Ngā Kitenga

EST. 10 MINUTE READING TIME

Kia mōhio mai: I whakamāoritia aunoatia tēnei whārangi mai i te reo Ingarihi taketake, koia tonu te putanga whaimana. Pānuitia ki te reo Ingarihi

Ka pūrongo a *Domino* Insights mō ngā whakatau tata i whakaputaina i tētahi wāhanga wā: pēhea te roa i muri i te tīmatanga o te mahi a tētahi ki aua mea, he aha ō rātou uara, he aha tā ngā kiritaki i whakatau ai, ā, he aha ngā kōrero a ngā arotake AI mō aua mea. Ko te tangata e āhei ana ki te whakatuwhera i te papatohu Domino, ka taea hoki te whakatuwhera i konei:

- https://eden.samconsulting.co.nz/domino/insights

Ka huaki te whārangi ki ngā wiki tekau mā rua kua hipa, nō te mea he maha ngā wiki ka pau i ngā kiritaki i te nuinga o te wā ki te whakautu i tētahi whakatau tata. Kōwhiria tētahi atu wāhanga wā mai i te pae i raro i te taitara (ngā wiki e whā kua hipa, tēnei marama, tērā marama, tēnei tau pūtea rānei), tautuhia rānei ō ake rā ki ngā āpure rā e rua. Whakawāteatia tētahi rā kia toro whakamuri te wāhanga wā ki te whakatau tata tuatahi, kia toro whakamua rānei ki tēnei rā tonu. Kia kitea ai ngā tatauranga a tētahi tangata kotahi, kōwhiria ia mai i te tahua **Tangata** i te taha o te rapu; kei reira te rārangi o te hunga katoa i waihanga whakatau tata i taua wāhanga wā, ā, mā te **Te Katoa** e whakaatu anō te tīma katoa. Kei te wāhitau i tō pūtirotiro te wāhanga wā, te tangata me te rārangi e tirohia ana e koe, kia taea ai e koe te tuku i tētahi tirohanga kua tātarihia ki tētahi atu.

He Aha e Kiia ana kua Whakaputaina

Kua whakaputaina tētahi whakatau tata i te wā tuatahi ka tukuna ki Fergus. Ko tētahi whakatau tata kāore rawa i tukuna ki Fergus, ka tatauria mai i te wā tuatahi ka wehe atu i Tauira. Nō te whakarewatanga noa o Insights i tīmata ai tā mātou tuhi i tēnā, nō reira ko tētahi whakatau tata tawhito ake i tohua ā-ringatia kua tukuna, ā, kāore rawa i haere ki Fergus, kāore e kiia kua whakaputaina.

Ko ngā wā, ngā uara, ngā putanga me ngā arotake i te whārangi e whakaahua ana katoa i ngā whakatau tata i whakaputa tuatahitia i taua wāhanga wā, e ai ki tō rātou āhua i tēnei rā tonu. Ko ia mea he **Whakaaetia**, he **Whakakāhoretia**, he **Unuhia** (kua whakapurangatia ki Domino, kua whakakorea rānei ki Fergus), he **E tatari ana** rānei ki tētahi whakautu. Ko te pāpātanga whakaae ko ngā whakatau tata kua whakaaetia mai i ērā kua whakaaetia me ērā kua whakakāhoretia. Ka waihotia ki waho ngā whakatau tata kua unuhia, nō te mea ko te whakatau tata kua unuhia ka whakakapia i te nuinga o te wā ki tētahi whakatau tata anō, ki tētahi tārite rānei ka whiwhi i tāna ake whakautu.

Whakatau Tata Tauwaenga

Ka whakaatu te pae kei runga i te whakatau tata tauwaenga i taua wāhanga wā, ia wāhanga, ia wāhanga.

