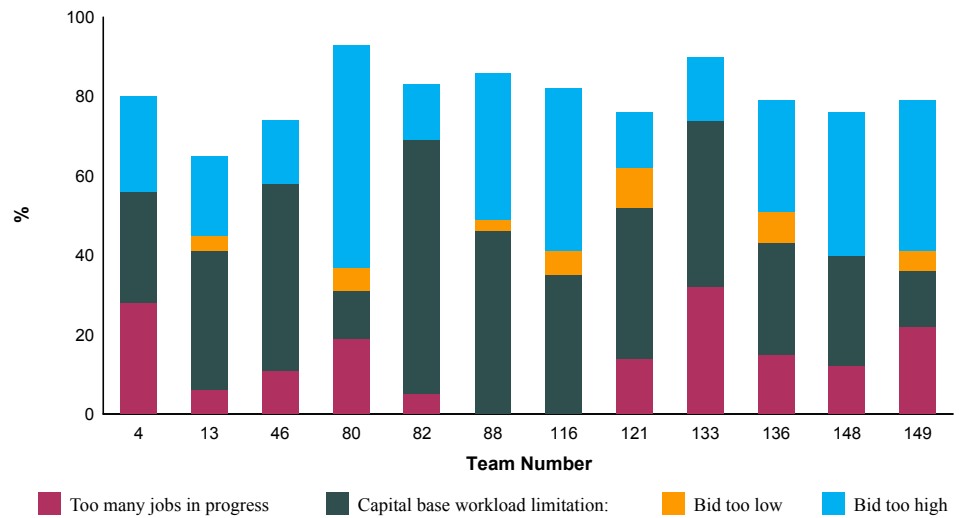
TYPE OF JOBS WON



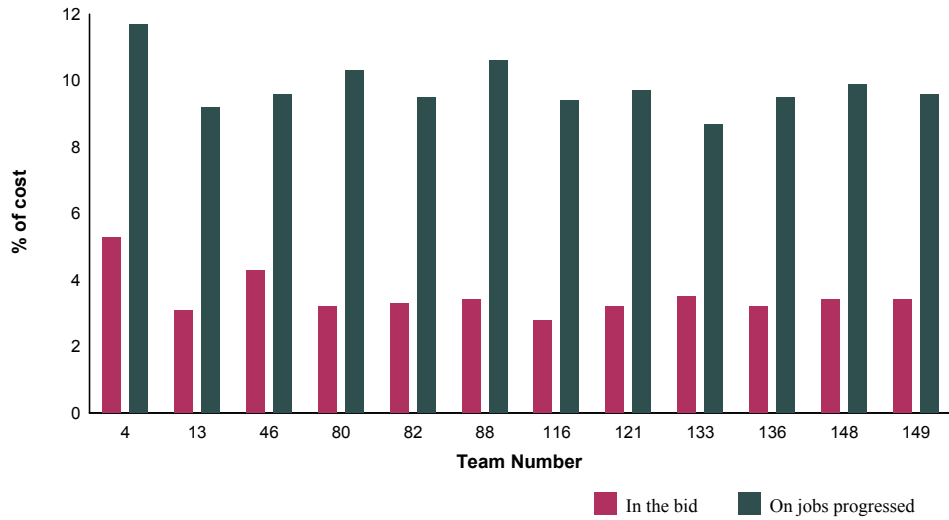
BIDDING SUCCESS



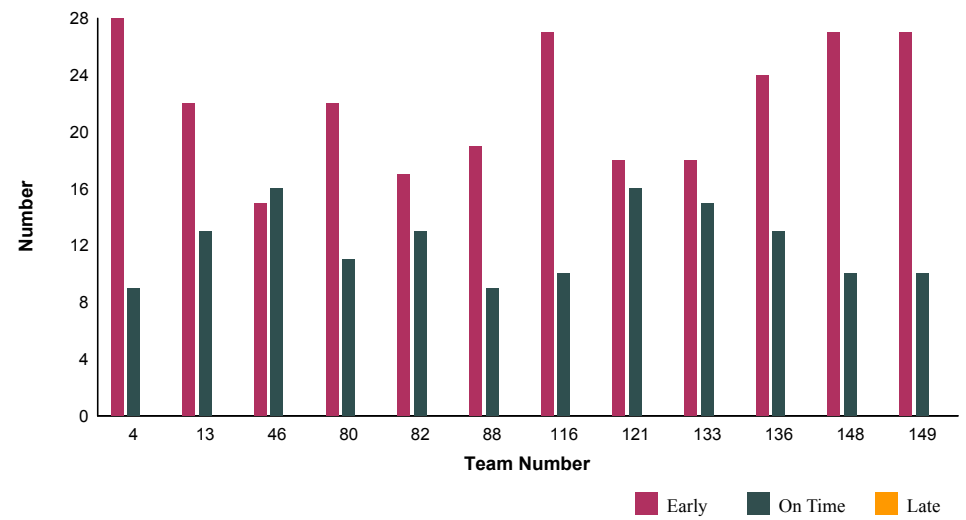
REASON FOR JOB LOSS



MARGINS

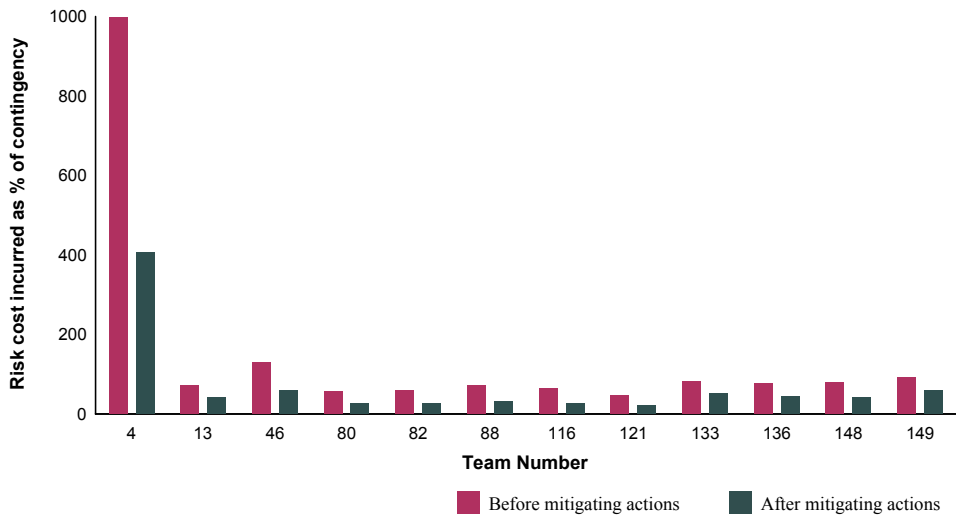


JOB COMPLETION



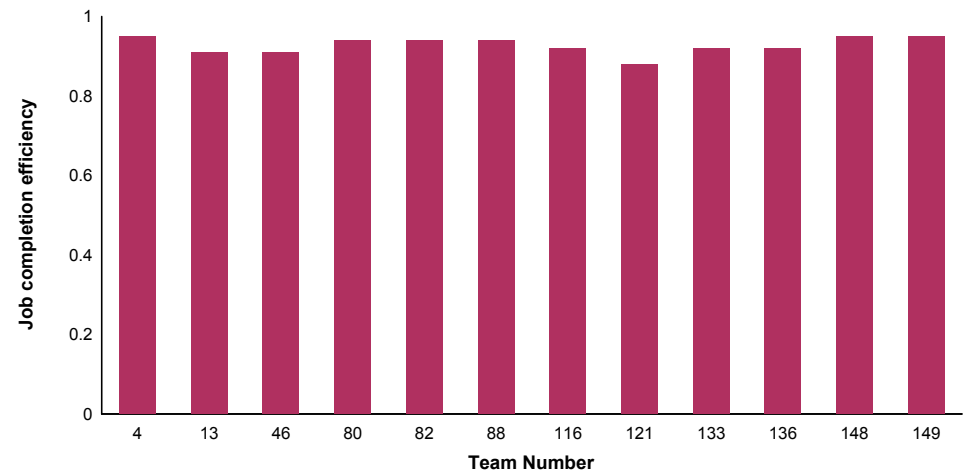
