

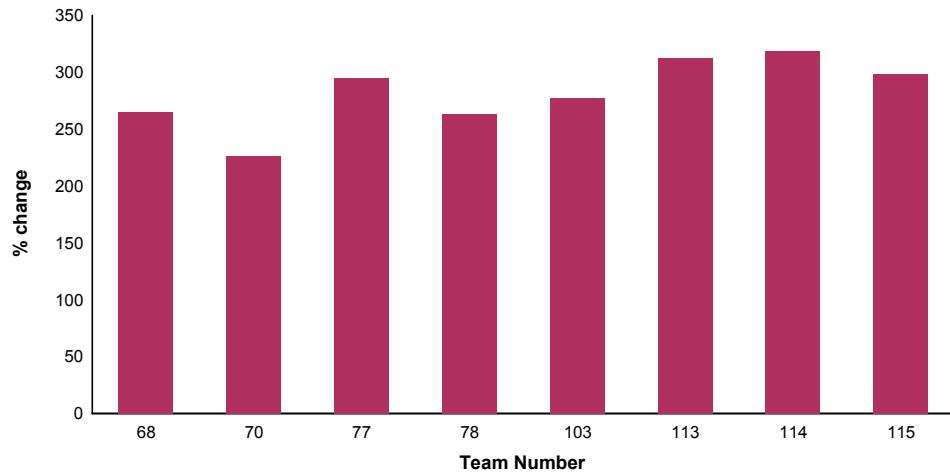


# Enginuity 2014 Competition

## Comparative Assessment Of Teams

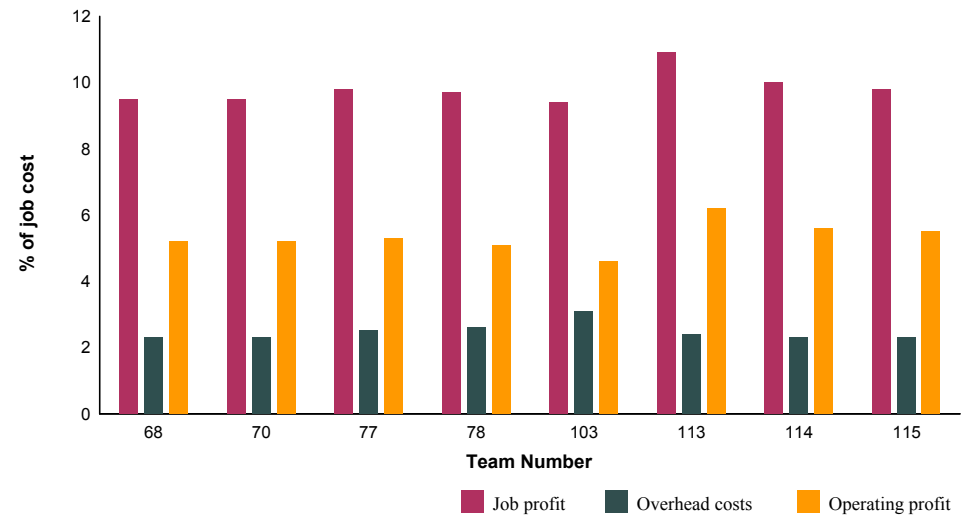
		FINANCE			OVERHEADS								PROCUREMENT				JOB PROGRESSION					
No.	Name	No. of periods in charge	% change in Comp Value	% change in Share Price	% Market Share	Marketing Department					% of required staffing level allocated for Head Office, QHSE and Measurement Departments			No. Jobs Bid For	No. Jobs 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
68	Tenacious Turtles	14	265	459	35	2	47	12	22	17	40	60	210	211	211	58	40	18	69	9.5	2.3	5.2
70	Belligerent Pundits	14	226	730	35	0	51	38	2	9	29	71	212	214	215	58	37	21	64	9.5	2.3	5.2
77	Mum Won't Help	14	295	438	36	3	51	45	0	0	48	52	211	218	218	62	44	18	71	9.8	2.5	5.3
78	Monty ANZACs	14	263	542	32	0	30	42	0	28	60	40	209	205	205	66	34	32	52	9.7	2.6	5.1
103	Occupy Peachtree	14	277	122	39	0	34	37	18	11	23	77	212	215	215	108	34	74	31	9.4	3.1	4.6
113	In TRAINing	14	313	579	35	28	38	34	0	0	35	65	197	209	208	38	34	4	89	10.9	2.4	6.2
114	Aspire Bridges	14	319	556	38	18	41	38	1	2	39	61	189	203	203	46	36	10	78	10.0	2.3	5.6
115	The Rail Deal	14	298	496	37	0	31	35	33	0	38	62	189	191	191	41	36	5	88	9.8	2.3	5.5