Ko ngā wāhanga tuatahi e rua kua tāngia kia rite te tauine i roto i ngā haora mahi (8am ki te 5pm i ngā rā mahi o te wiki, ki te kore e hurihia ngā haora tari), ā, ka tīpokaria ngā rā whakatā tūmatanui ā-motu o Aotearoa, tae atu ki a Matariki, i ngā rā e puritia ana. Kāore e tīpokaria ngā rā huritau o te tari. Ko te Pick-up (te hopukanga) te wā mai i te waihangatanga o tētahi whakatau utu tae noa ki te whakatikanga tuatahi i mahia e te tangata ki reira. Ko te Quoting (te whakarite whakatau utu) te wā mai i taua whakatikanga tuatahi tae noa ki te whakaputanga, me te wā kua pau i tōna taha. Ka tīmata te wā whakarite whakatau utu i te whakatikanga tuatahi nā te mea he rite tonu te waihanga a Domino i tētahi whakatau utu mai i tētahi mahi Fergus, i tētahi whānuitanga mahi Hermes rānei, ā, ka mahia te hukihuki e te AI (maramatanga horihori), i mua noa atu i te whakatuwheratanga a tētahi tangata. Ko te whakatau utu ka whakaputaina me te kore whakatikanga, ka tatauria mai i te wā i waihangatia ai, ā, e kī ana te rārangi i raro i te pane e hia te maha o ēnei.

Ko te wāhanga pōuri ake o te pae whakatau tata ko te hands-on time (te wā mahi tonu). He whakatau tata tēnei mō te roa o te wā i whakapaua e tētahi ki te mahi i te whakatau tata, i tangohia mai i ngā wā o ā rātou whakatikatika: ka tatauria ngā wehenga wā kei raro iho i te 30 meneti hei mahi, ā, ka whiwhi ia nohoanga i ētahi atu meneti e 5 mō te pānui i mua i tana whakatikanga tuatahi. Kāore e whakaaturia te wā i pau ki te pānui i tētahi whakatau tata me te kore e whakatika.

Ko te wāhanga rārangi motumotu ko te wā o te kiritaki: ngā rā maramataka mai i te whakaputanga ki tā rātou whakautu, mō ngā whakatau tata he rā tō tā rātou whakautu.

Kei raro i te tāhei te uara waenga me te uara toharite o ngā tātai utu i whakaputaina i te wā, te tapeke i whakaputaina me te tapeke i riro mai, kāore katoa e uru te GST, ā, e ai ki te āhua o ia tātai utu ināianei. Kei tō rātou taha he pae mō ngā putanga; pēhia tētahi wāhanga o taua pae hei whakarārangi i aua tātai utu.

Ngā Tatauranga

E waru ngā tatauranga kei raro i te tāhei, ā, ka whakatuwheratia e ia mea he rārangi tātai utu kei raro iho. Ka tatauria e **Kua hangaia** me **Ngā tauira noho noa** ngā tātai utu i hangaia i taua wā, ā, ka tatauria e ērā atu ngā tātai utu i whakaputaina i taua wā.

Ka whakaatu hoki te tatauranga Kua hangaia i te maha o aua tātai utu kua riro hei mahi, ā, ka whakaatu a Kua whakaputaina i te wā tātai utu waenga. Ka whakaatu a Kua whakaaetia, a Kua whakakāhoretia me a Kua unuhia i ngā mea i pā ki ngā tātai utu i whakaputaina, ā, ka whakaingoatia hoki e Kua whakakāhoretia te take tino noa ina ko tētahi take kei mua. Ka huri a **E tatari ana ki te whakautu** ki te tae amipere ina neke atu i te 14 rā tētahi tātai utu e tatari ana mō tētahi whakautu. Ka tatauria e **Kua arotakengia** ngā tātai utu i whai arotakenga AI i mua i te whakaputanga. Ko **Ngā tauira noho noa**, he tātai utu i hangaia i taua wā kāore anō kia whakaputaina, ā, kāore anō kia whakatikaina mō ngā rā e 7, ā, he amipere te tae o tōna tatauranga ina puta mai he mea pēnā.

Ka tohua te tatauranga ka pēhia e koe ki tētahi raina karaka kei tōna taha o runga. Ka whakatuwheratia e ia rārangi o te rārangi tātai utu tōna ake tātai utu, ā, ka whakaatu i tōna putanga, tōna uara me ngā wā e hāngai ana ki taua rārangi: āhea i whakaputaina ai, te wā tātai utu me te wā mahi ā-ringa, te roa o tana tatari mō tētahi whakautu, me ngā take katoa i hoatu mō te whakakāhoretanga o taua mea.

