ENGINUITY

New Features

ENGINUITY is constantly evolving to keep it **relevant and appropriate** to meet the management training needs of today's construction professionals.

Some of the new features are outlined in the following slides.

From 2023 onwards the Software used by the Teams, known as the Participants' Module, **was updated to run in the Windows Net Framework Environment.**

An extra advantage of the update was that the software, and associated tools, could be **downloaded and installed much quicker** than before.

ENGINUITY
PARTICIPANTS AREA

HOME **SOFTWARE** **LEARNING ZONE** **FAQS**

The **Enginuity software licence** permits anyone to install the software, whether it be for taking part in a current competition, or for evaluation purposes.

The software can be installed on as many client machines (PCs or laptops) as required, work-based or personal, and should be installed on machines running the windows operating system (windows 7 and above).

If you are waiting for your IT people to install the Enginuity software on your work machine, then please install it on your personal machine first, which only takes a few minutes.

INSTALLING THE ENGINUITY 2023 SOFTWARE
- Create a folder **"Enginuity2023"** off the root of your c: drive
- **Download the software (enginuitypm_wnf_2023_version_4.zip)** to the "Enginuity2023" folder
- Unzip the files enclosed in the zip file
- Run **"enginuitypm.exe"** to launch the software
- The download also includes a Guide to Getting Started, the Enginuity Tutorial, and the "trial2023_t1p5.dat" trial data.

GETTING STARTED
Once the software has been successfully installed, please use the 'Guide to Getting Started' to get up and running.
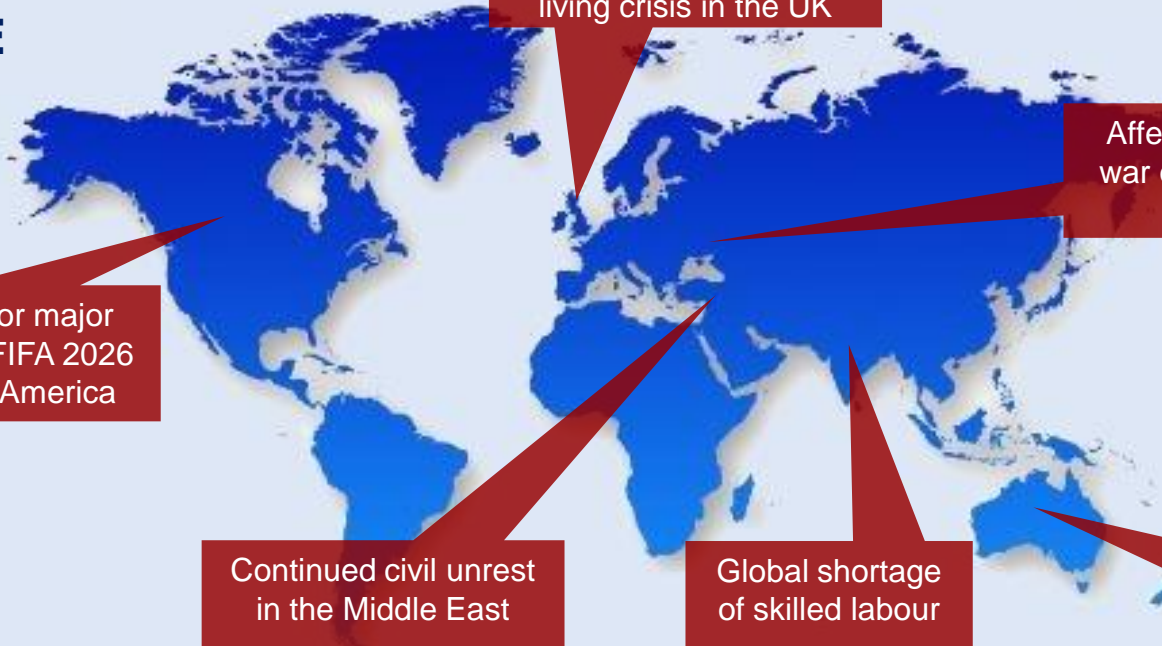
Construction companies do not operate in their own 'bubble', and are **subject to 'real life' external economic, political and environmental world events**, which can impact upon the running of the business.

Current and anticipated future world events are built into the Enginuity simulation, and add realism to the challenge.

