



Enginuity 2016 Competition

COMPARATIVE ASSESSMENT OF TEAMS REPORT FOR MWH GLOBAL

		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. Jobs Bid For	No. Jobs Won	No. Jobs Lost	% Bid Success Rate	Profitability (% of Job Costs)			F/wd W/load	F/wd Margin
						IND	B&C	TRA	ENE	W&S					Job Profit	O/Head Costs	Oper Profit		
120	Manatees Wearing Hats	8	47	56	31	0	43	37	0	20	31	21	10	68	5.3	1.4	3.0	48.0m	2.7%
121	Monty Burns Inc	8	61	97	25	5	48	1	26	21	26	21	5	81	6.4	1.2	4.0	38.4m	3.1%
122	South Central Eliminators	8	27	41	29	0	46	33	20	1	49	16	33	33	5.8	2.1	2.9	37.7m	3.2%
123	Beehah Pjamms	8	40	64	18	10	38	25	17	10	21	14	7	67	5.6	1.2	3.3	14.5m	3.5%
124	Manager of Mayhem	8	-3	20	26	4	44	21	15	15	39	18	21	46	4.1	2.3	1.4	26.8m	3.4%
125	MSBH Global	8	30	39	18	0	46	29	1	25	25	17	8	68	4.5	1.1	2.6	49.1m	3.2%
126	Team Ebit	8	15	30	29	0	55	3	42	1	27	14	13	52	4.4	1.4	2.3	37.7m	2.8%
127	Mtwee	8	30	56	28	14	47	21	5	13	17	15	2	88	5.3	1.4	3.0	42.4m	2.7%
128	Fiji Kings	8	30	41	23	1	69	22	5	2	26	18	8	69	5.3	1.4	3.0	8.2m	3.8%
129	MWH Inspire - Fiji	8	20	23	23	0	47	25	12	16	17	12	5	71	4.1	1.3	2.2	44.1m	2.6%
130	MWH Taiwan No.1	8	57	34	27	0	49	28	23	0	30	19	11	63	5.3	1.4	3.1	50.2m	2.7%
131	Montgomery Watson Hamza	8	-31	-44	22	14	30	22	22	12	75	14	61	19	3.0	2.9	-0.2	23.8m	3.5%
132	Constructoholics	8	24	26	32	9	45	23	22	1	15	12	3	80	4.8	1.9	2.2	40.5m	2.7%
133	Dubai Titans	8	44	25	21	6	46	22	21	6	20	17	3	85	4.8	1.2	2.9	48.2m	3.0%
134	Knafe Masters	8	14	27	22	5	53	18	7	18	19	16	3	84	4.5	1.8	2.0	52.1m	3.0%
135	Delmon	8	45	52	21	0	60	1	3	36	31	17	14	55	5.0	1.2	2.8	31.2m	3.0%
136	Shatha Paramita	8	32	36	23	1	48	29	17	5	21	15	6	71	5.6	1.8	2.9	38.4m	2.8%
137	Wacky Waving Inflatable Flailir	8	20	-42	34	0	55	29	14	2	33	16	17	48	3.2	1.8	1.0	32.6m	2.9%
138	Agriya	8	58	-1	35	0	62	1	19	19	28	18	10	64	5.4	1.9	2.7	41.6m	3.0%
139	"Aarohan"	8	42	-45	34	1	44	28	24	2	25	21	4	84	4.6	1.9	2.1	25.2m	3.1%
140	Aliens	8	37	-21	30	0	51	2	25	22	30	18	12	60	4.9	2.0	2.2	39.1m	3.1%
141	Sumaq Pacha	8	18	38	27	3	64	23	9	1	25	20	5	80	4.0	1.3	2.0	39.9m	2.5%
142	Monty ANZAC's	8	73	64	30	0	5	52	41	2	37	18	19	49	6.4	1.6	3.6	45.0m	3.5%

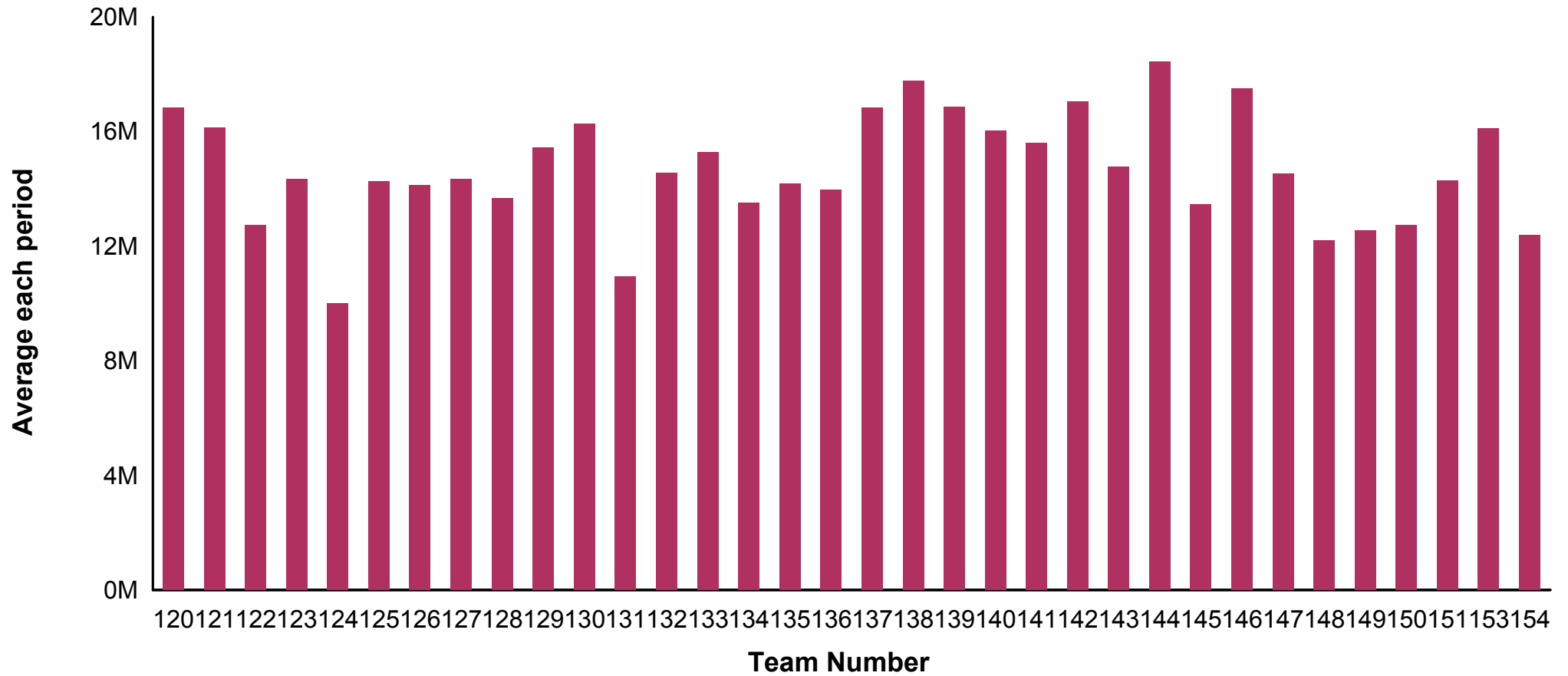
143	Sydney Solutioneers	8	34	0	29	10	55	3	29	3	33	16	17	48	5.0	1.9	2.4	47.3m	2.4%
144	The Money Wouldn't Hurt	8	58	43	36	14	51	35	0	0	25	23	2	92	5.2	1.4	3.0	41.6m	3.0%
145	Roaring 40's	8	23	37	20	10	43	14	19	13	20	15	5	75	4.2	1.2	2.3	21.6m	3.1%
146	Wycombe Water Wonderers	8	42	83	30	0	41	26	16	17	33	21	12	64	5.4	1.4	3.0	37.9m	3.6%
147	Master Wizards of Hydraulics	8	23	25	30	4	54	30	6	6	26	16	10	62	4.5	1.7	2.2	37.4m	2.8%
148	Balderdash & Piffle PLC	8	0	-13	28	6	47	15	14	18	24	11	13	46	3.5	2.2	0.9	23.8m	3.4%
149	Phil's Minders	8	25	10	25	3	41	16	27	13	55	18	37	33	4.6	1.8	2.1	28.6m	2.9%
150	GLMJ Engineering	8	22	9	23	0	52	29	1	18	28	14	14	50	4.3	1.4	2.3	38.3m	3.4%
151	Edinginuity	8	16	42	31	1	50	7	36	6	35	13	22	37	4.6	2.1	1.9	38.1m	3.0%
153	Looney Toons	8	41	114	30	0	49	13	5	33	22	20	2	91	5.8	1.3	3.4	40.0m	3.1%
154	JCK	8	15	48	21	0	50	26	24	0	31	13	18	42	4.5	1.6	2.1	34.9m	3.0%

COMPANY VALUE



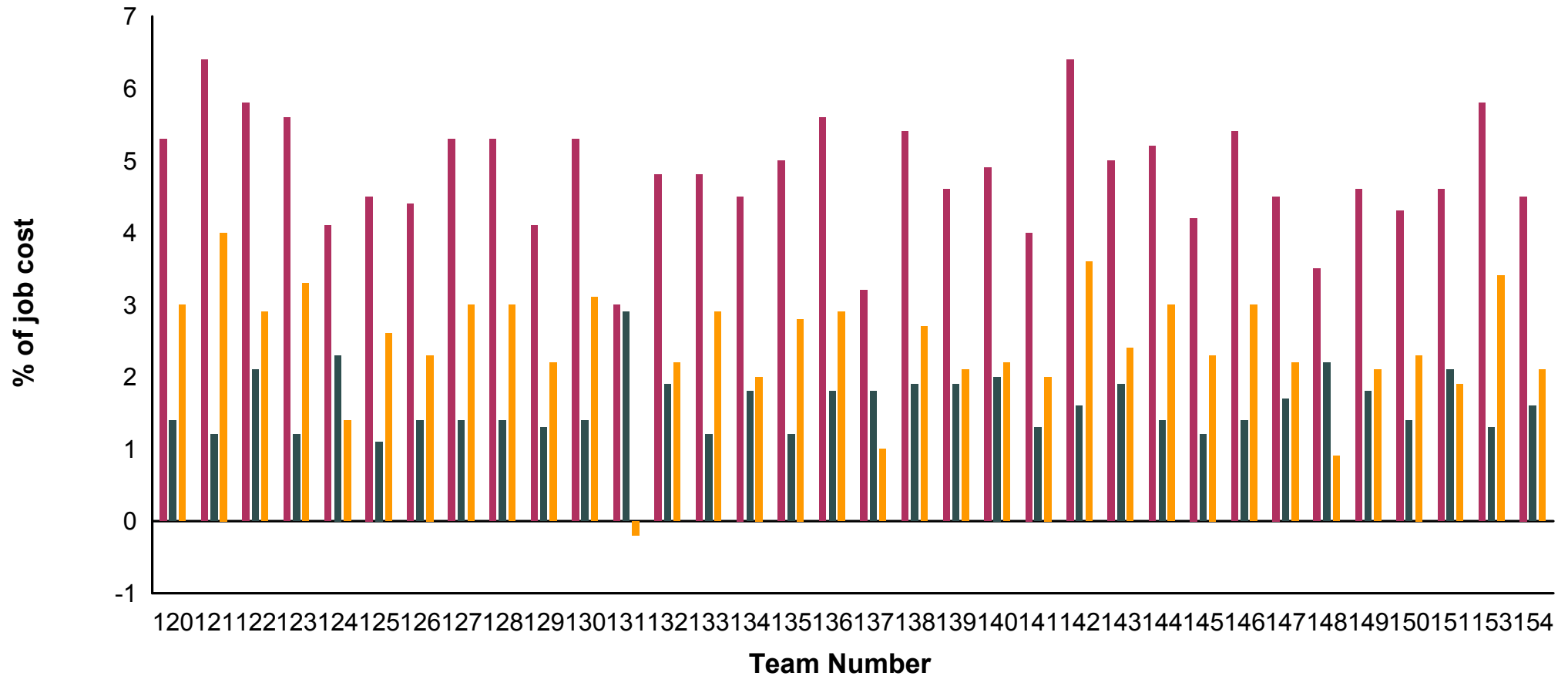
Increasing the value of the business is the prime objective of the management team.