Ngā Tūtohi me ngā Whakawehenga

E whā ngā tūtohi e whai ana i te rārangi: ko ngā tātai utu i hangaia, i whakaputaina hoki, ko te reiti whakaae, ko te wā tātai utu waenga, me te uara waenga. Ka whakaatuhia ia mea mā te wiki, mā te rā rānei mō tētahi wā e rua wiki iti iho rānei, ā, mā te marama mō tētahi wā roa ake i te tau kotahi. I runga waea pūkoro, e noho ana ērā kei muri i te pātene `Charts`.

I raro i ngā tūtohi, ka wehea e **Uara** ngā tātai utu i whakaputaina ki ētahi rohe uara, ā, ka whai tae ia pae e ai ki te putanga; ko ngā rohe kei runga ake i te $30,000 e whai ana i te arawhata Builder's Fee (utu kaihanga). Ka wehea aua mea e **Pūtake** e ai ki te wāhi i ahu mai ai te tātai utu: he mahi Fergus, he hōkai Hermes, te tomokanga McLarens, he mea hanga i Domino, he tārite rānei. Ka tatauria e **Ngā take whakakāhore** ngā take i hoatu mō ngā tātai utu i whakakāhoretia. Pēhia tētahi rārangi hei whakarārangi i ōna tātai utu.

Ngā Arotakenga

E whakamahi ana tēnei wāhanga i te arotakenga whakamutunga anake o ia tātai utu i mua i tōna whakaputanga, nō te mea ko tētahi arotakenga ka whakahaerehia i muri i te whakakāhoretanga o tētahi tātai utu kua mōhio kē ki te whakautu. E whakaatu ana te raina kei raro i te upoko i te maha o ngā tātai utu i whakaputaina i arotakengia, e hia ngā mea i whakarerekētia i muri i tō rātou arotakenga, ā, pēhea hoki te whakatauranga o ngā arotakenga ki ngā kōnui i runga i te pae arotake.

E whakaatu ana te tēpu **Ngā Piro** i ngā piro toharite mō te hōkai, te whakatau utu me te tūponotanga angitū, mō ngā tātai utu katoa i arotakengia, ā, mō ngā mea hoki i whakaaetia, i whakakāhoretia hoki. Ka whakarōpū a **Tūponotanga ki te putanga** i ngā tātai utu kua whakautua e ai ki te tūponotanga angitū i hoatu e tō rātou arotakenga. Ka whakaatu te pae e hia i ia rōpū i whakaaetia, ā, ka whakaatu te tohutiki i te tūponotanga toharite, nō reira ko tētahi rōpū i matapaetia pai kei te pito o tōna pae tana tohutiki. Ka whakataurite te Brier score (piro Brier) kei raro iho i ngā arotakenga ki te reiti whakaae whānui o te pakihi, ā, ko te piro iti iho te matapae pai ake. Pēhia tētahi rōpū hei whakarārangi i ōna tātai utu.

Ka tāpirihia e te rārangi whakamutunga ngā mea i kitea e ngā arotake. Ka tatauria e **Scope coverage** (kapi whānuitanga mahi) ngā tūemi whānuitanga mahi i whai utu, i whai utu wāhanga, e ngaro ana, kāore rānei i tonoa. Ka tatauria e **Line prices vs history** (ngā utu rārangi ki te hītori) ngā rārangi he iti iho, kei roto, he nui ake rānei te utu i tā te pakihi i tono ai i mua. Ka tatauria e **Findings** (ngā kitenga) ngā kitenga arotake mā te momo me te taumahatanga.

Tāngata

He rārangi tō te ripanga kei te pūtake o te whārangi mō ia tangata i hanga i tētahi whakatau tata i whakaputaina i te wāhanga wā, arā, ko te tangata i mahi i te nuinga o ngā whakatikanga i mua i te whakaputanga. Ka whakaatu i te maha o ngā whakatau tata i whakaputaina e ia, te tūnga waenga o tōna wā whakatau tata me tōna hands-on time (wā mahi ā-ringa), ngā kaute whakaae me ngā kaute whakakāhore, te pāpātanga whakaae me te uara tūnga waenga, me te maha o āna whakatau tata i arotakengia. Kōmakatia mai i te tahua kei te taha o te pane. Ki te pēhia tētahi rārangi, he rite tonu ki te kōwhiri i taua tangata mai i te tahua Person, ā, ki te pēhi anō ka whakaatuhia te katoa.

Ki te kore tētahi tatauranga i te whārangi e tika ana te āhua, īmēra mai ki a mātou ki support@samconsulting.co.nz.