A UNIQUE MANAGEMENT CHALLENGE

WORLD EVENTS INCORPORATED

Political turmoil, higher interest rates and cost of living crisis in the UK

Affects of the Russia-Ukraine war on energy supplies for the world economy

Construction work for major events, such as the FIFA 2026 World Cup in North America

Continued civil unrest in the Middle East

Global shortage of skilled labour

Climatic affects, such as extreme hot weather, flooding etc

The **Enginuity jobs database** is constantly being updated, and a **number of new clients** have been added for 2023 to reflect what is happening in the real world, including FIFA North America 2026 to represent the building work required to host the 2026 World Cup.

FIFA NORTH AMERICA 2026

Base country: United States

Type: Public sector

Profile:
FIFA North America 2026 is a publicly funded body established in 2021 to oversea the delivery of the 23rd FIFA World Cup.

The tournament will be jointly hosted by 16 cities in three North American countries: Canada, Mexico, and the United States.

The United 2026 bid beat a rival bid by Morocco during a final vote at the 68th FIFA Congress in Moscow. It will be the first World Cup since 2002 that will be hosted by more than one nation, and the first by more than two.

Jobs →

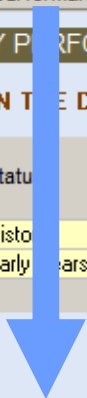| Country	Description
US	Upgrade to the Gillette Stadium
US	Modifications to the Mercedes-Benz Stadium
US	Upgrade to the Lumen Field Stadium
US	Modifications to the MetLife Stadium
CAN	Modifications to the BC Place Stadium
MEX	Modifications to the Estadio BBVA Stadium
MEX	Modifications to the Estadio Azteca Stadium
US	Upgrade to the Hard Rock Stadium
US	Construction of new training facilities
CAN	Construction of new training facilities
MEX	Construction of new training facilities
US	Construction of new training facilities
US	Construction of base camp for teams
MEX	Construction of base camp for teams
US	Construction of base camp for teams
US	Construction of base camp for referees
US	Construction of base camp for referees
MEX	Construction of base camp for referees
MEX	Upgrading of transport links
CAN	Upgrading of road and rail links
US	Upgrading of road network
US	Upgrading of rail network
MEX	New hospitaility complex
CAN	New hospitaility complex
US	New hospitaility complex
US	New hospitaility complex
US	Modifications to electrical grids
MEX	Modifications to electrical grids
US	Upgrade to the Levi's Stadium Stadium
US	Upgrade to Lincoln Financial Field Stadium

Company performance can now be measured on a simpler one screen interface, with access to both the Key Performance Indicators the Performance Summary, and a menu option for assessing performance in more detail.

The Company Performance Summary has been simplified to make it more intuitive in determining where performance has improved or declined since the History, when the new management team took over the business.

Measuring Performance

Assessing performance   Help

KEY PERFORMANCE INDICATORS	PERFORMANCE SUMMARY

	THE HISTORY	SINCE HISTORY	
	END OF PERIOD 4	**END OF PERIOD 5**	
Company value:	4,341,838	4,185,644	**-4%**
Share price:	1.21	1.00	**-17%**
Forward workload:	33,053,420	23,001,750	
Forward margin:	1,409,509	977,750	(4.4% of job cost)

	DURING HISTORY	**PERIODS 5 TO 5**	
Identifying Jobs			
Market share:	11 %	19	% of overall market identified
Infrastructure			
Average capital base:	3,986,430	4,069,502	each period
Average capital base utilisation:	52 %	90	%
Procurement			
Average number of jobs won:	2.3	1	each period
Bidding success:	58 %	25	% of jobs bid for that were won
Average value of work won:	14,482,990	3,660,884	each period
Margin in work won:	4.4 %	4.5	% of job cost
Job Progression			
Average turnover:	5,197,666	13,713,140	each period
Average amount job profit:	171,226	406,050	each period
Job profit:	3.4 %	3.1	% of job cost
Company Profitability			
Average amount gross profit:		263,553	each period
Average amount overhead cost:		284,200	each period
Average amount operating profit:		-27,750	each period
Dividend Payments			
Average dividend paid:		121,000	each period
Change in Company Value			
Average change in company value:		-156,194	each period

SUMMARY INFORMATION

GROWING THE BUSINESS
The key to growing the business successfully is in improving its value.

This is achieved by winning plenty of new work, progressing jobs profitably, and keeping overhead costs under control.

The profits generated from jobs progressed are reduced by the overhead costs to to give the company operating profit, which goes directly into the cash account, increasing the value of the company.

The value of the company is reduced by paying dividends to shareholders, but so long as the dividend payments are offset by higher operating profit, the value of the business will continue to rise.

The help screens within the software now **link directly to the on-line Learning Zone** to enhance the learning experience.