TURNOVER



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

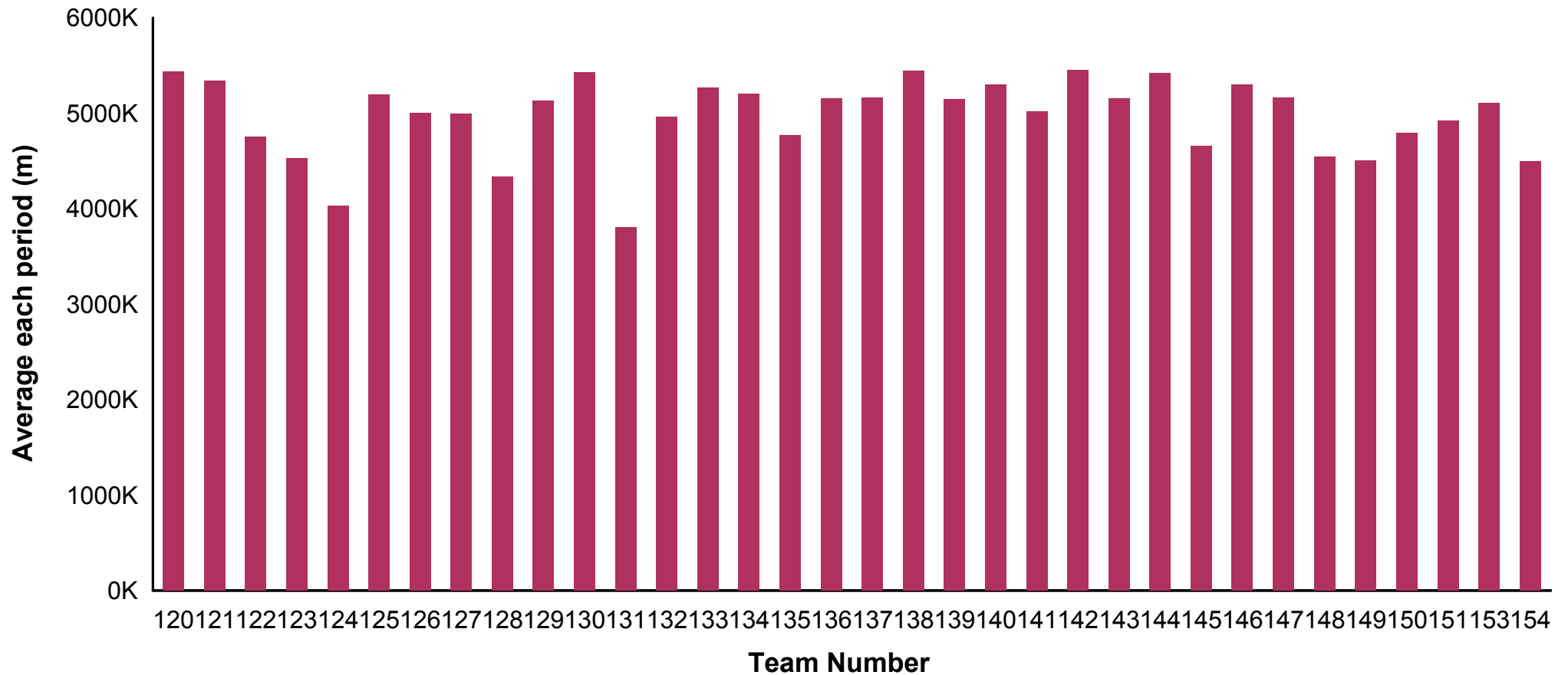
PROFITABILITY



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.

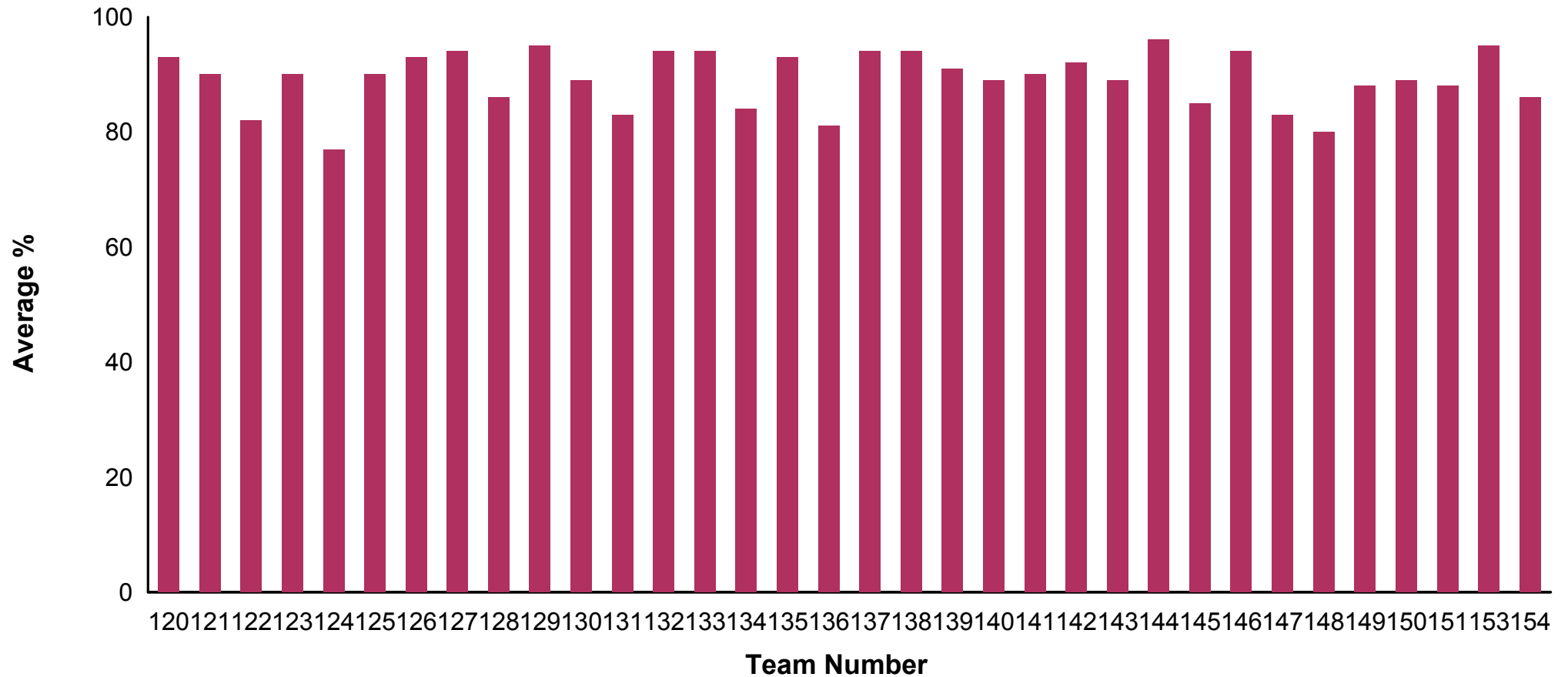
- Job profit
- Overhead costs
- Operating profit

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.

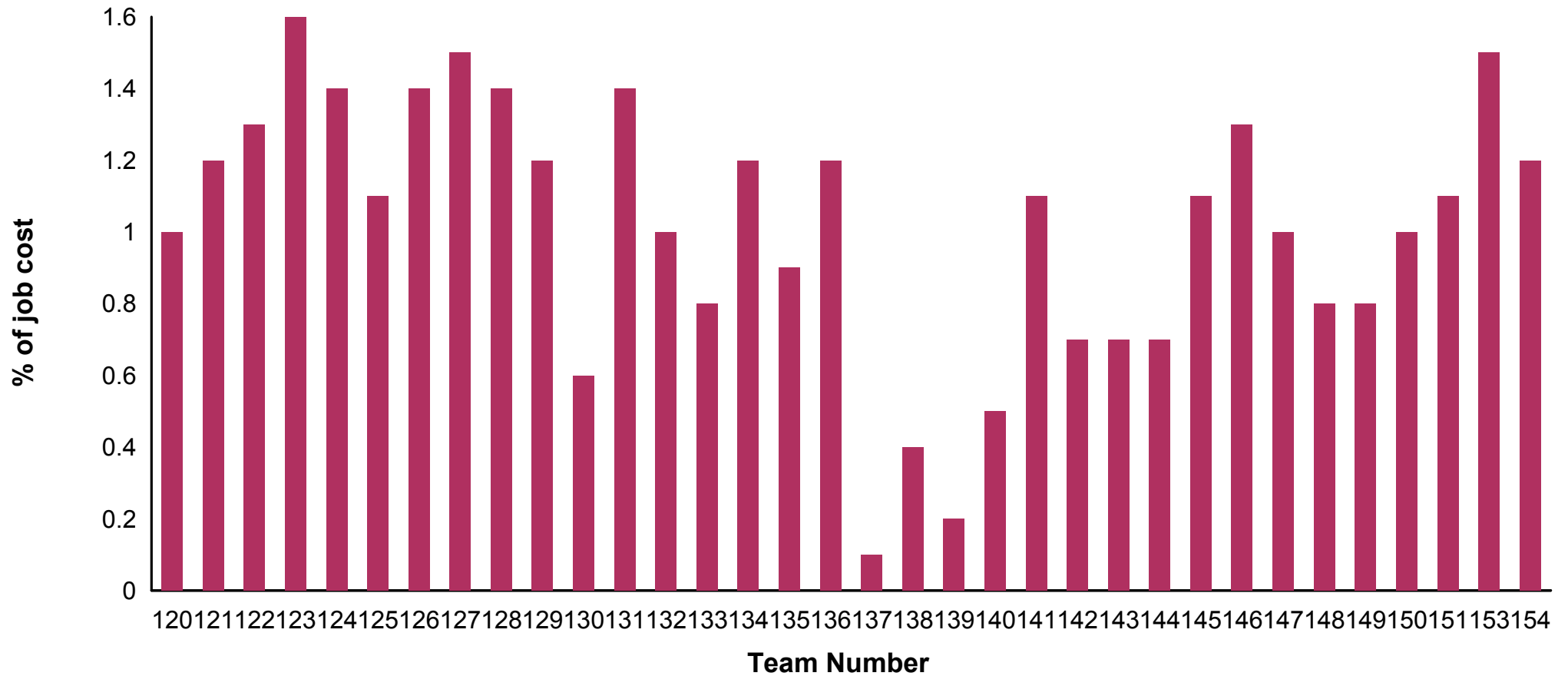
SHARE PRICE



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.