Early job completion earns a bonus from the client, frees off resources, and improves client relationship. Conversely, late completion incurs a penalty charge, and can significantly damage client relationship.

RISK MANAGEMENT



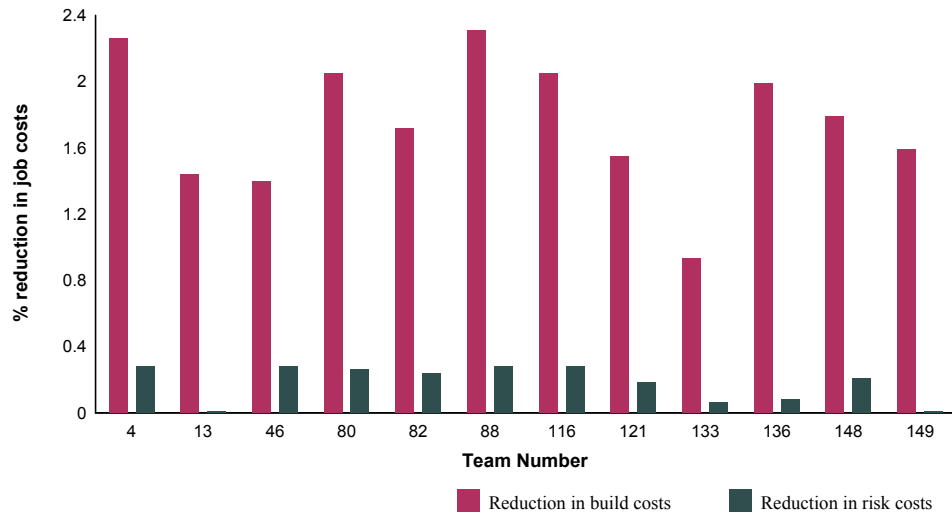
An effective risk management policy is crucial to keeping projects as profitable as possible.

