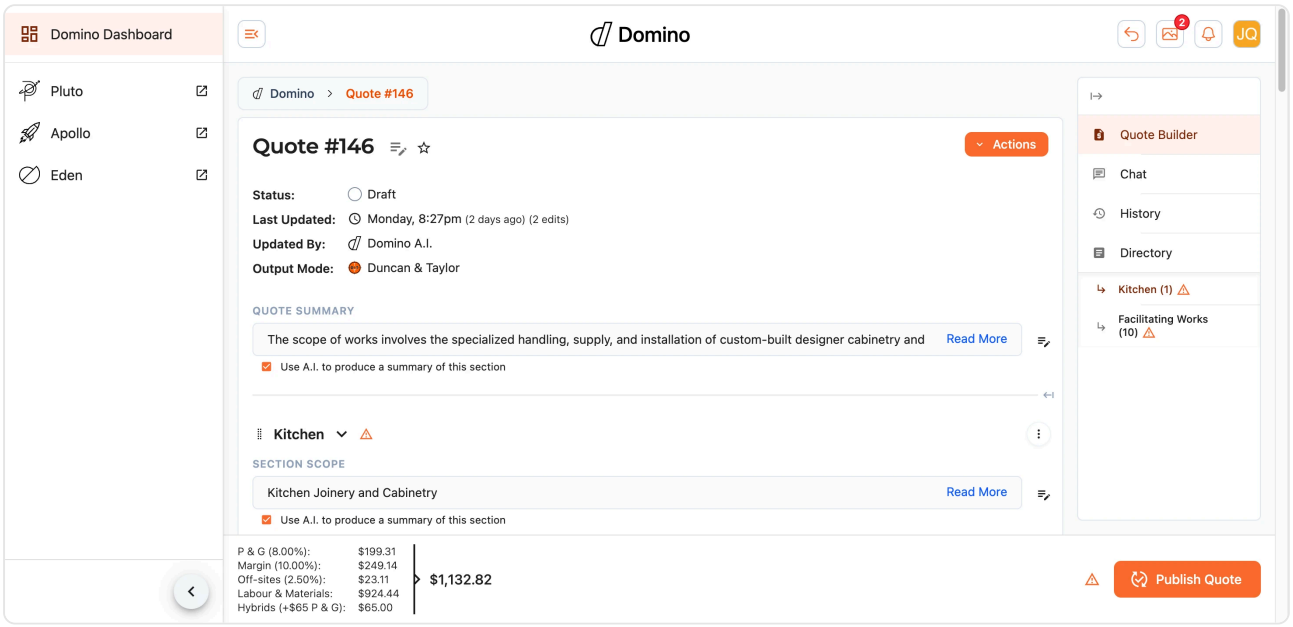
Te Hanga Whakatau Tata

EST. 18 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

Ina oti tētahi whakatau tata te waihanga, ka tuwhera ki roto i te quote builder (kaihanga whakatau tata) - te wāhi mahi e whakamahine ai koe i te hōkai mahi kua tuhia tauira e *Domino*, e whakarite ai i ō utu, ā, e whakaahua ai i te whakatau tata whakamutunga. E hipoki ana tēnei whārangi i te hanganga o te whakatau tata tonu; e kapi motuhake ana te arotake, te mahi ngātahi, me te whakaputa.



Te kaihanga whakatau tata mō tētahi whakatau tata kotahi.

Te Pane

Kei te tihi o te whārangi e whakaatu ana te taitara o te whakatau tata (tīpakohia taua mea, te pene rānei, hei whakaingoa anō), te wāhitau o te papa mahi, me tētahi whakarāpopototanga tūnga - te tūnga o nāianei, nō nahea i panonitia whakamutunga ai, nā wai hoki (tae atu ki ngā wāhi nā te A.I. a *Domino* i whakarerekē), me ētahi whakatau tata i tāruatia mai ai tēnei, i tāruatia atu rānei ki roto.

Kei raro tata iho ngā tapeke haere, e whakahōu mataora ana i a koe e mahi ana, kia mōhio tonu ai koe kei whea te tūnga o te whakatau tata.

Ngā Mahi

E kohikohi ana te tahua **Actions** (Ngā Mahi) i ngā mea ka taea e koe te mahi ki te whakatau tata katoa:

- **Add Room** (Tāpiri Rūma) - tāpirihia he wāhanga hōu hei whakarōpū i ngā tūemi rārangi ki raro.
- **View History** (Tirohia te Hītori) - tirohia me te whakahoki i ngā putanga o mua (tirohia te arotake).
- **Set Quote Status** (Whakaritea te Tūnga Whakatau Tata) me te **Edit Quote Details** (Whakatikahia ngā Taipitopito Whakatau Tata) - whakahōungia te tūnga o te whakatau tata, tōna taitara rānei, ngā tohutoro, te nama utu, me te tauwāhi.
- **Reset Column Widths** (Tautuhi Anō i ngā Whānuitanga Tīwae) me te **Fullscreen** (Mata Kī) - whakapaipaitia, whakarahia rānei tō tirohanga mahi.