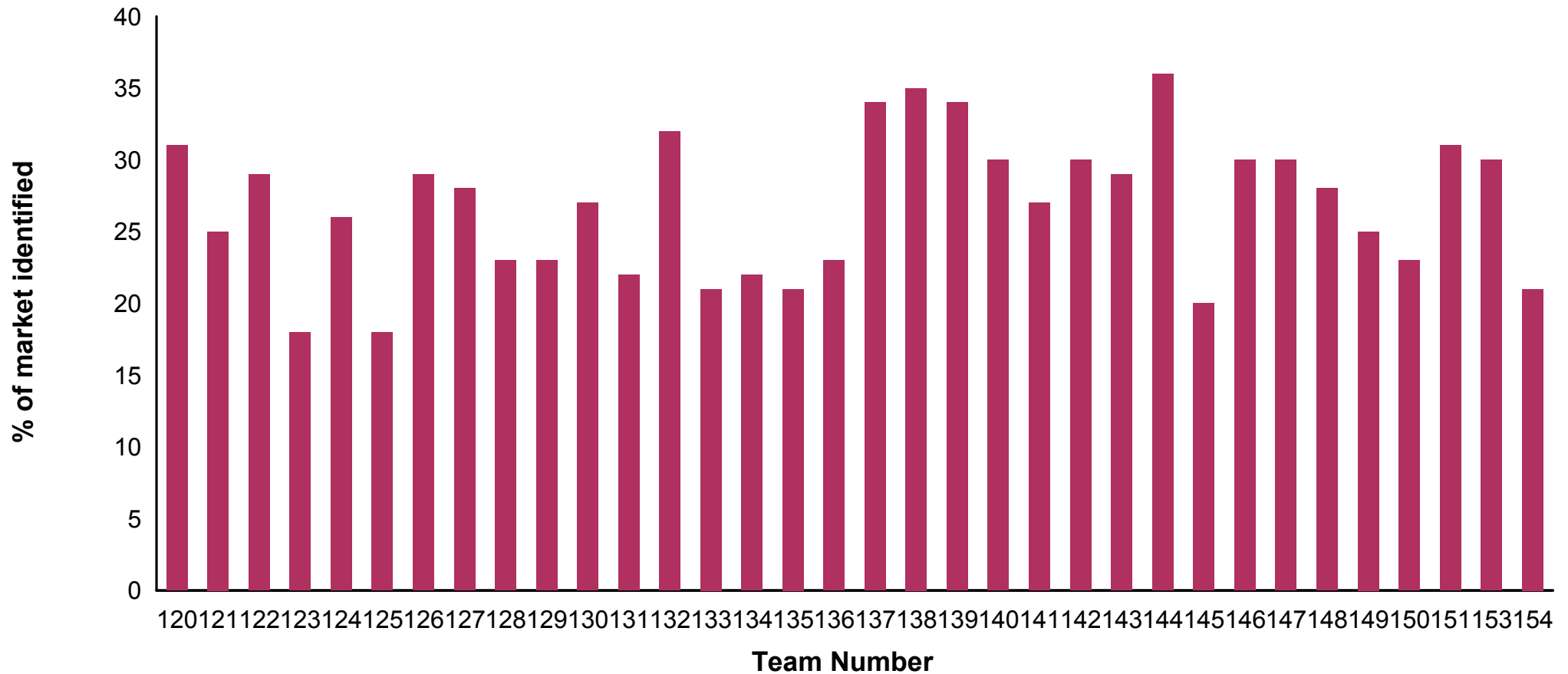
The share price is influenced by the level of dividend paid to the shareholders, the value of the company, the future profitability of the company and the debt burden (gearing ratio) of the company.

DIVIDEND PAID



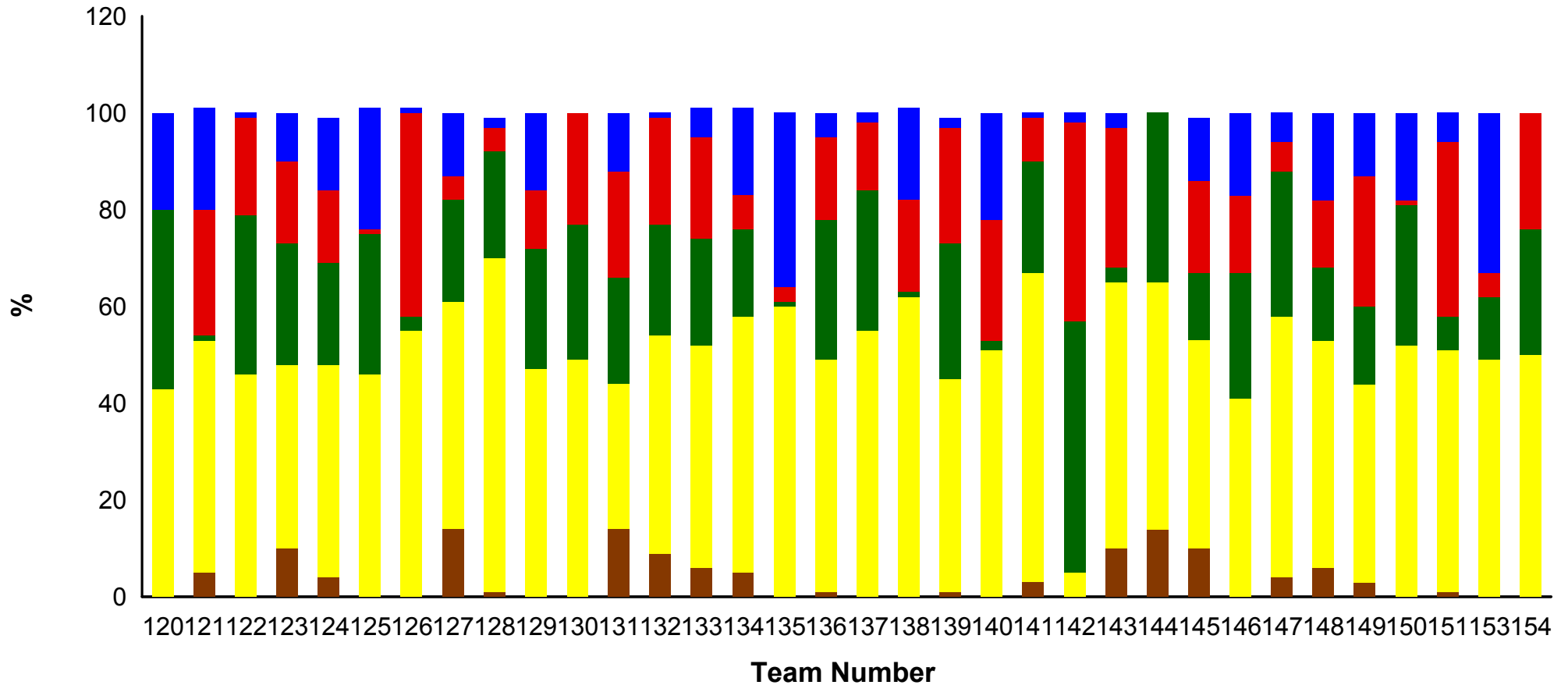
The level of dividend paid to shareholders should be in line with what the company can afford, and not exceed the operating profits of the business.

MARKET SHARE (OVERALL)



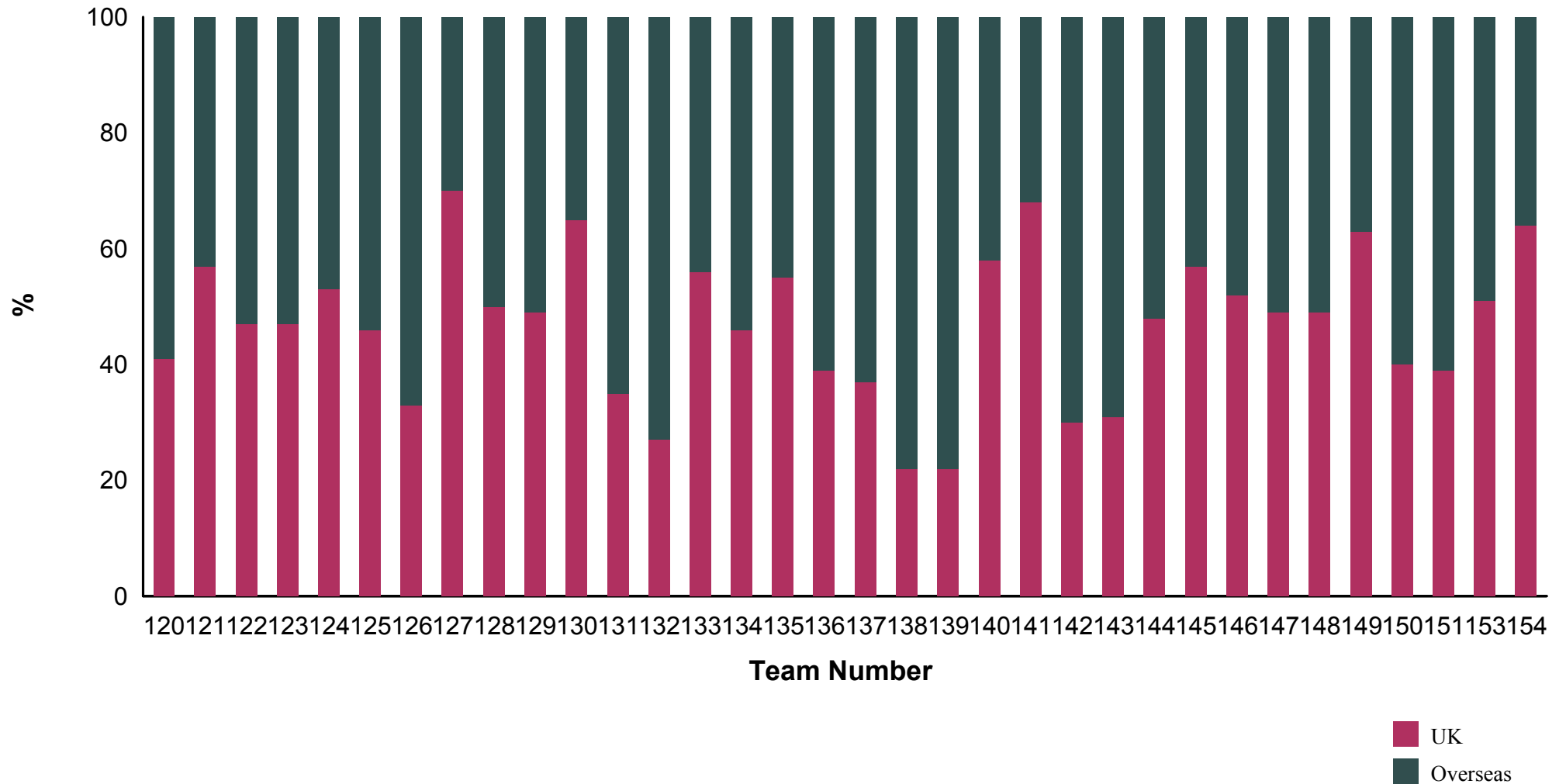
Developing an effective marketing strategy, and identifying new work in different sectors and locations (UK/Overseas) is critical to enable the business to grow by securing jobs through competitive bidding.