LABOUR MANAGEMENT



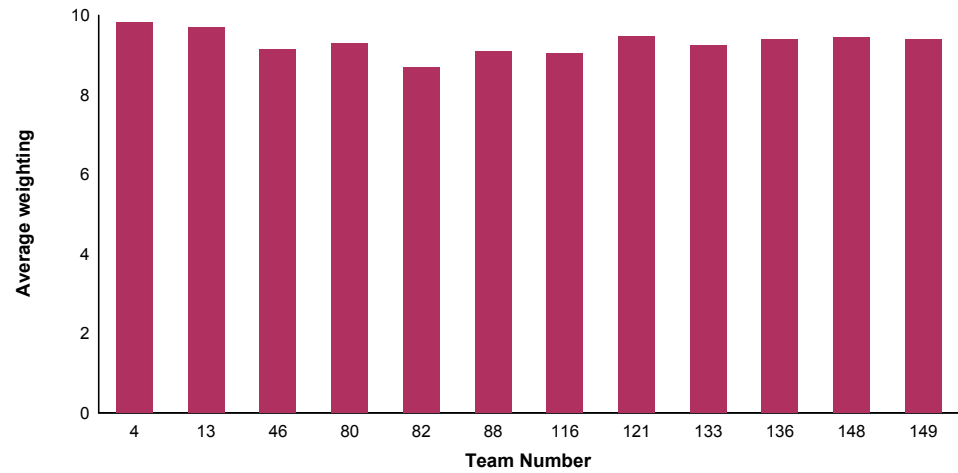
Completing jobs as efficiently as possible in terms of labour resourcing is key to maximising job profits. The efficiency rating is from 0 to 1, where 1 is the optimum level.

TARGETED INVESTMENTS



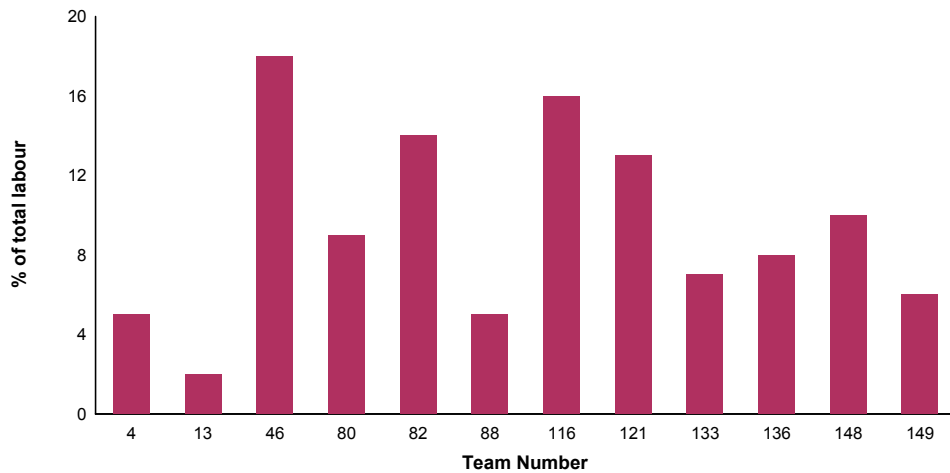
Targeted investments can reduce job costs, such as build and risk costs, significantly.

PROJECT MANAGER (PERFORMANCE)