- **Clone** (Tārua) - tangohia he tāruatanga katoa o te whakatau tata hei mahinga māu.
- **Cherry Pick** (Tīpako Motuhake) - tōia mai ētahi tūemi rārangi i tīpakohia mai i tētahi atu whakatau tata.
- **Reset Quote** (Tautuhi Anō i te Whakatau Tata) me ngā kōwhiringa muku - whakawāteahia te whakatau tata kia hoki ki te tīmatanga. Kia tūpato ki ēnei.

Ngā Tūemi Rārangi

Ko te tinana o te kīanga utu he ripanga tūemi rārangi, kua whakarōpūhia ki ngā rūma (ngā wāhanga). Mō ia tūemi ka taea e koe te whakarite i tōna whakaahuatanga, tōna rahinga, tōna wae, me ōna moni utu, ā, ka tāpiri aunoatia ngā tapeke.

- **Whakaraupapa anō** i ngā tūemi me ngā rūma mā te tō ki te wāhi tika.
- **Whakawhānui, whakakōpeke rānei** i ngā rūma hei arotahi ki te wāhanga e mahia ana e koe.
- **Strike off** (patua ki te rārangi) he tūemi kia noho tonu ki te kīanga utu engari kia kapea mai i te tapeke - he whaihua mō ngā mahi kua whakatauria ā-moni, kua whakatārewatia rānei. Māu anō e kōwhiri me pēhea te whakaingoa i ngā tūemi kua patua.
- Mā ngā **utu mōkito** me ngā **whakahekenga ā-rahinga** e āhei ai koe ki te whakahaere i ngā utu mōkito mō ngā mahi ā-ringa me ngā whakaritenga ā-rahinga me te kore e tātai ā-ringa.
- Waihotia he **tākupu** ki runga i tētahi tūemi rārangi hei whakaara pātai, tuhipoka rānei - tirohia te mahi ngātahi.

Ngā Marohitanga

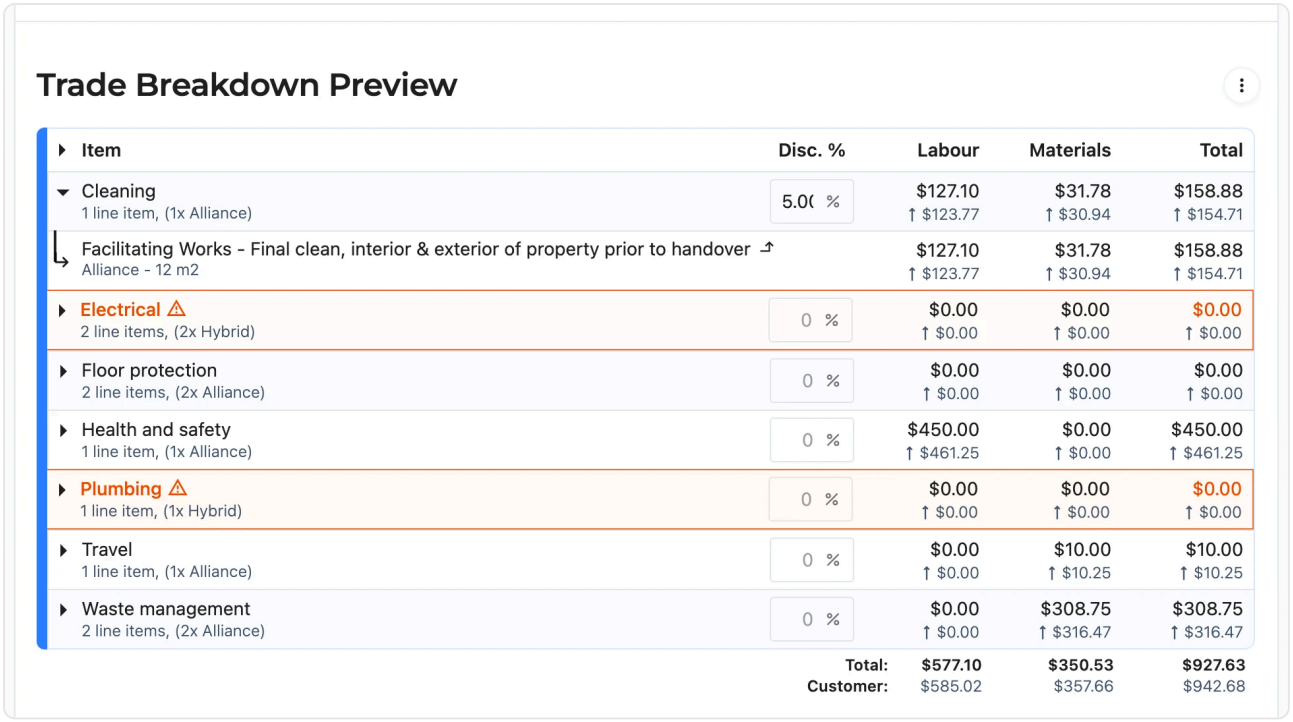
I a koe e hanga ana, ka tuku marohitanga a *Domino* mō ngā tūemi rārangi - he ōritenga mai i te pukapuka utu kua whakaaetia me āna ake marohitanga A.I. - kia ōrite ai tō whakatau utu me te kore rapu haere i ngā kāri utu. Ki te hiahia koe kia nui ake te tūturu, ka tūhura hōhonu ake te kōwhiringa **rangahau** mō tētahi tūemi māu.