MARKET SHARE SPLIT (BY SECTOR)

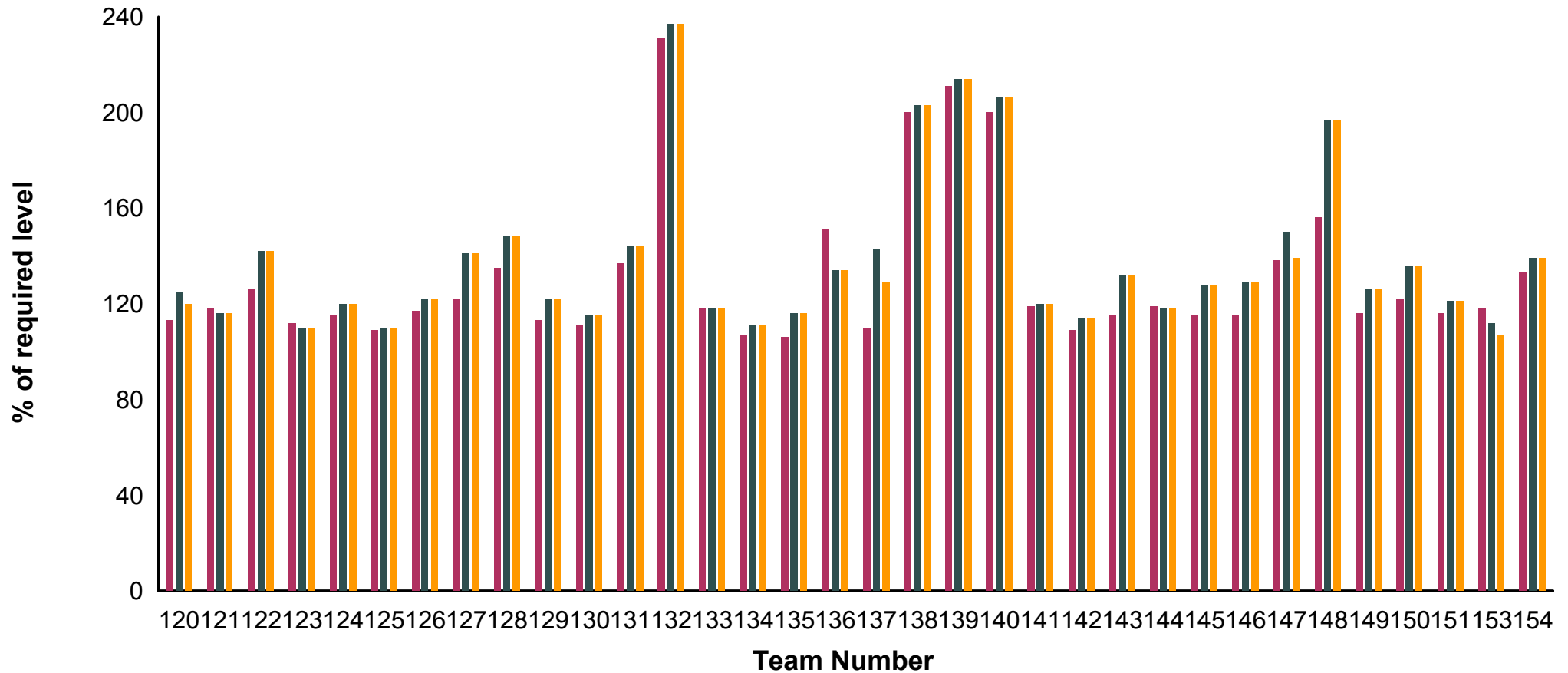


- Industrial
- Building & Commercial
- Transport
- Energy
- Water & Sewage

MARKET SHARE SPLIT (BY LOCATION)



OVERHEAD STAFFING

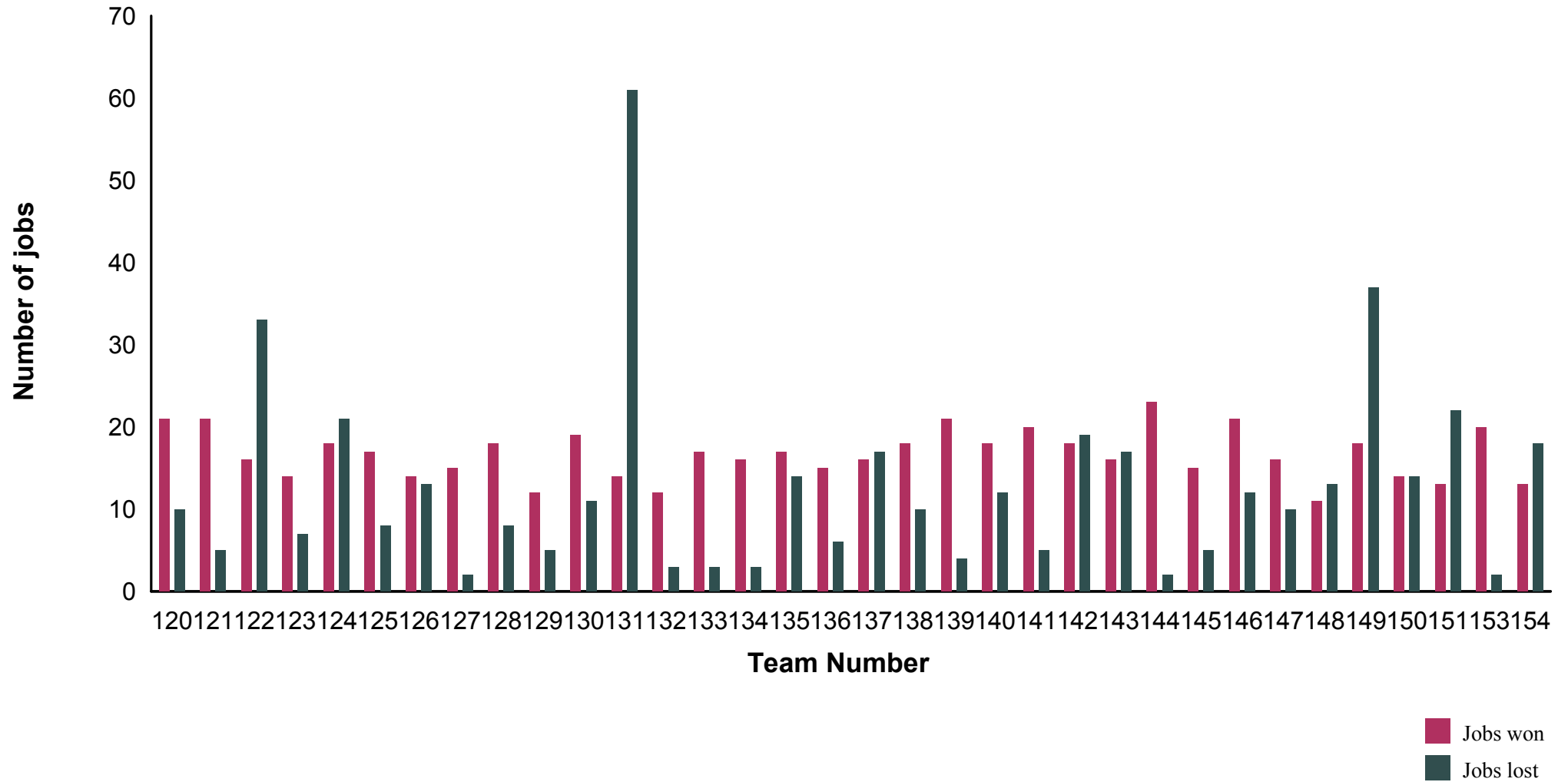


Efficient overhead management has a significant impact on operating profitability.

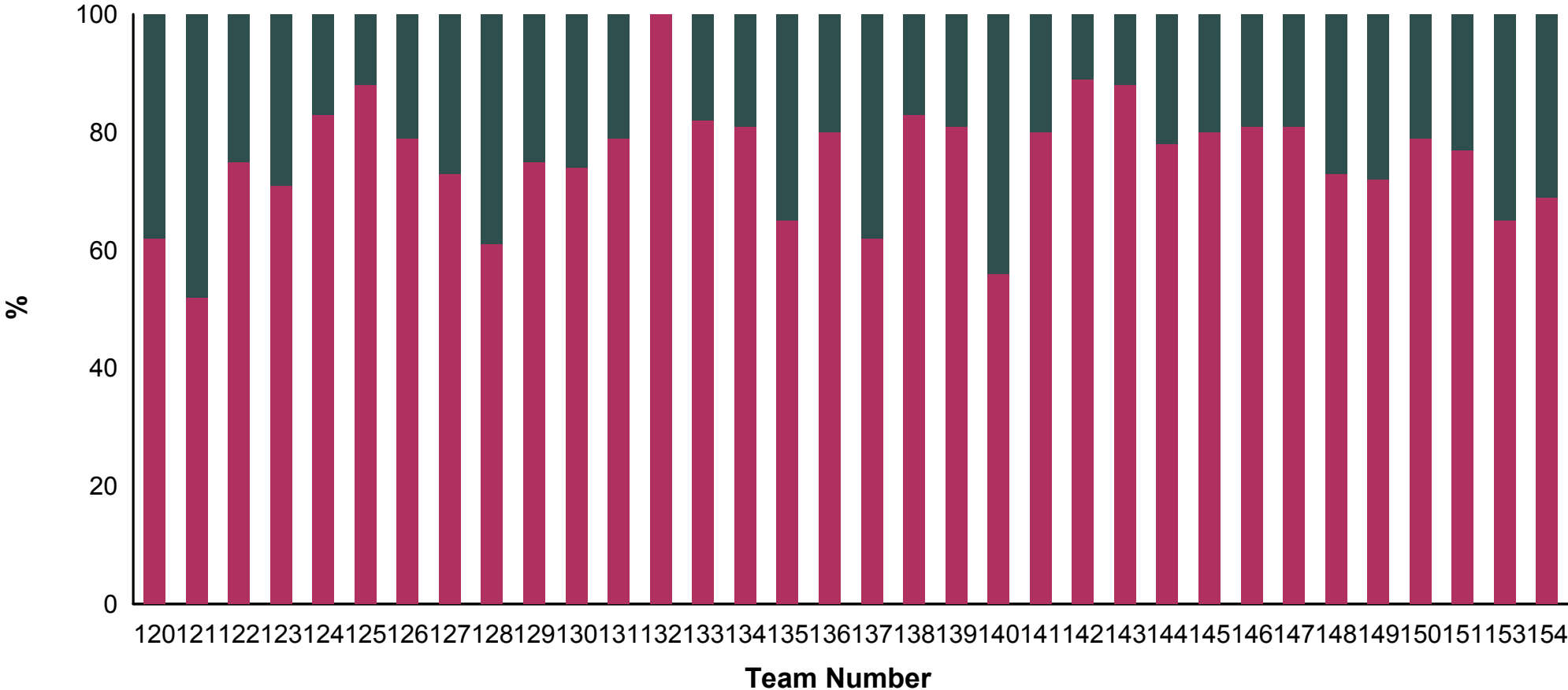
100% is the required level. Anything lower indicates understaffing, with an adverse affect on costs (Head Office and QHSE) or value (Measurement).