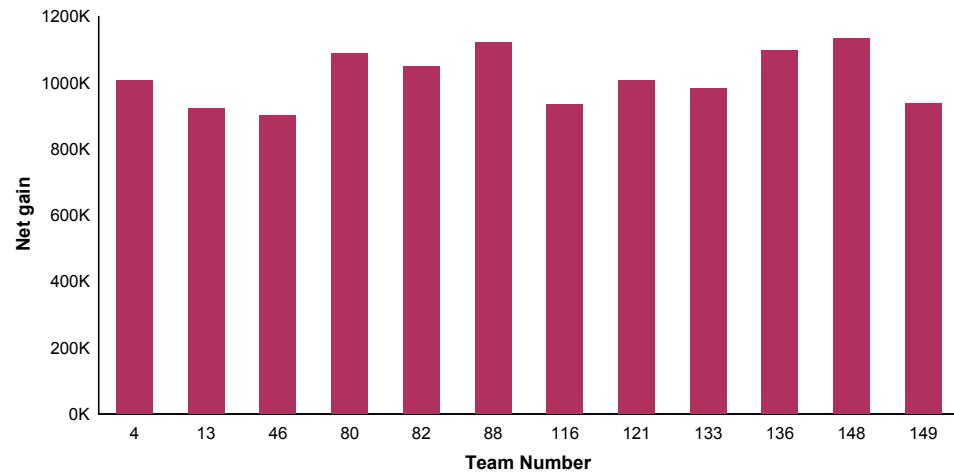


A project manager with well-matched experience for a particular type of job will handle available resources more efficiently, whilst a project manager with inappropriate experience will impair contract efficiency. Project managers are weighted from 1 (Poor) to 10 (The best possible).

SUBCONTRACTOR USAGE

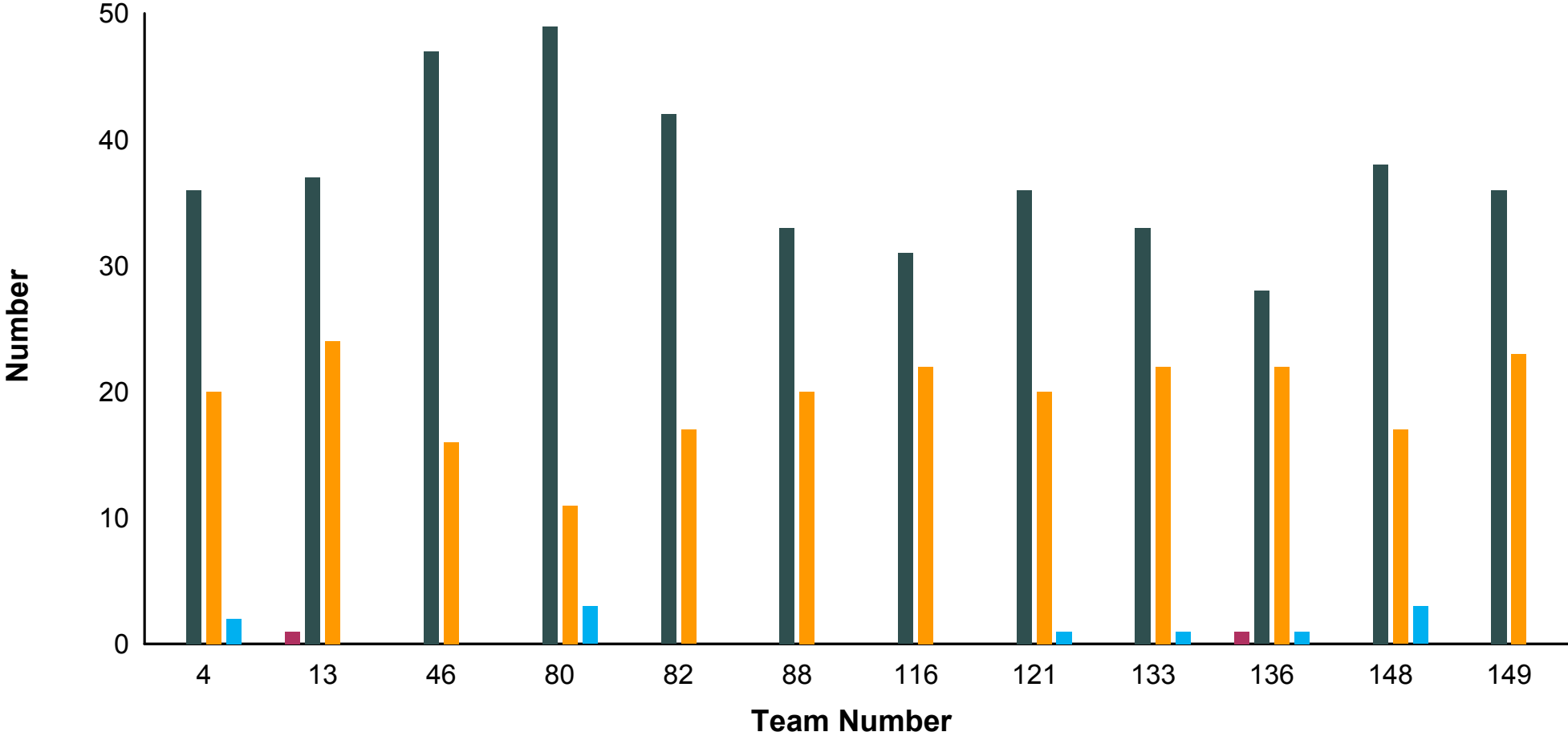


PROJECT MANAGER (BONUS AFFECT)



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