Ngā Kōnae me ngā Rongorau

Ka pupuri te taputapu hanga i ngā kōnae me ngā rongorau o te kīanga utu kia wātea tonu ki te taha o te ripanga - ngā tuhinga i hangaia mai ai, ngā whakaahua, me ngā whakaaturanga ataata katoa - kia taea ai e koe te hoki atu ki aua mea i a koe e mahi ana.

Wāwāhitanga Mahi ā-Ringa

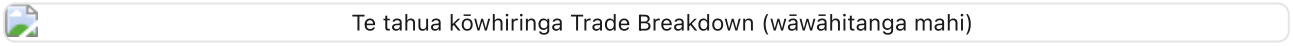
Ka whakaatu te **Trade Breakdown Preview** (Arokite Wāwāhitanga Mahi ā-Ringa) i te wehenga o te kīanga utu ki ngā mahi ā-ringa e whai wāhi mai ana. Kua whakarōpūhia ia tūemi rārangi e ai ki tōna mahi ā-ringa, me ngā utu mahi, ngā rawa, me ngā tapeke whakakotahi mō ia mea - he huarahi tere tēnei hei whakaū he tika te tohatoha o ngā mahi i mua i te tukunga atu o te kīanga utu.



Te Arokite Wāwāhitanga Mahi ā-Ringa me tētahi whakahekenga utu kua whakamahia ki tētahi mahi ā-ringa.

Tīpakohia te pere i te taha o tētahi mahi ā-ringa hei whakawhānui, kia kitea ai ngā tūemi rārangi takitahi kei muri i ngā nama. Ka tohua hoki e *Domino* ngā mea katoa e āhua hē ana - he mahi ā-ringa kei raro tōna utu i tōna utu mōkito e tūtohitia ana, he mahi rānei he teitei rawa te utu mō te rahinga e whai wāhi ana - mā te miramira i te rārangi ki te tae karaka me tētahi whakamāramatanga.

Mā te tahua kōwhiringa (⋮) kei te taha o te upoko wāhanga e whakahaere ko tēhea o ngā tau ka whakaaturia: ko `Raw Inputs` (ngā uara i whakaurua ai), ko `Customer Markup` (ko tā te kiritaki e kite ai ina tonoa ngā whakapiki utu me ngā off-sites [ngā utu o waho]), me te `Alliance Markdown` (ko ngā utu ka utua ki te mema o Alliance). Ka taea e koe te whakaatu i tētahi huinga e hiahia ana koe taha ki te taha.


Te tahua kōwhiringa Trade Breakdown (wāwāhitanga mahi)