### COMPANY VALUE



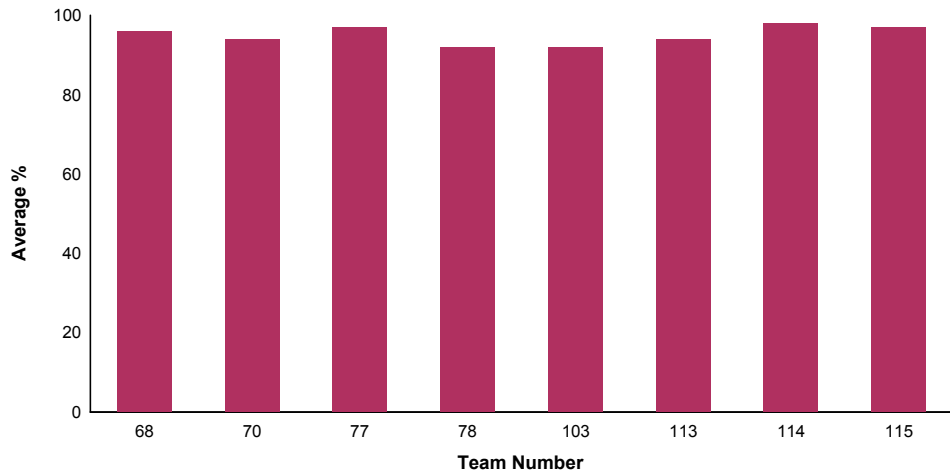
Increasing the value of the business is the prime objective of the management team.

### PROFITABILITY



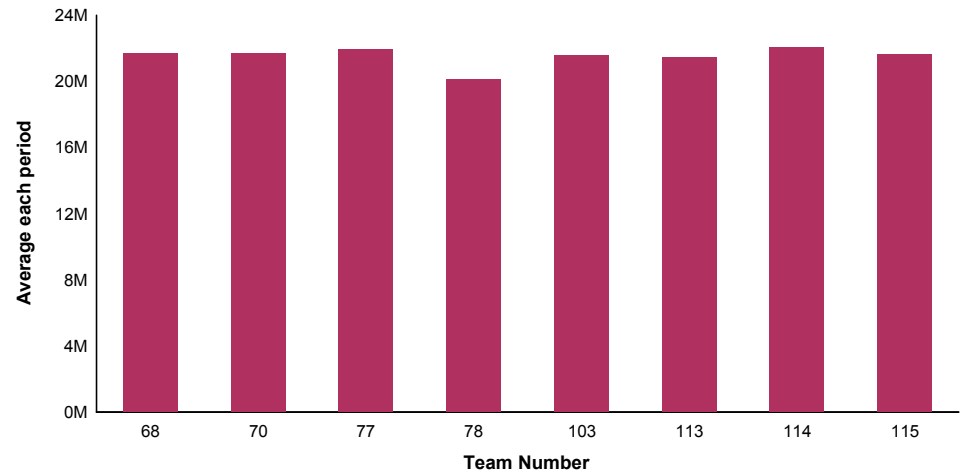
Managing jobs as profitably as possible, and keeping overhead costs under control, are both key drivers in ensuring that the company's operating profit is as healthy as possible. This ultimately feeds into the cash account, and affects company value.

### CAPITAL EMPLOYED



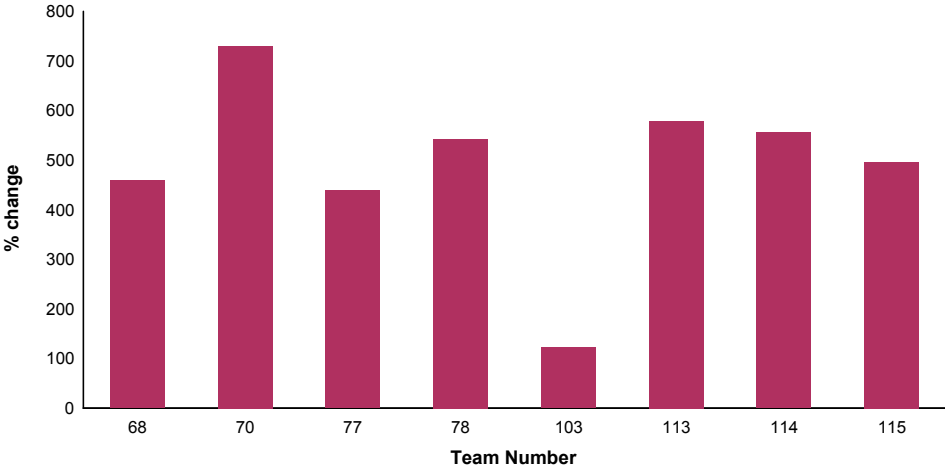
The Capital Employed measures how much of the company's capital base (infrastructure) is being utilised through winning and processing work.

### TURNOVER

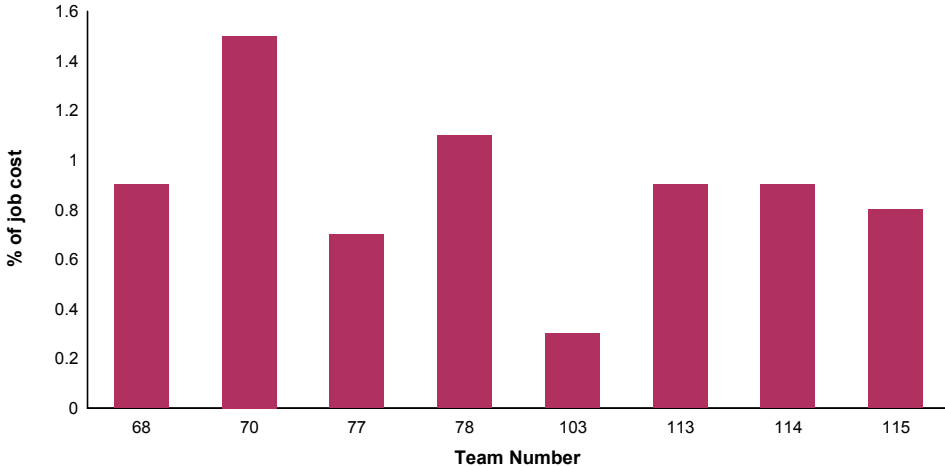


Identifying and securing new work ensures that the turnover (monies earned) across all jobs progressed is healthy.