- Head Office
- QHSE
- Measurement

JOBS WON AND LOST



TYPE OF JOBS WON



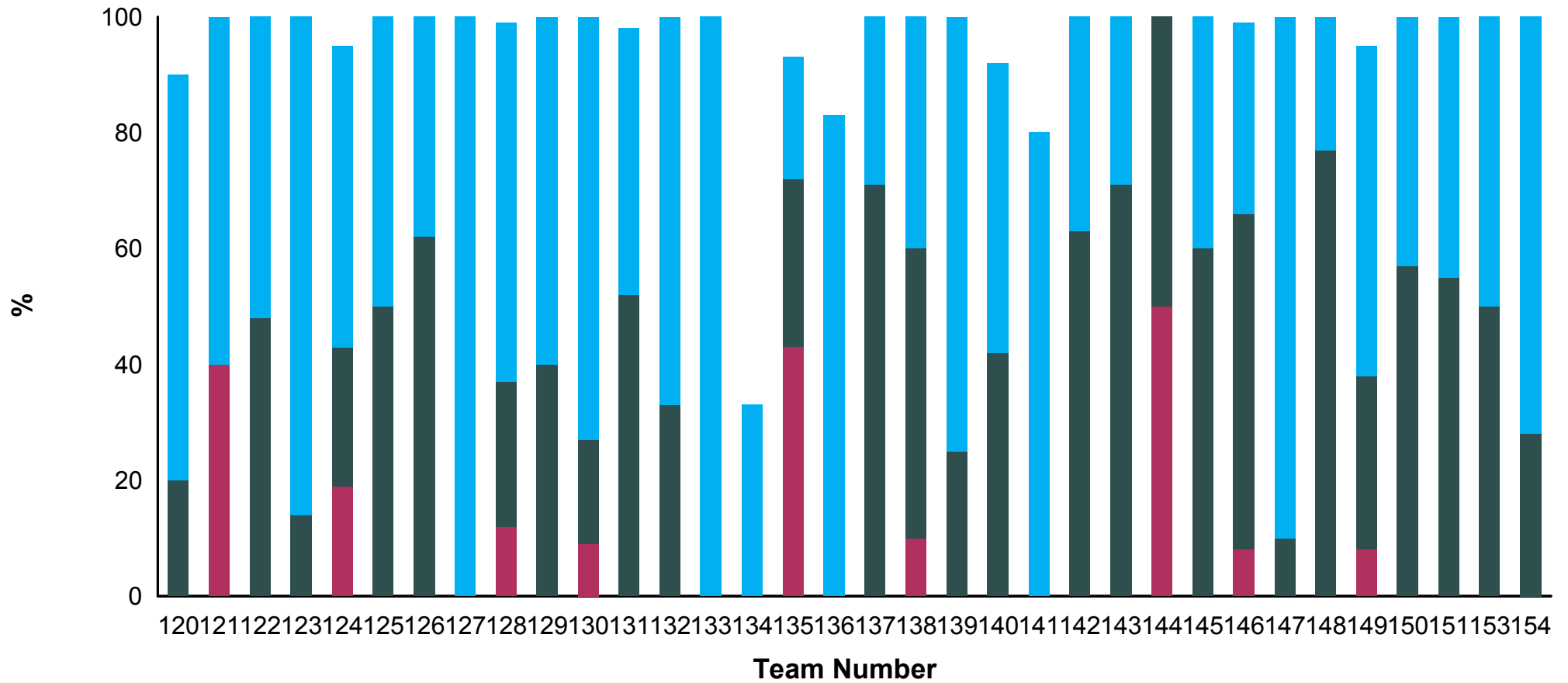
Build only
Design & Build



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

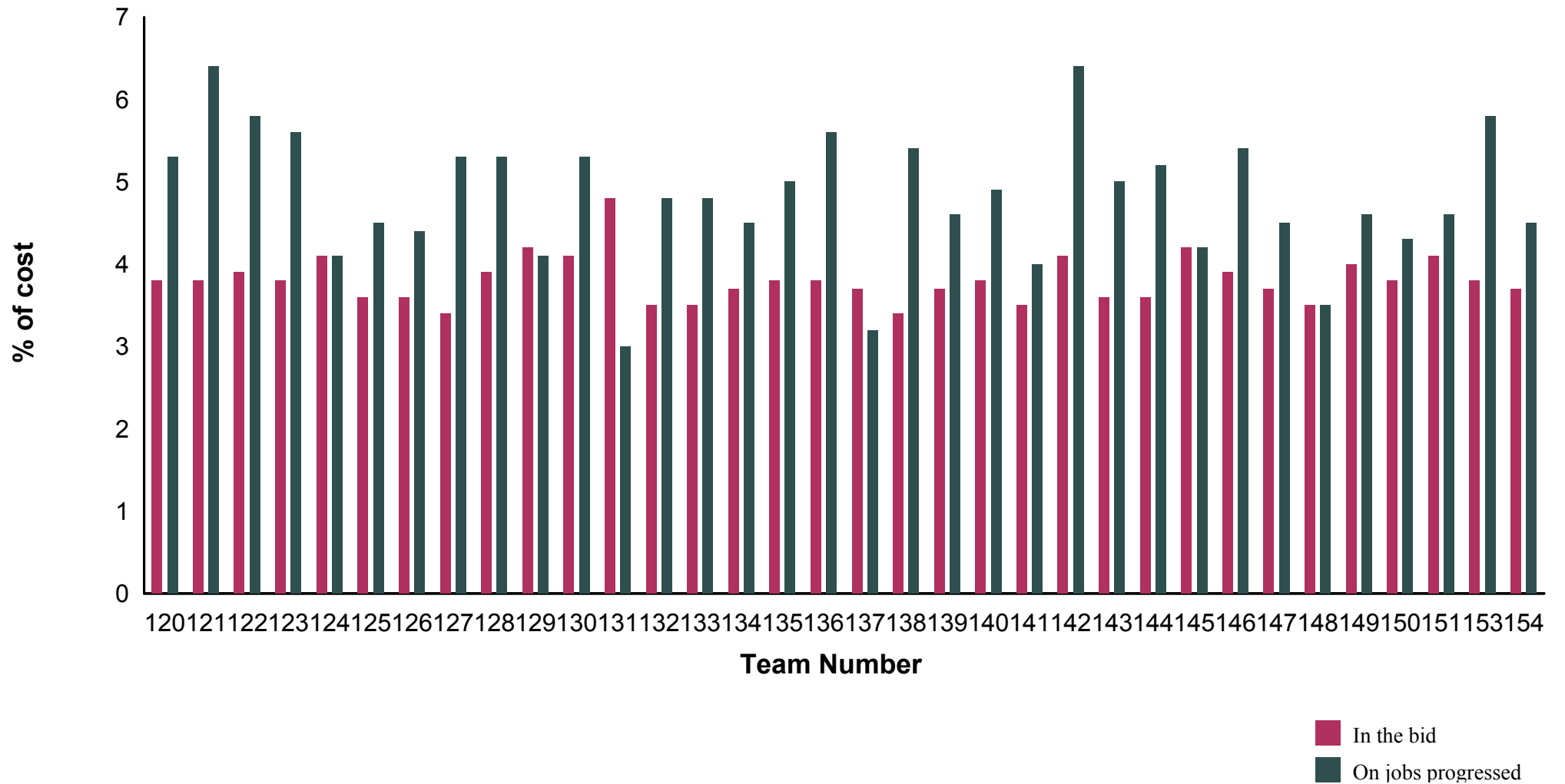
High bidding success keeps bidding costs to a minimum.

REASON FOR JOB LOSS

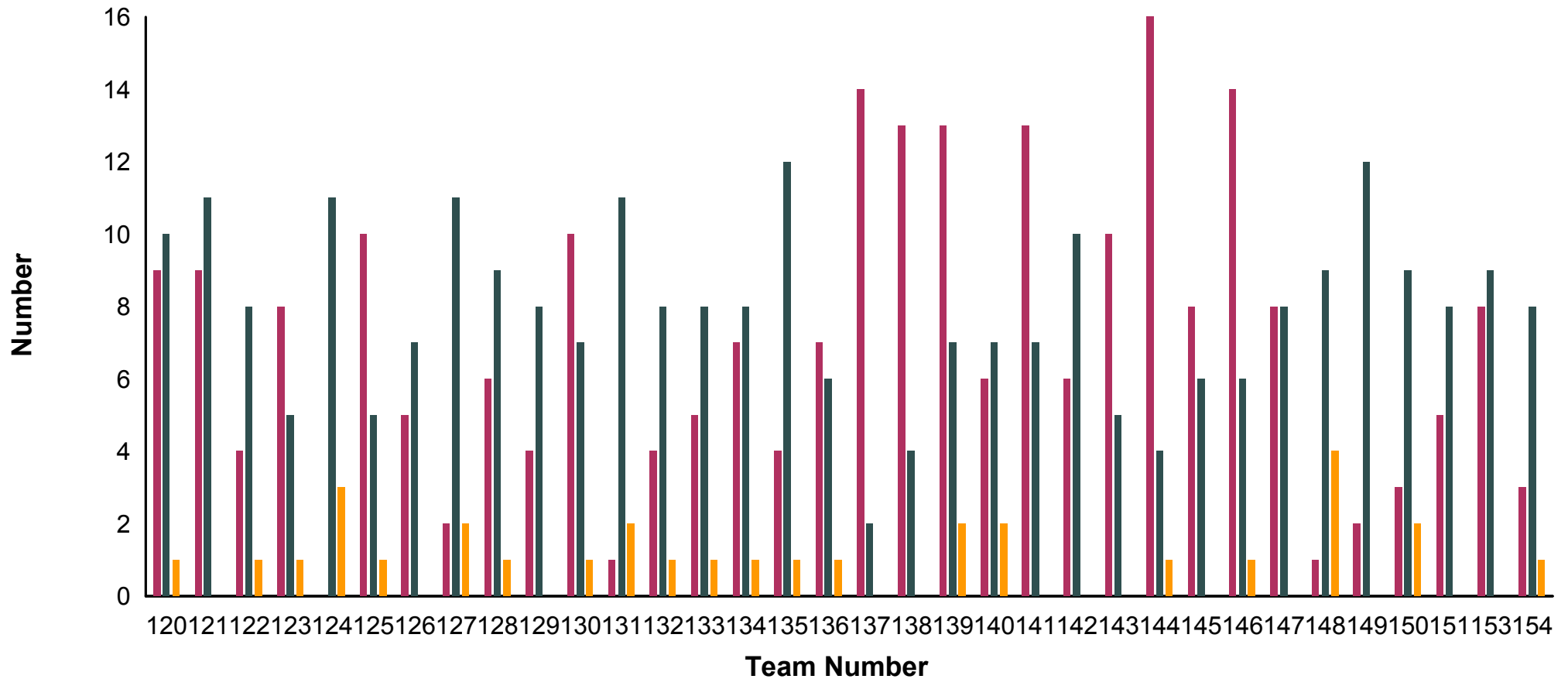


- Too many jobs in progress
- Capital base workload limitation
- Bid too low
- Bid too high