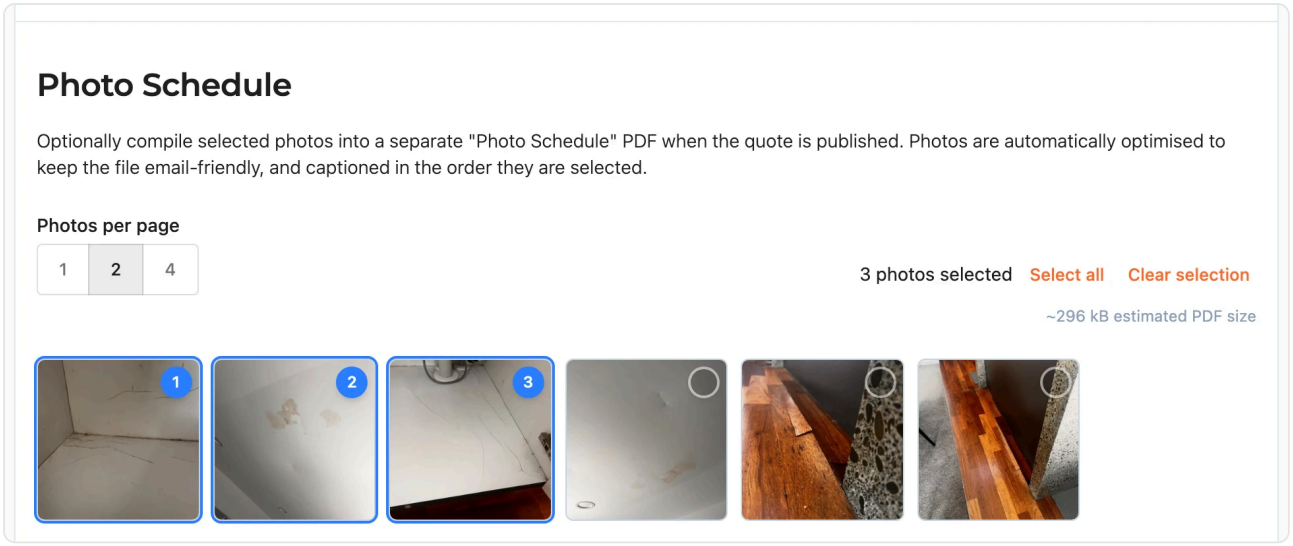
Ngā Whakahekenga Utu

He āpure `Disc. %` anō tō ia momo mahi. Whakaurua he ōrau hei whakaheke i te utu o ia rārangi tūemi nō taua momo mahi - he mea whaihua hei whakakoi i tētahi tēpa ki ngā wāhanga e mōhio ana koe ka taea e koe te whakataetae, me te kore e pā ki te toenga o te whakatau tata. Ka mahi kōaro he uara tōraro, mā reira kē e whakapiki i te utu o taua momo mahi.

Tuhipoka: ka tonoa ngā whakahekenga utu mahi *i mua* i te tātaitanga o ngā preliminaries (ngā whakaritenga tōmua), te margin (te tawhē hua), me ngā off-sites, nō reira tērā pea ka paku rerekē ngā nama whakamutunga ka kitea e te kiritaki mai i tētahi ōrau tōtika i tangohia mai i te tapeke o taua momo mahi. Ko tēhea o ngā tūemi e tonoa ai ēnei, me tō rātou āhua i roto i ngā whakaputanga, ka whakahaerehia i raro i Ngā Whakahekenga Utu Mahi i te wāhanga Configuration (whirihoranga).

Photo Schedule (Hōtaka Whakaahua)

Ka pai ake te aro mai ki tētahi whakatau tata i te nuinga o te wā ina kite tonu te kaiwhiwhi i te pae mahi mōna ake. Mā te wāhanga **Photo Schedule** e kohikohi ngā whakaahua ka kōwhiria e koe ki tētahi PDF "Photo Schedule" motuhake ka hangaia tahi me ngā tuhinga whakatau tata ina whakaputaina te whakatau tata. He kōwhiringa noa iho tēnei - waihotia kia takoto kau, ā, kāore he hōtaka whakaahua e hangaia.