### SHARE PRICE



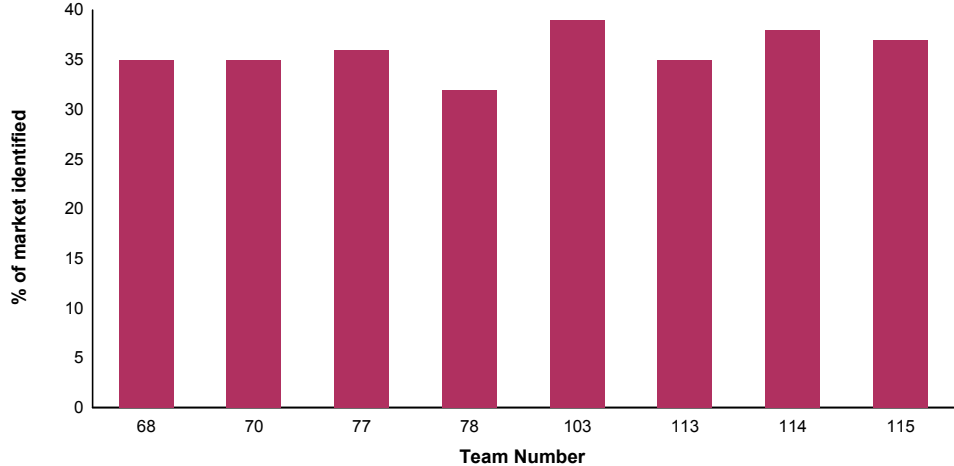
### DIVIDEND PAID



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.

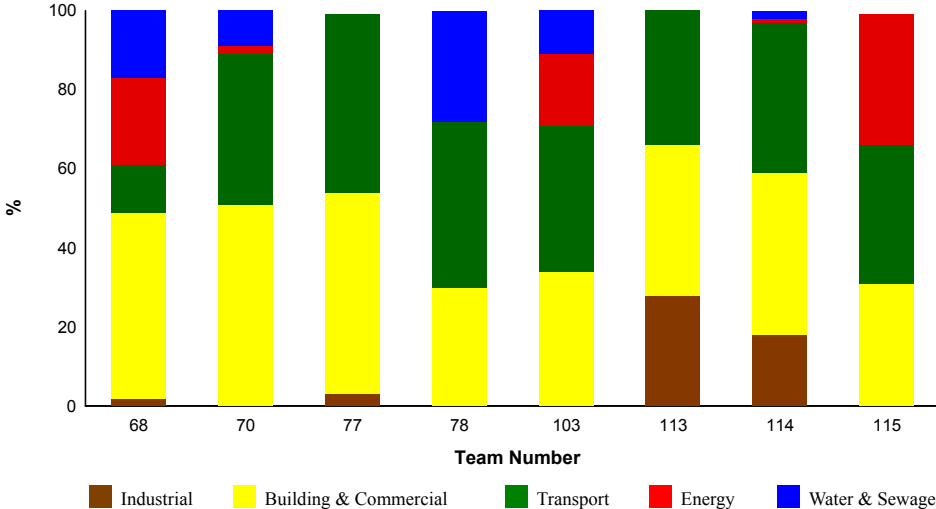
The level of dividend paid to shareholders should be in line with what the company can afford, and not exceed the operating profits of the business.

**MARKET SHARE (OVERALL)**

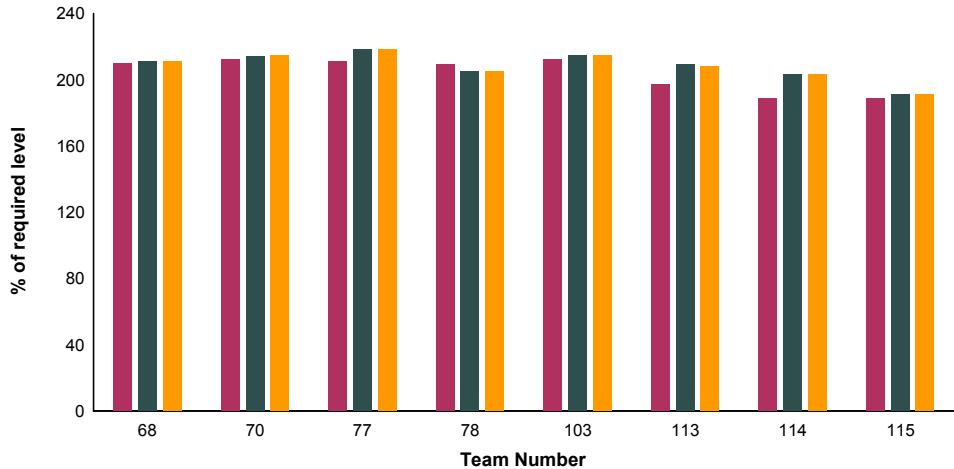


Developing an effective marketing strategy, and identifying new work in different sectors and locations (UK/Overseas) is critical to enable the business to grow by securing jobs through competitive bidding.