MARGINS



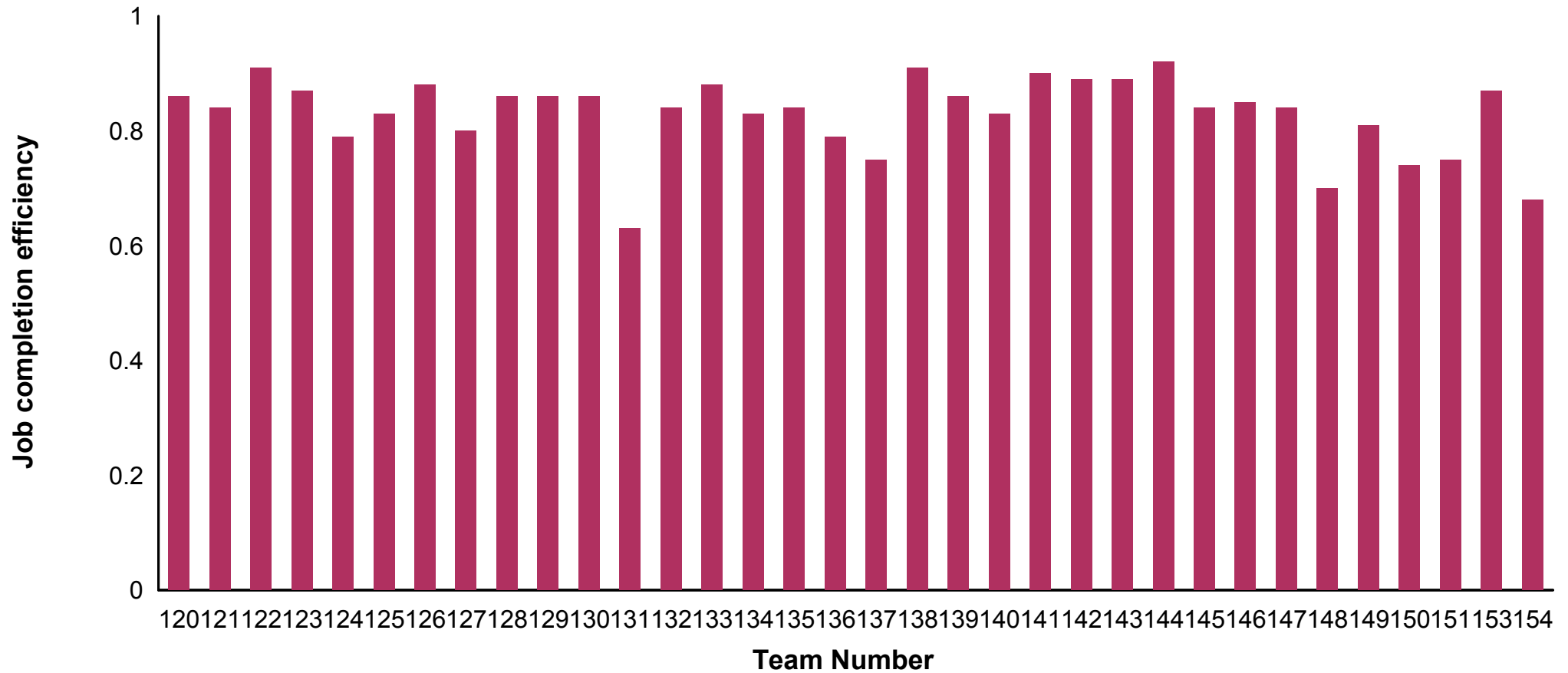
JOB COMPLETION



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

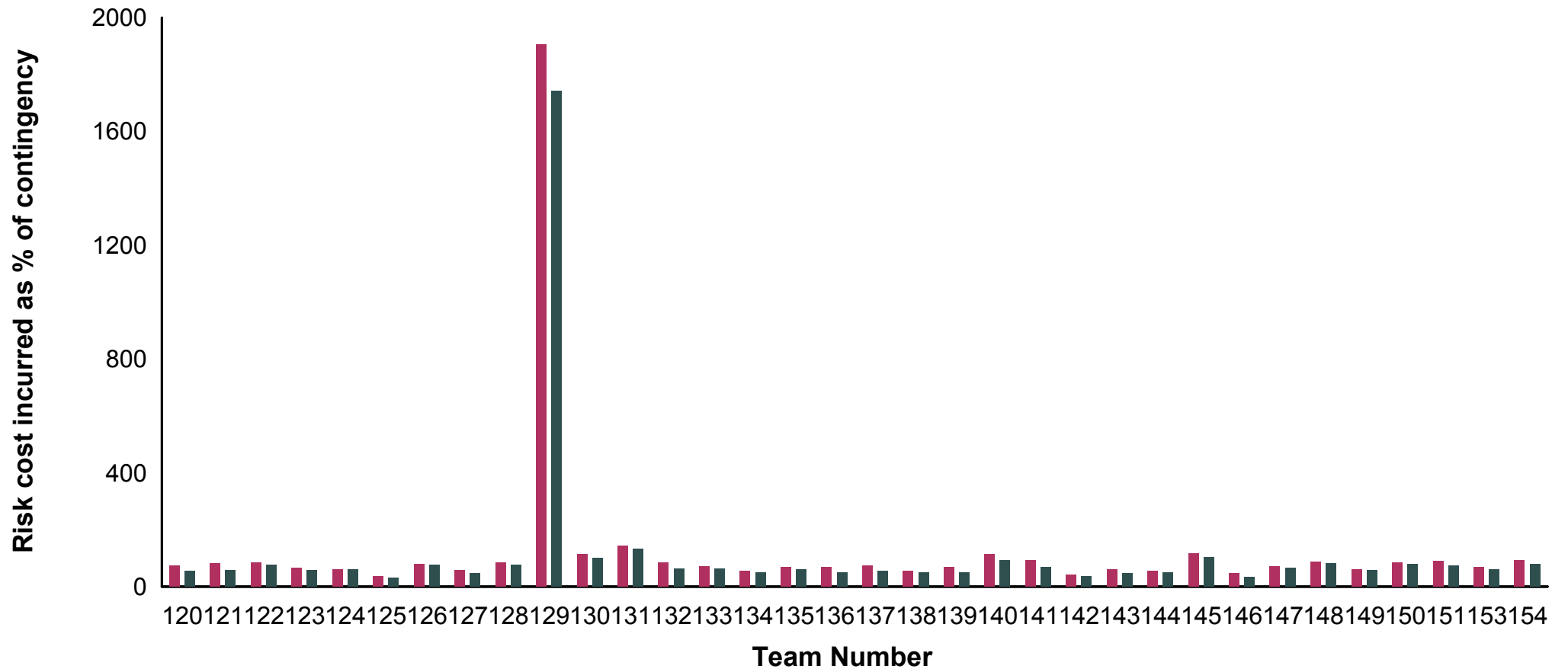
LABOUR MANAGEMENT



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.

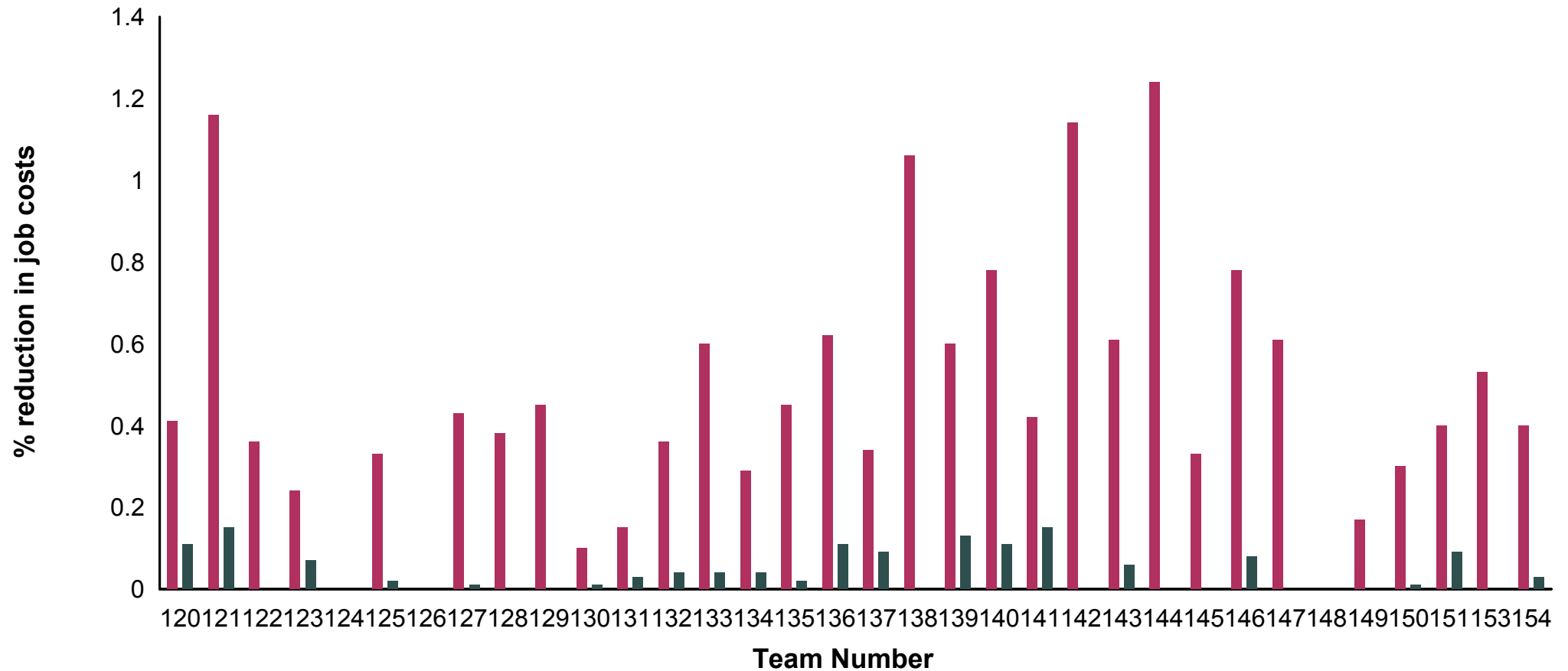
RISK MANAGEMENT



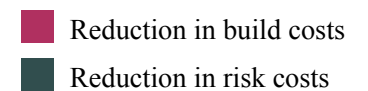
An effective risk management policy is crucial to keeping projects as profitable as possible.