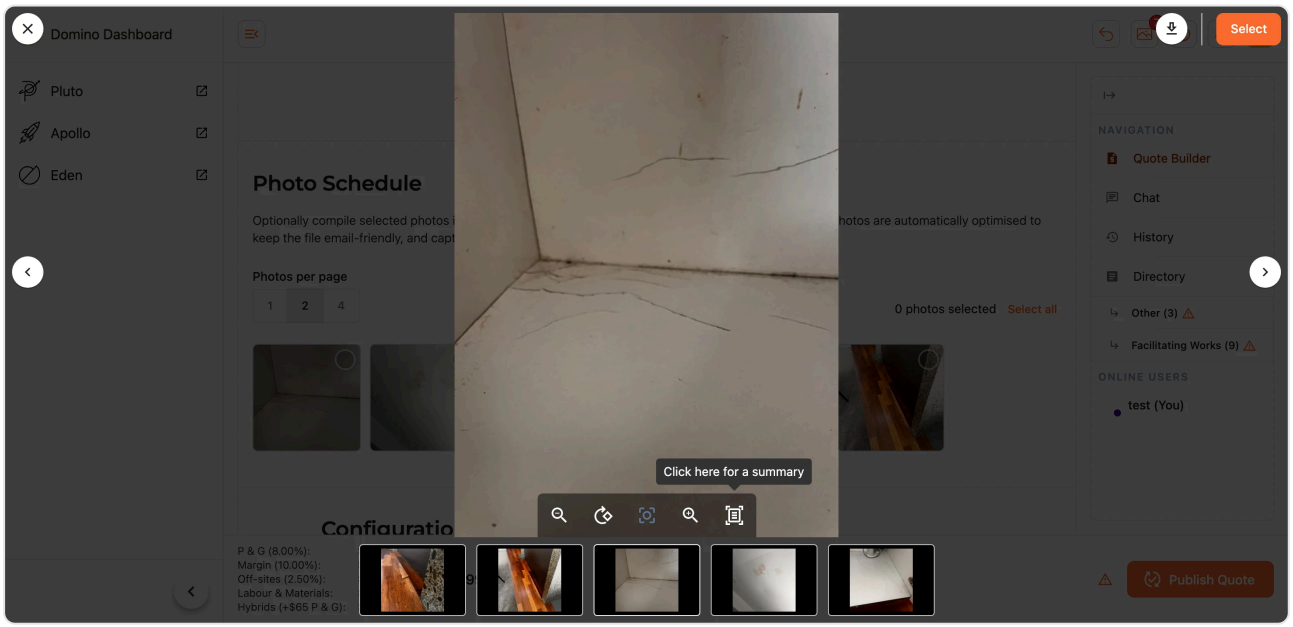
E toru ngā whakaahua kua kōwhiria mō tētahi hōtaka whakaahua.

Te Kōwhiri Whakaahua

Ka whakarārangihia e te wāhanga ia whakaahua kua whakapiritia ki te whakatau tata mā te paewhiri Ngā Kōnae me ngā Rongorau. Ina honoa te whakatau tata ki tētahi mahi Fergus, ka kitea anō hoki ngā whakaahua kei taua mahi Fergus, i roto i tō rātou ake rōpū i raro iho i ngā kōnae ake o te whakatau tata.

Tīpakohia te porohita i runga i tētahi whakaahua hei tāpiri atu ki te rārangi - ka huri te porohita hei tohu whai tau e whakaatu ana i tōna tūranga. Ka tapaina ngā whakaahua i roto i te PDF i runga i te raupapa e tīpakohia ana e koe (`Photo 1`, `Photo 2`, me te haere tonu), nō reira kōwhiria i runga i te raupapa e pīrangi ana koe kia pānuitia ai. Ki te tīpako anō koe i tētahi whakaahua ka tangohia tērā, ā, ka whakatika aunoa ngā tau o te toenga, ā, mā te `Select all` me te `Clear selection` e kapi ai ngā mahi whānui.

Tīpakohia te whakaahua tonu (kaua ko te porohita) hei arokite i tōna rahi katoa - ka taea e koe te neke haere i roto i te kohinga mā ngā pere me te whakamahi i te `Select`, te `Deselect` rānei me te kore e wehe atu i te arokite.



Tahora me te Rahi Kōnae

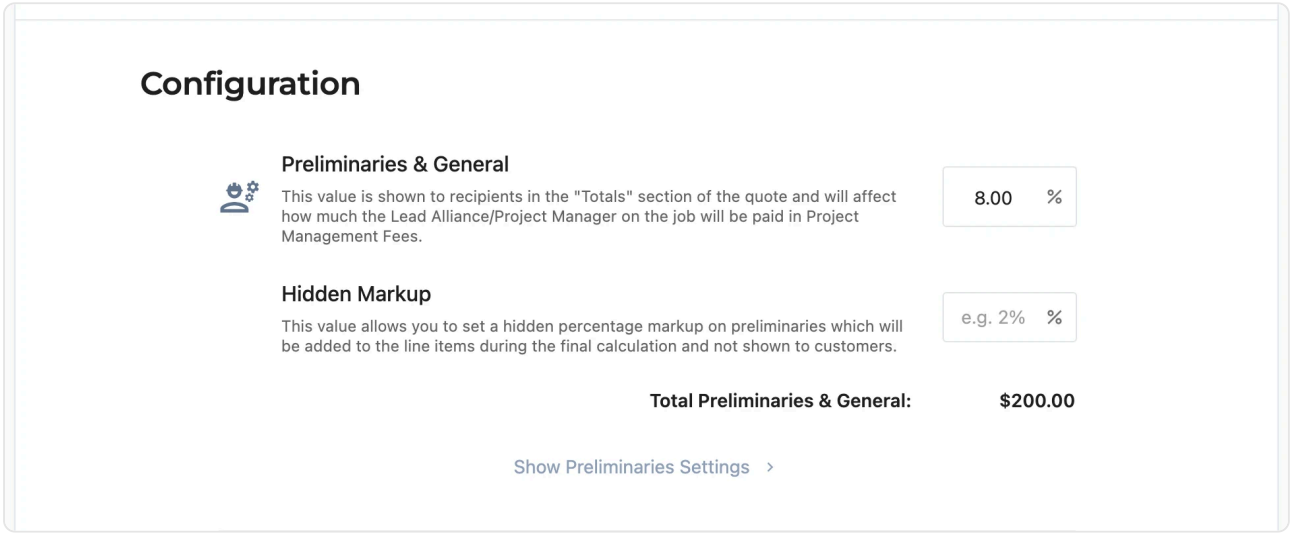
Kōwhiria te `1`, te `2`, te `4` rānei mō **Photos per page** kia rite ai ki te taumata taipitopito e tika ana kia mau i ia whakaahua. Ka arotau aunoa a *Domino* i ia whakaahua - mā te whakatika i ngā hurihanga me te kōpeke mō te īmēra - ā, ka whakaatuhia he whakatau tata haere tonu o te rahi o te PDF whakamutunga i a koe e tīpako ana. I roto i te PDF kua oti, he hononga anō ia whakaahua: ka taea e te kaipānui te pāwhiri, te pato rānei i taua whakaahua hei huaki i te whakaahua taketake whai taumira katoa i roto i tana pūtirotiro.