**MARKET SHARE SPLIT (BY SECTOR)**

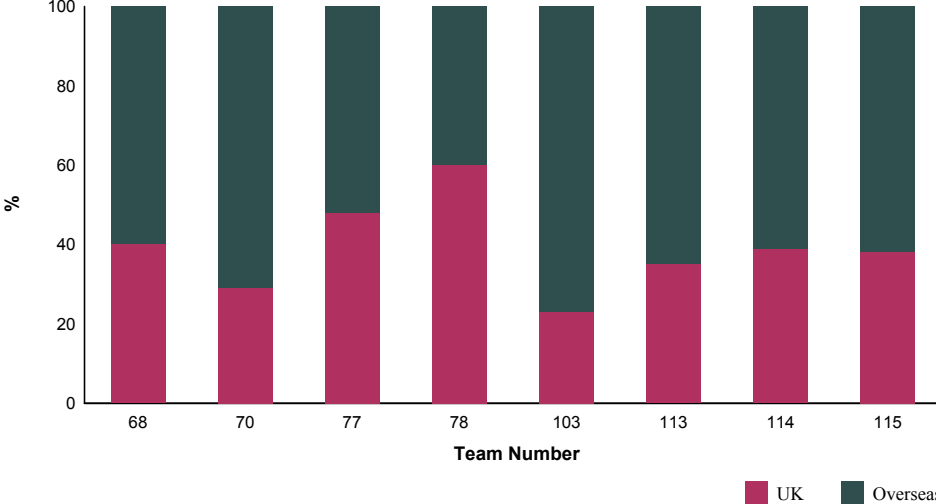


**OVERHEAD STAFFING**

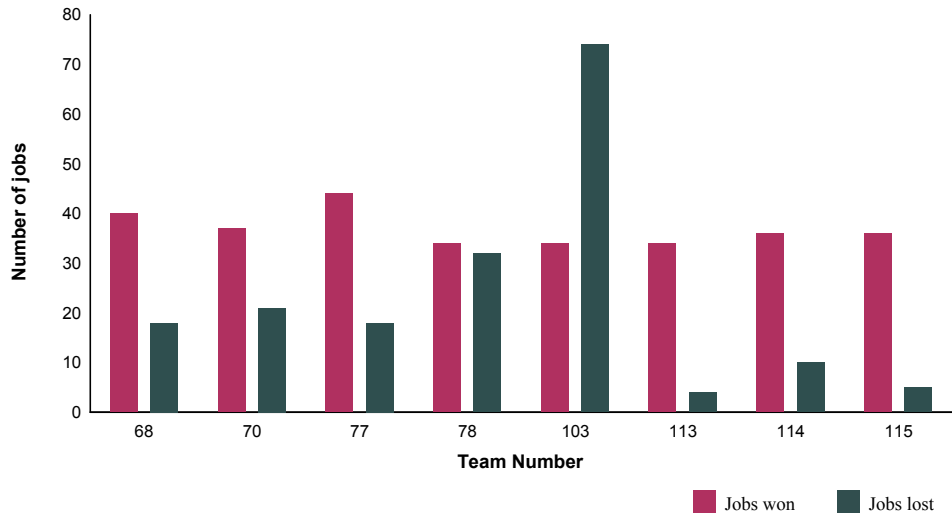


Efficient overhead management has a significant impact on operating profitability. 100% was the benchmark to have no adverse affects on costs and value, but the optimum level was 200%.