- Before mitigating actions
- After mitigating actions

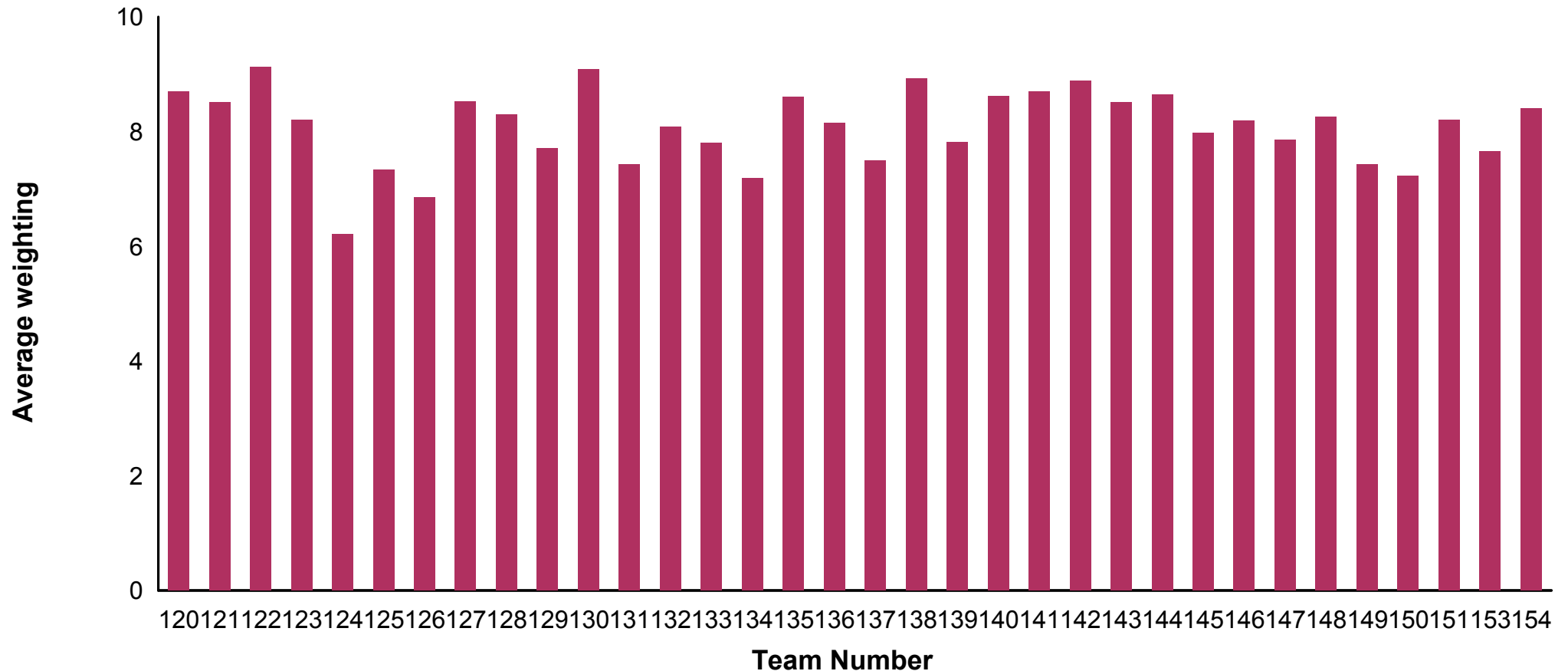
TARGETED INVESTMENTS



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



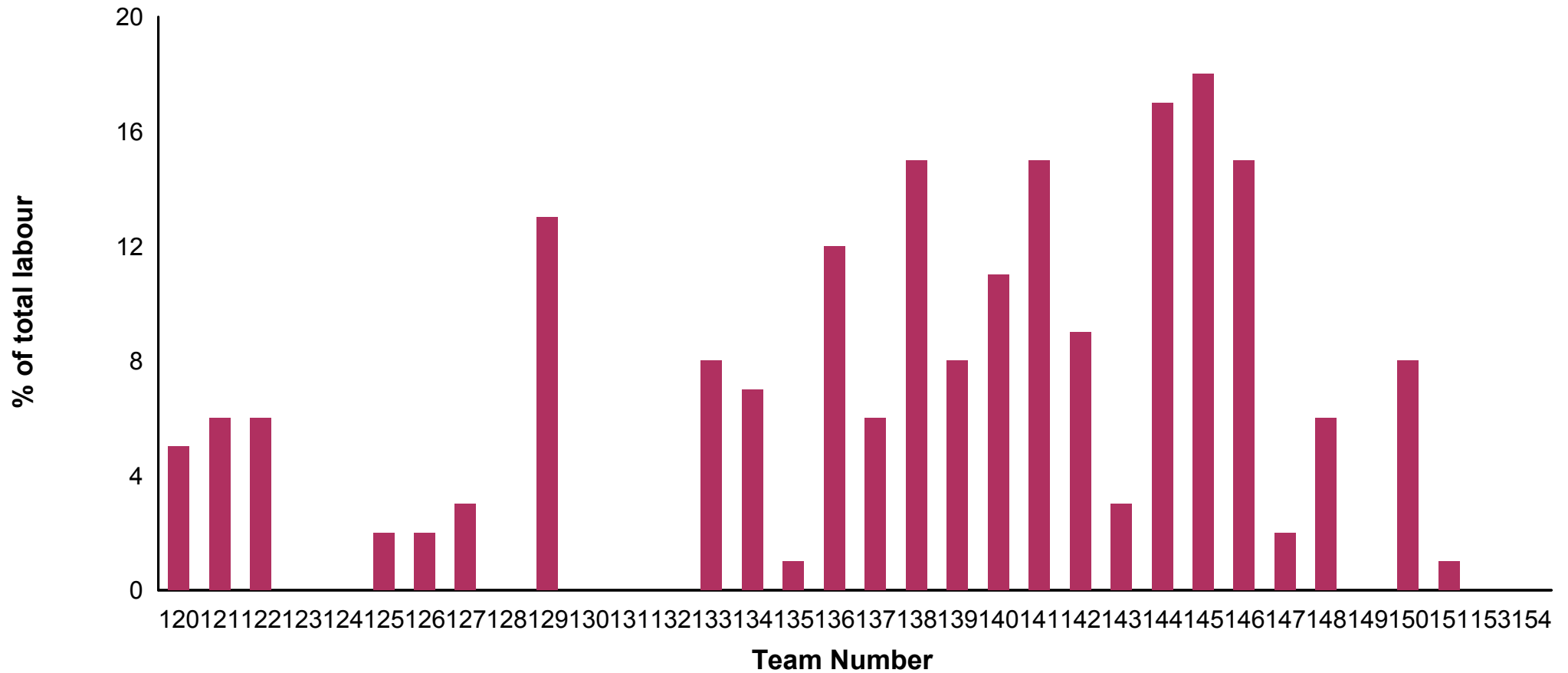
PROJECT MANAGER (PERFORMANCE)



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).

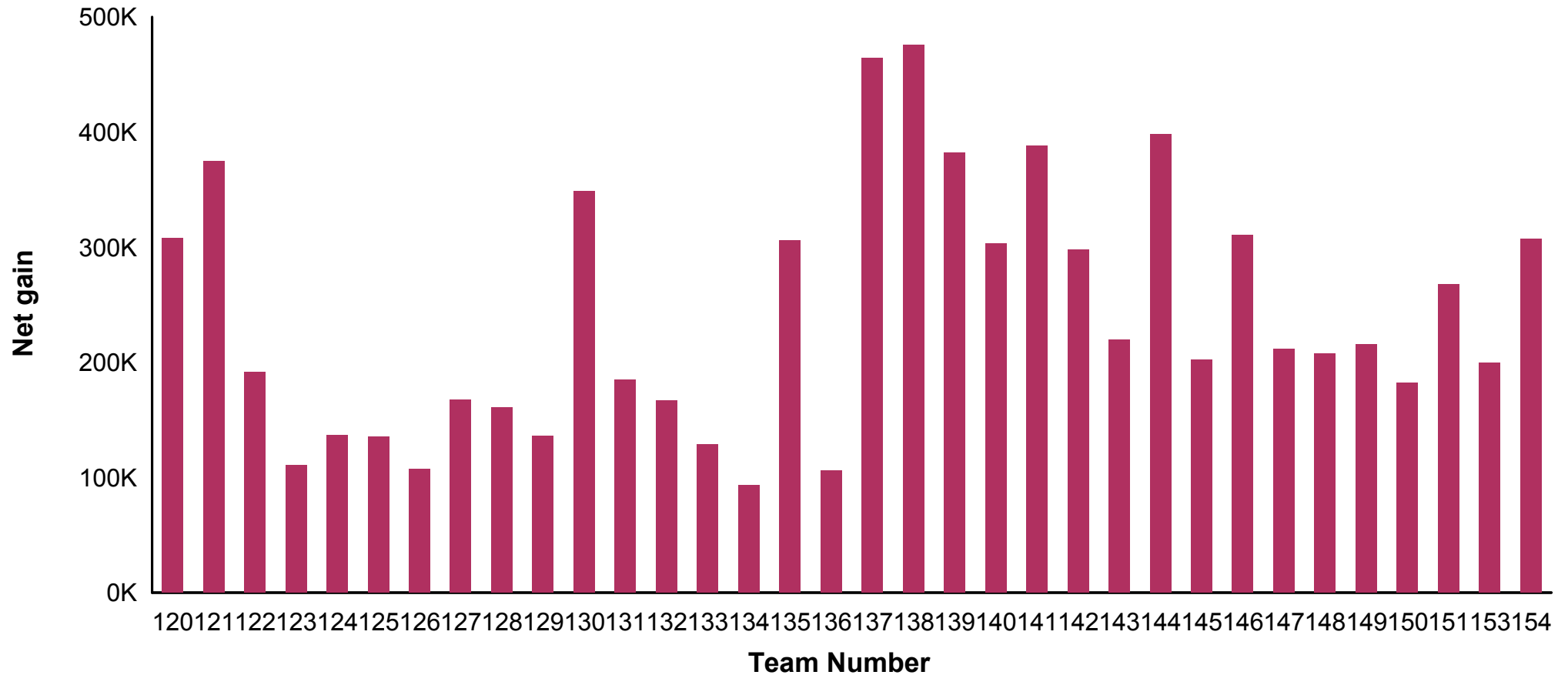
SUBCONTRACTOR USAGE



Subcontractor costs vary from country to country.