Kia mahara: mehemea ka piki ake te whakatau tata ki tua atu i te 8 MB pea, ka whakatūpato a *Domino* i a koe tērā pea ka whakakāhoretia te tāpiringa e ētahi pūnaha īmēra - whakaarohia te tīpako whakaahua iti ake.

Kia mahara: ka maumaharatia tō tīpako mō ia whakahua utu i runga i te pūrere i mahia ai e koe, nō reira kei reira tonu ina hoki mai koe - engari kāore e whai i a koe i waenga i ngā pūrere.

Whirihoranga

Kei te wāhanga **Configuration** (Whirihoranga) ngā pae whakahaere hei whakarite i te whakatau utu me te whakaaturanga o te kīanga utu - ngā preliminaries (whakaritenga tōmua), ngā tawhē, te whakahaere hybrid-trade (tauhokohoko ranu), te whakatau utu whakataetae mō ngā mahi kirimana iti, ngā off-site allowances (tahua waho-pae), ngā whakahekenga utu, te struck-off labelling (tapanga whakakore), me te roanga o te hōtaka i ngā wiki. He tōtika ngā taunoa mō te nuinga o ngā mahi; whakatikaina ina hiahiatia e tētahi kīanga utu motuhake.



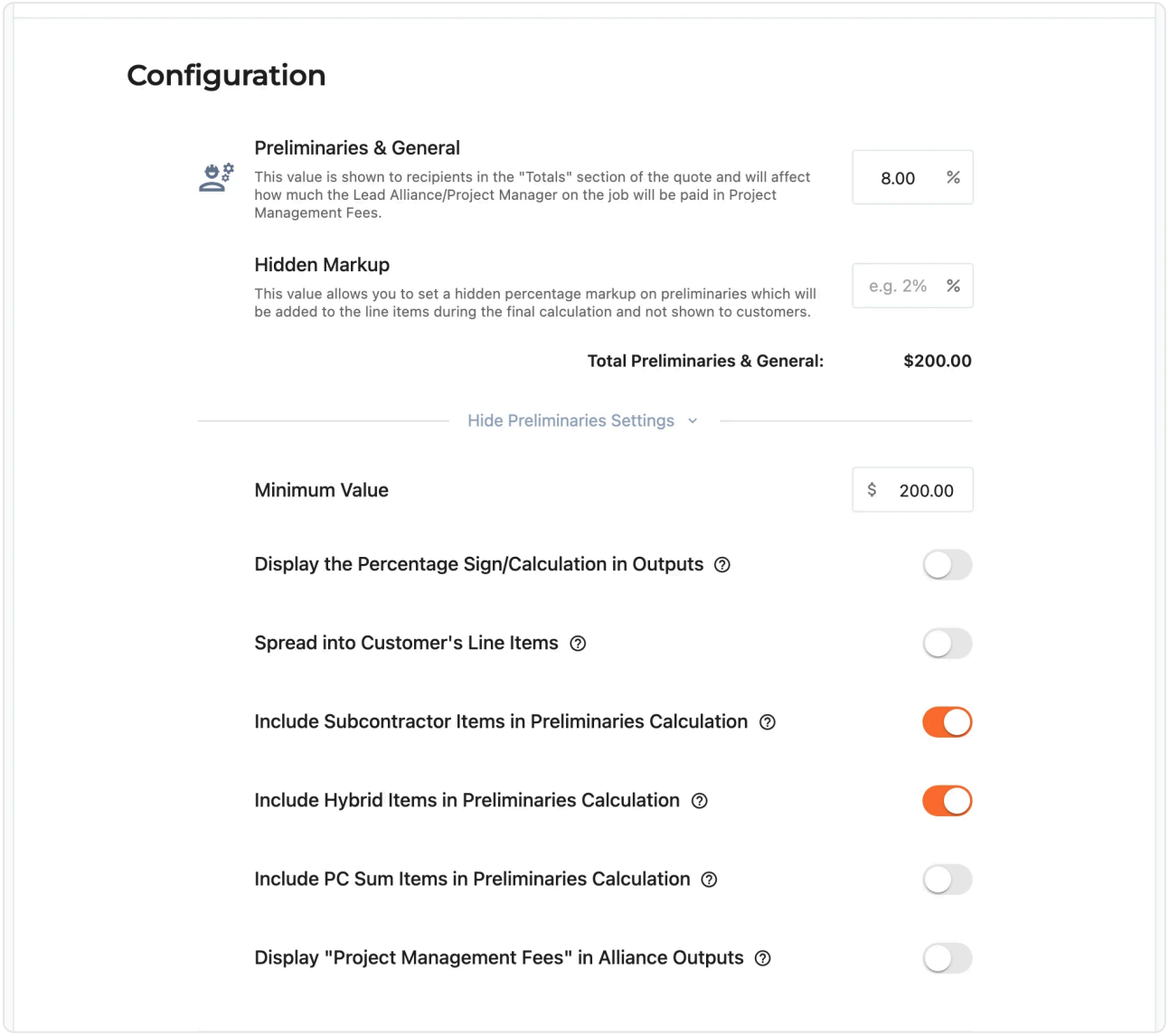
Te runga o te wāhanga Configuration.