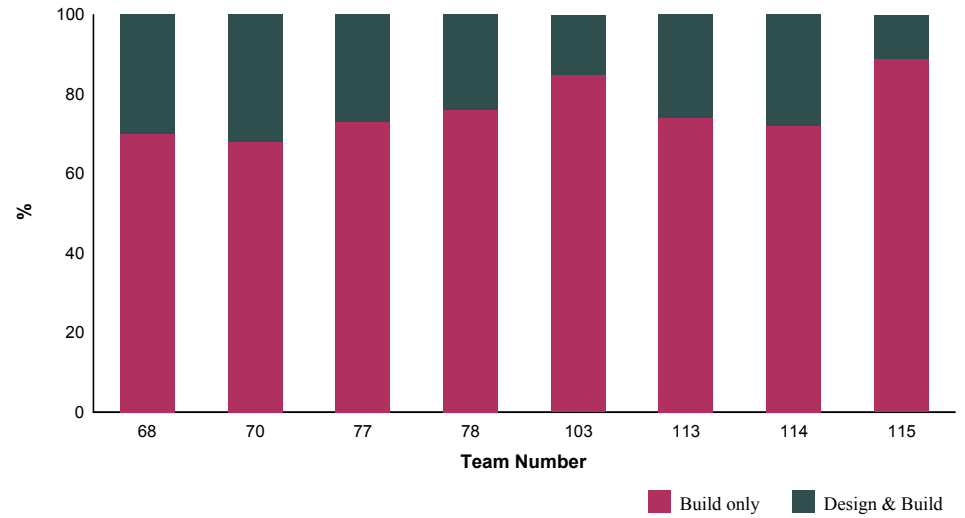
**MARKET SHARE SPLIT (BY LOCATION)**



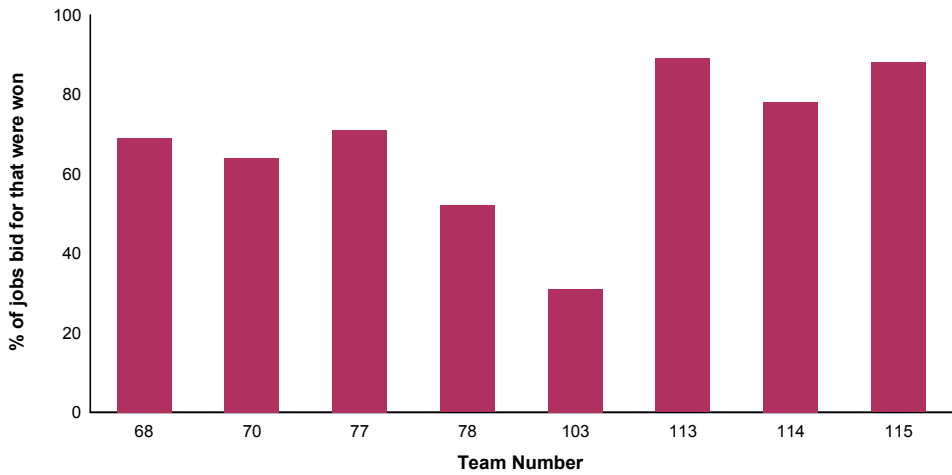
**JOBS WON AND LOST**



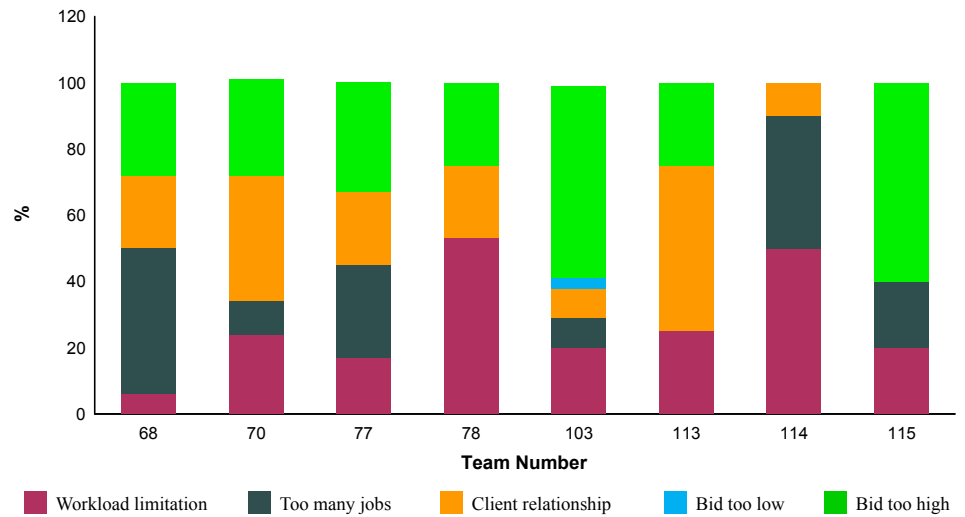
**TYPE OF JOBS WON**



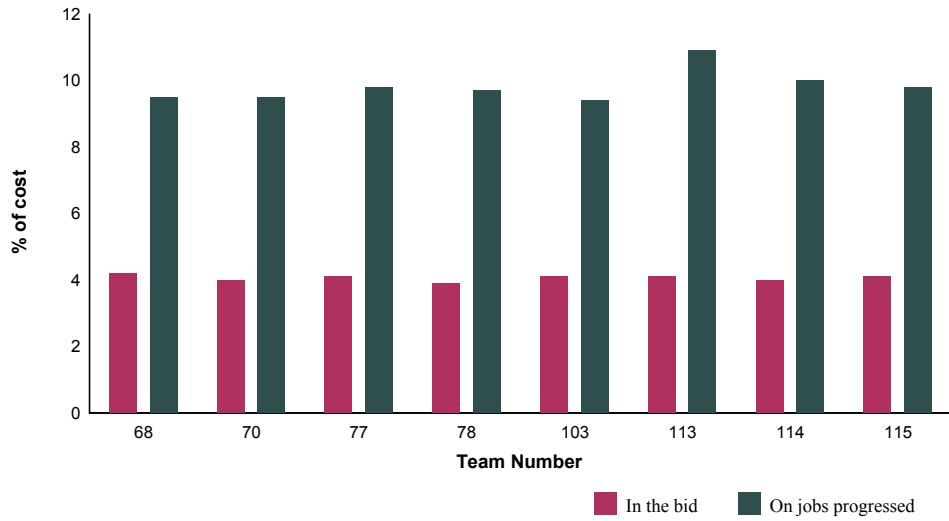
**BIDDING SUCCESS**



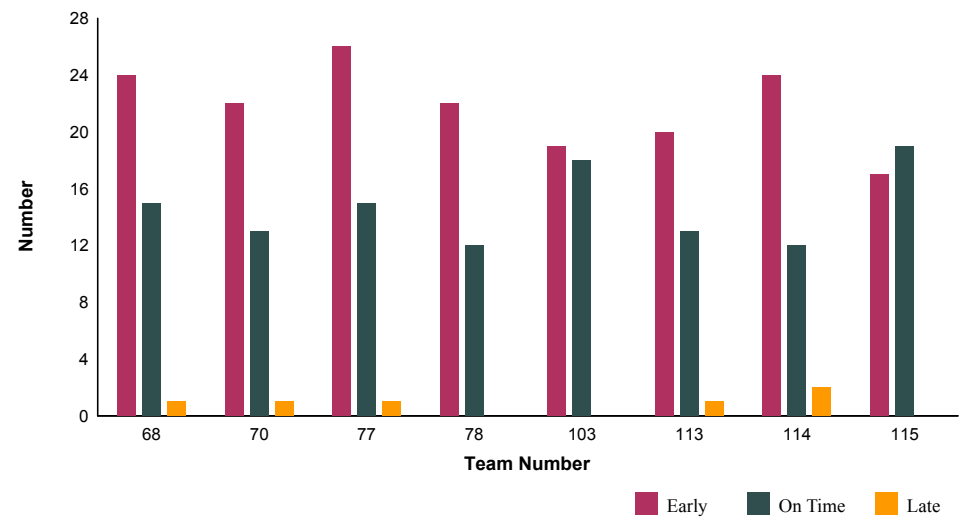