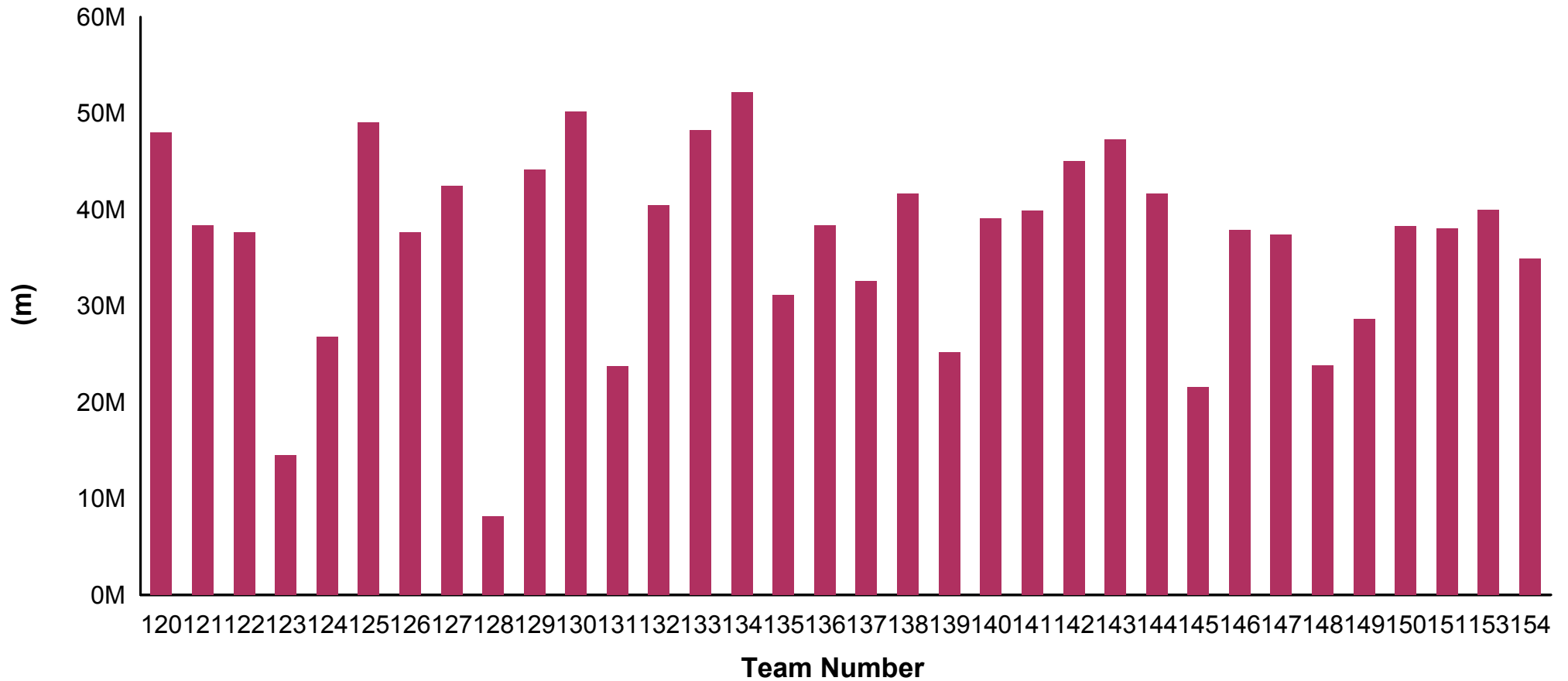
Excessive use of subcontractors can have an adverse affect on the morale of the company's own labour.

PROJECT MANAGER (BONUS AFFECT)



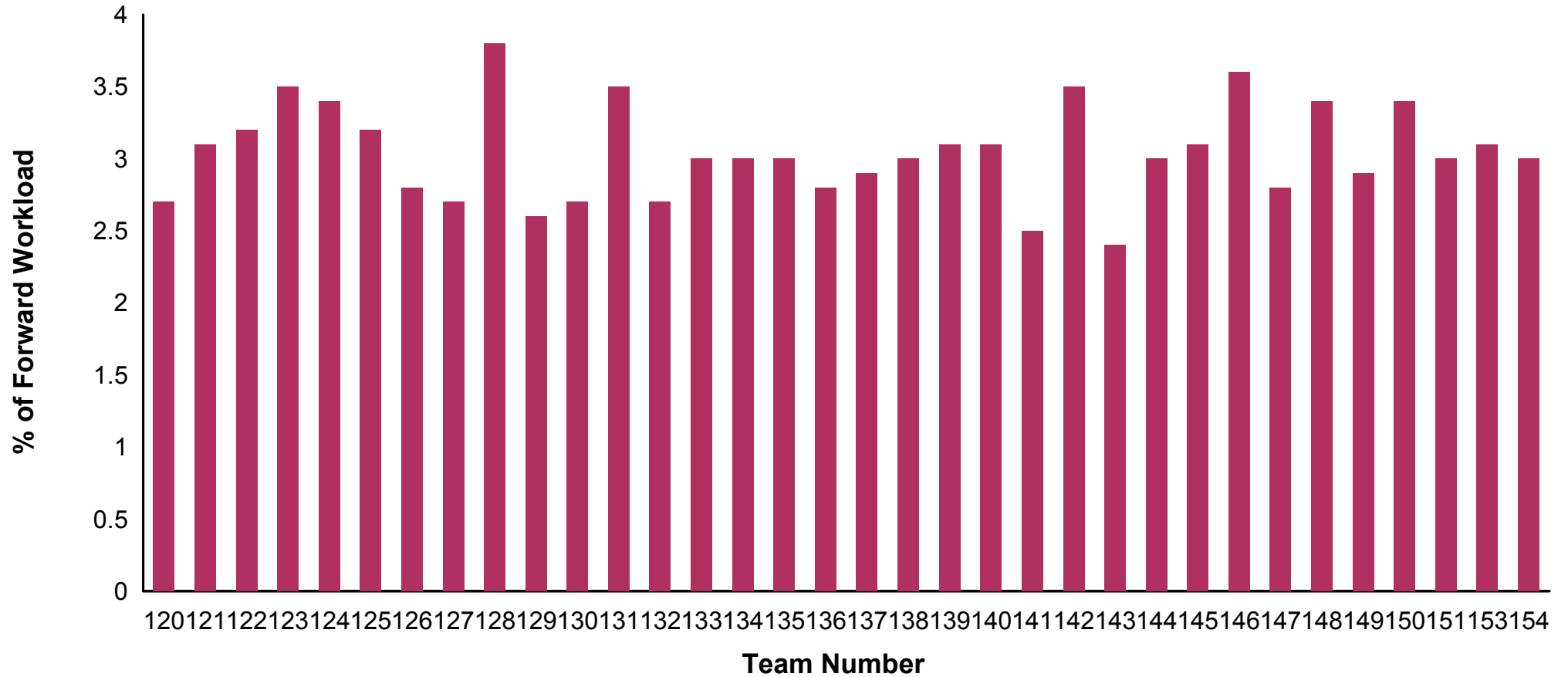
Paying a bonus to project managers not only prevents them from resigning, but can improve their productivity, with a potential net monetary gain (job profit).

FOWARD WORKLOAD



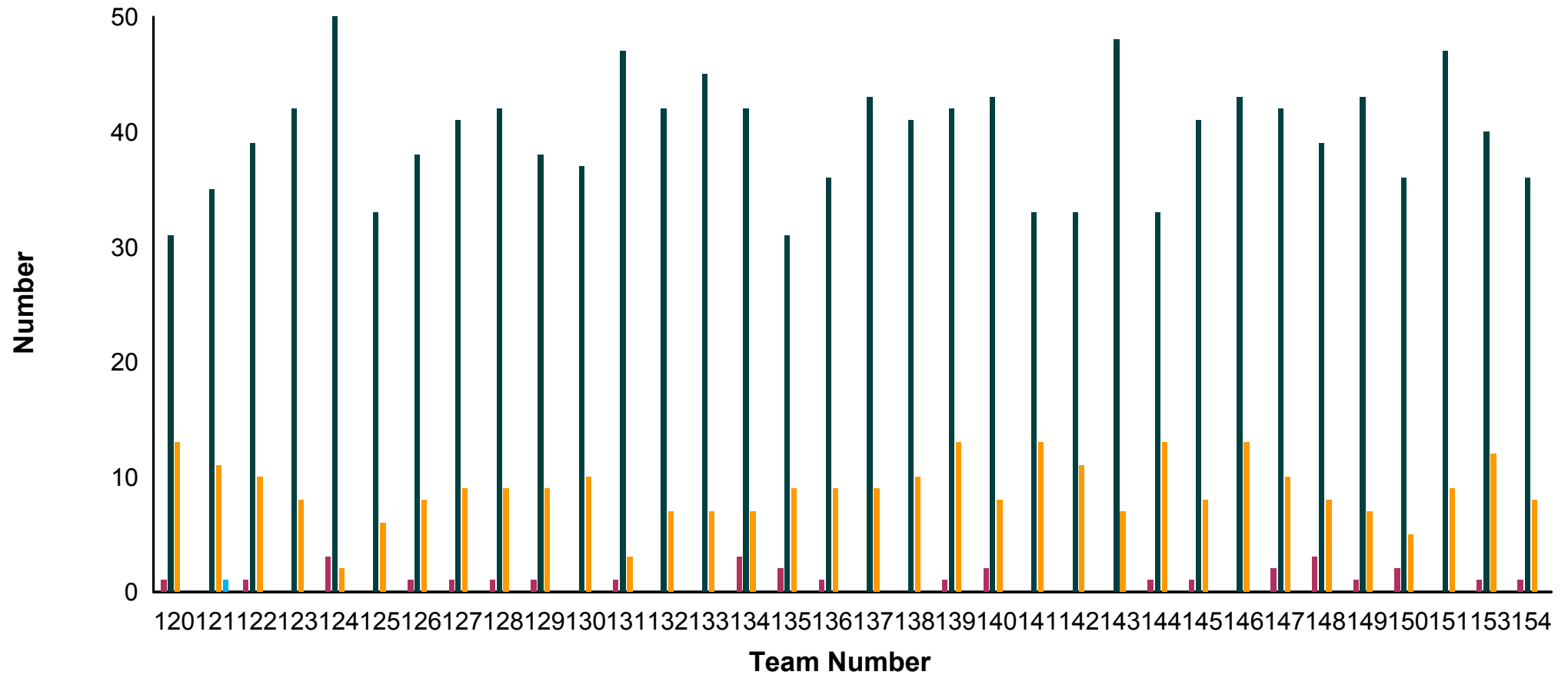
As well as past performance, the future outlook in terms of forward workload is key to the future prosperity of the business.

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