Ka honoa e ia rōpū tōna uara matua ki tētahi hononga `Show ... Settings` e whakaatu ana i ngā mana whakahaere taipitopito ake, ā, ka tiakina ngā huringa i a koe e mahi ana. E whai ana ngā tautuhinga taipitopito i ētahi kaupapa auau tonu, nō reira he mea pai kia mārama kotahi ki aua mea:

- **Minimum Value** (uara mōkito) - he papa tāra mō te moni ka tatauria, mō ngā mahi pakupaku kāore e ea te mahi pūmau whai pānga i te ōrau noa iho.
- **Inclusions** (ngā whakaurunga) - mehemea ka whai wāhi ngā tūemi Kaikirimana Tuarua (Subcontractor items), ngā tūemi Hybrid (ranu), me ngā PC Sums ki te tātaitanga a taua rōpū.
- **Presentation** (whakaaturanga) - te āhua o te whakaatu i te uara ki ngā whakaputanga: ka whakaaturia me tōna tātaitanga ōrau, he tau noa rānei, ā, ka whakatakotoria takitahitia ki ngā tapeke, ka tohatohaina kētia rānei puta noa i ngā tūemi rārangi.
- **Alliance outputs** (ngā whakaputanga Alliance) - mehemea ka whakatakotoria takitahitia te uara ki te wāhanga Totals o ngā tuhinga a ngā mema o Alliance.

Preliminaries & General (Ngā Whakaritenga Tōmua me ngā Whānuitanga)

Ko te **Preliminaries & General** (P+G) he ōrau ka tāpirihia ki te whakahua utu hei kapi i te whakahaerenga o te mahi. Ka whakaaturia ki te wāhanga Totals o te whakahua utu, ā, māna e whakatau ngā Project Management Fees (ngā utu whakahaere kaupapa) ka utua ki te mema Matua o Alliance/Kaiwhakahaere Kaupapa mō te mahi, ā, ko te tatauranga `Total Preliminaries & General` kei raro iho e whakaatu ana he aha te tapeke tāra o ngā tautuhinga o nāianei. Ko te mara `Hidden Markup` kei te taha ka tango i tētahi ōrau tāpiri ka tohatohaina ki roto i ngā tūemi rārangi i te tātaitanga whakamutunga, kaua kē e whakatakotoria takitahitia.



Mā te `Show Preliminaries Settings` e whakaatu ngā mana whakahaere auau kua whakamāramatia i runga ake nei, me tētahi pana takahuri hei tohu mehemea ka whakaaturia a P+G hei `Project Management Fees` i roto i ngā whakaputanga Alliance.