**UNSUCCESSFUL TENDERS**



### MARGINS

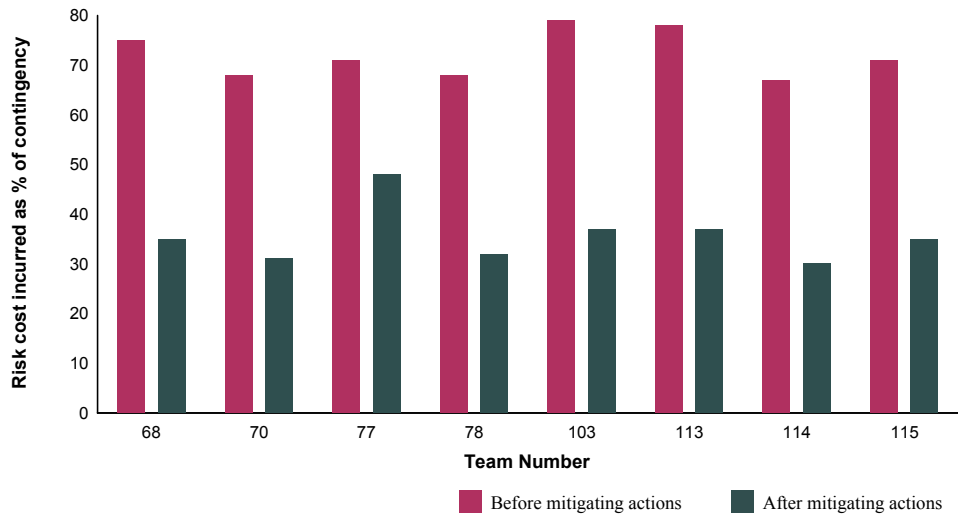


### JOB COMPLETION



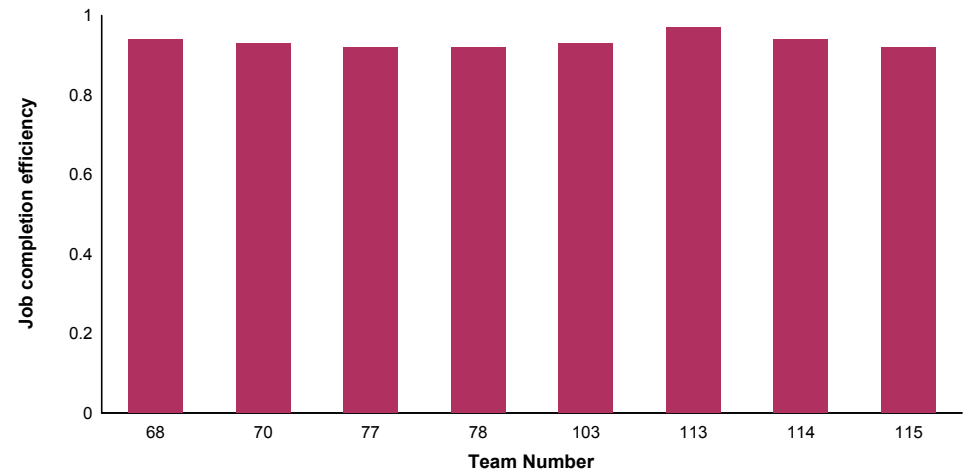
Early job completion earns a bonus from the client, frees off resources, and improves client relationship. Conversely, late completion incurs a penalty charge, and can significantly damage client relationship.

### RISK MANAGEMENT



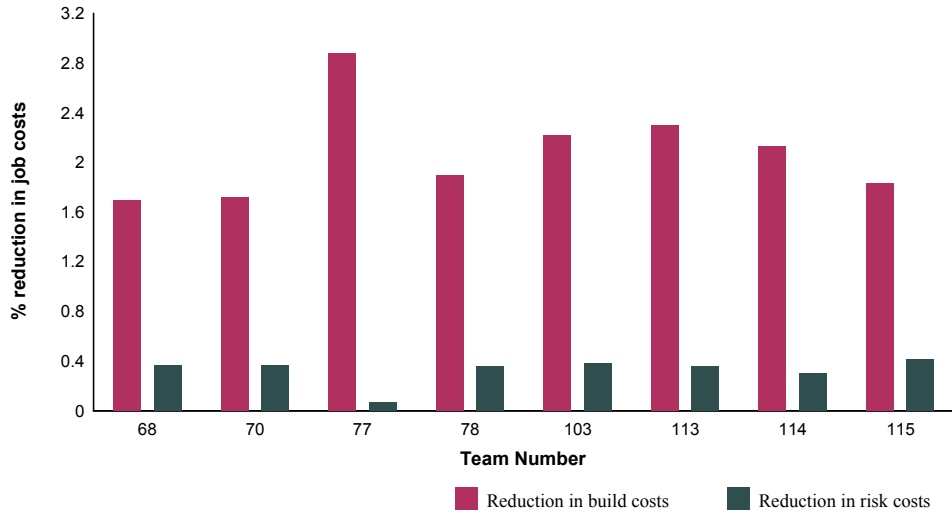
An effective risk management policy is crucial to keeping projects as profitable as possible.

### LABOUR MANAGEMENT



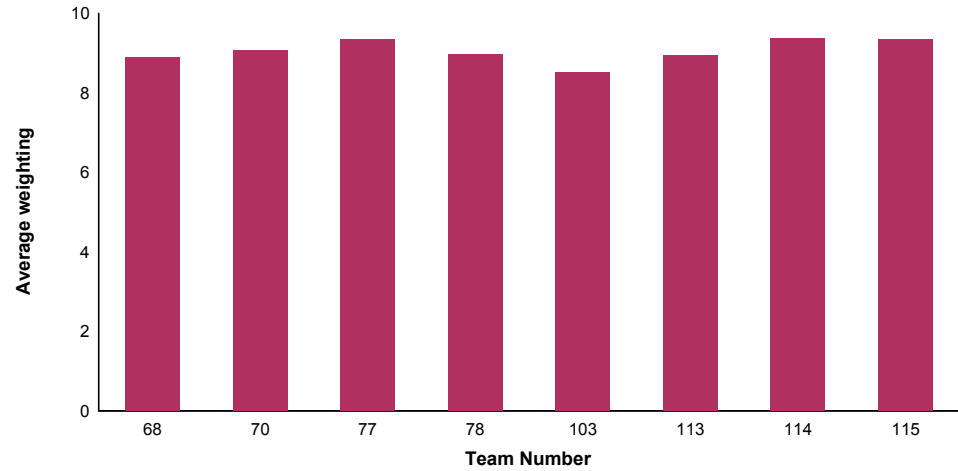
Completing jobs as efficiently as possible in terms of labour resourcing is key to maximising job profits. The efficiency rating is from 0 to 1, where 1 is the optimum level.

### TARGETED INVESTMENTS



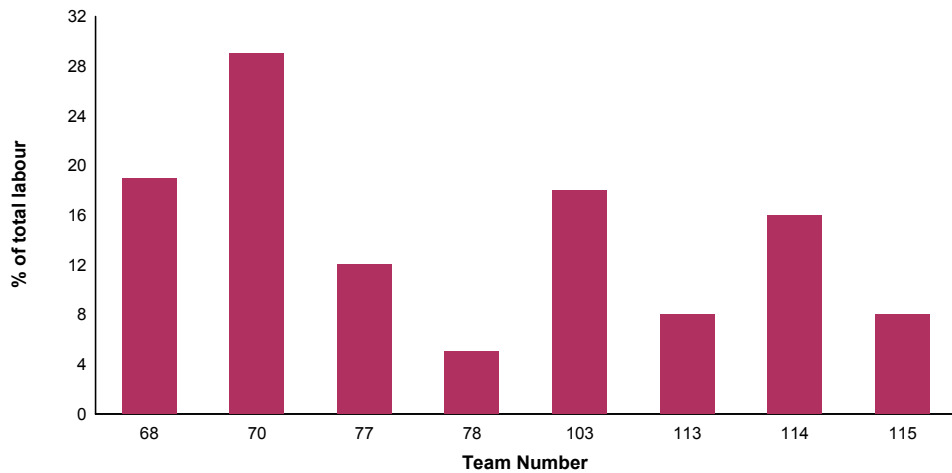
Targeted investments can reduce job costs, such as build and risk costs, significantly.

### PROJECT MANAGER (PERFORMANCE)

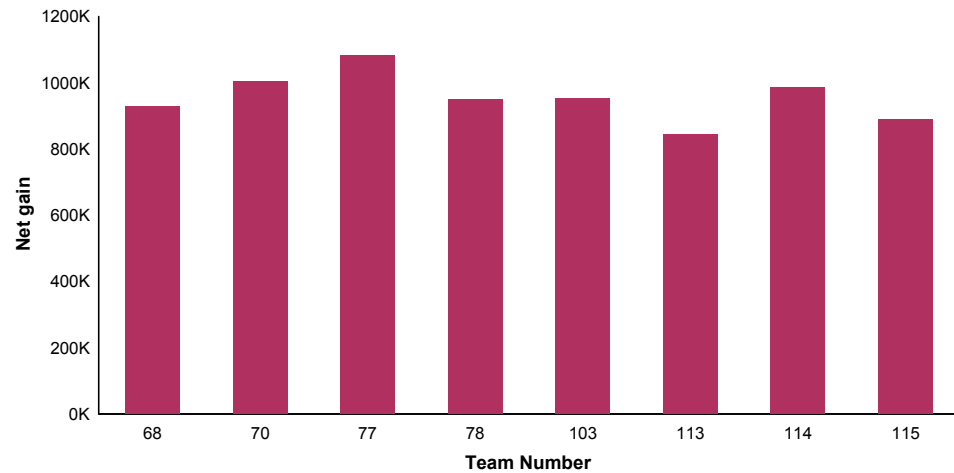


A project manager with well-matched experience for a particular type of job will handle available resources more efficiently, whilst a project manager with inappropriate experience will impair contract efficiency. Project managers are weighted from 1 (Poor) to 10 (The best possible).

### SUBCONTRACTOR USAGE

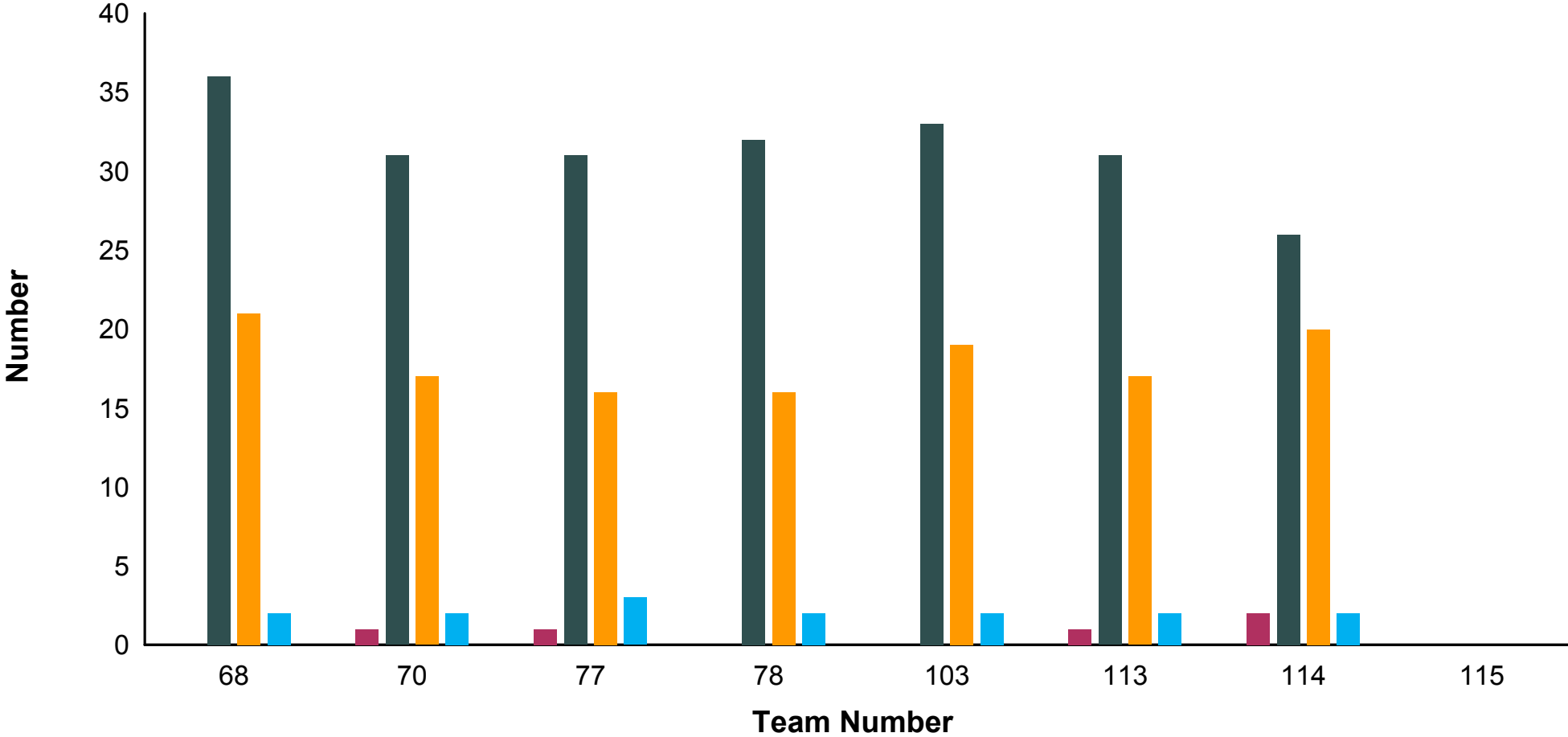


### PROJECT MANAGER (BONUS AFFECT)



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