Specialist/Hybrid Preliminaries (Ngā Whakaritenga Tōmua Tohunga/Ranu)

Ki te whai tūemi rārangi Hybrid tētahi whakahua utu, ka tāpirihia e te **Specialist/Hybrid Preliminaries & General** he moni tāra (ko te taunoa ko te `$65`) ki ngā whakaritenga tōmua hei kapi i ngā utu whakahaere mō ngā mīhini me te tari o te wāhanga pakihi tohunga. Mā ōna tautuhinga e kōwhiri te āhua o te whakaatu i te moni ki te kaihoko - kua whakatōpūhia ki roto i ngā whakaritenga tōmua matua (koia te taunoa), kua tohatohaina rānei puta noa i ngā tūemi rārangi katoa, i ērā hybrid anake rānei, kua whakaaturia rānei hei rārangi motuhake. Ko te utu whakahaere tohunga e utua ana e tēnei moni me te tāpiringa utu hybrid ka pupuritia e te pakihi i te wā kāore anō kia kopoua he kaiwhakahaere tohunga, nō reira e kore koe e kite i tēnei e whakatakotoria ana hei tūemi takitahi i roto i ngā tuhinga Alliance, Specialist Alliance rānei.

Kia mōhio: kāore he pānga o tēnei uara i te wā kāore he tūemi rārangi hybrid kei roto i te whakahua utu, ā, ki te hurihia mai i te taunoa ka whai pānga ki te tātaitanga o ngā hōtaka utu - ka whakatūpato a *Domino* i a koe i ngā take e rua.

Builder's Margin (Tawhē Kaihanga)

He ōrite te mahi a te **Builder's Margin** (te huamoni a te kaihanga) ki tā te P+G: he ōrau e whakaaturia ana i te wāhanga Totals o te tātai utu, e whakatau ana i ngā Administration Fees (ngā utu whakahaere) e utua ana ki te Regional Manager/Quoter (te Kaiwhakahaere ā-Rohe/Kaiwhakatakoto Utu) i runga i te mahi. He āpure `Hidden Markup` tōna ake me tētahi tapeke haere tonu, ā, e whakaata ana ōna tautuhinga i ngā preliminaries (ngā whakaritenga tōmua) - me te rārangi putanga Alliance kua tapaina ko `Site Foreman Fees`. He mea kōwhiri noa ngā Site Foreman Fees (ngā utu mō te kaiwhakahaere pae mahi), ā, ka tātaihia mai i te Builder's Margin mō ia mahi, ia mahi.

Whakatau Utu Whakataetae

I te nuinga o te wā he 15% tāpiringa utu kei runga i ngā tūemi rārangi Kaikirimana Iti me te Ranu, ā, ka tāpirihia anō hoki te P+G me te Builder's Margin (tawhē a te kaihanga) ki runga i taua utu kua tāpirihia, nā konā pea ka kore e uru tētahi kīanga utu rahi ki tētahi tēneti i te nui rawa o te utu. Mā te whakakā i te **Competitive Pricing on Hybrid and Subcontractor Line Items** (Whakatau Utu Whakataetae mō ngā Tūemi Rārangi Ranu me te Kirimana Iti), ka whakatauhia te utu mō ia tūemi rārangi o aua mea, hāunga ngā PC Sums, ki tētahi `Maximum Markup` kotahi (he 15% hāunga ia mēnā ka hurihia e koe) hei whakakapi i tōna ake tāpiringa utu, i te P+G, i te tawhē, me ngā off-sites (tahua waho-pae). Ki runga i te $100 o ngā mahi kirimana iti i ngā reiti taunoa, ka utu te kiritaki i te $115.00 i mua i te GST, kaua ko te $135.70.

Ka tuarihia taua markup (tāpiri utu) ki waenganui i te Kaiwhakahaere Kaupapa (70% ki te PM me te 30% ki te Kaiwhakahaere ā-Rohe, he mea wehe kia ōrite ki te P+G), te Site Foreman (kaitirotiro pae), me te pakihi. Ina kā ana te `Automatic Split`, ka whiwhi ia taha i te ōwehenga ōrite o tā te utu paerewa i utu ai pea ki a rātou mō aua line items (tūemi rārangi). Whakawetohia, ā, mā tētahi slider (pae retireti) koe e āhei ai ki te whakarite i te wehenga māu anō, ahakoa ka pupuri tonu te pakihi i te iti rawa 15% o te markup. Ka tāpirihia aua wāhanga ki ngā Project Management Fees (ngā utu whakahaere kaupapa) me ngā Site Foreman Fees (ngā utu kaitirotiro pae) i roto i ngā putanga Alliance, ā, ka whakarārangitia aua mea e te Business Forecast (matapae pakihi).

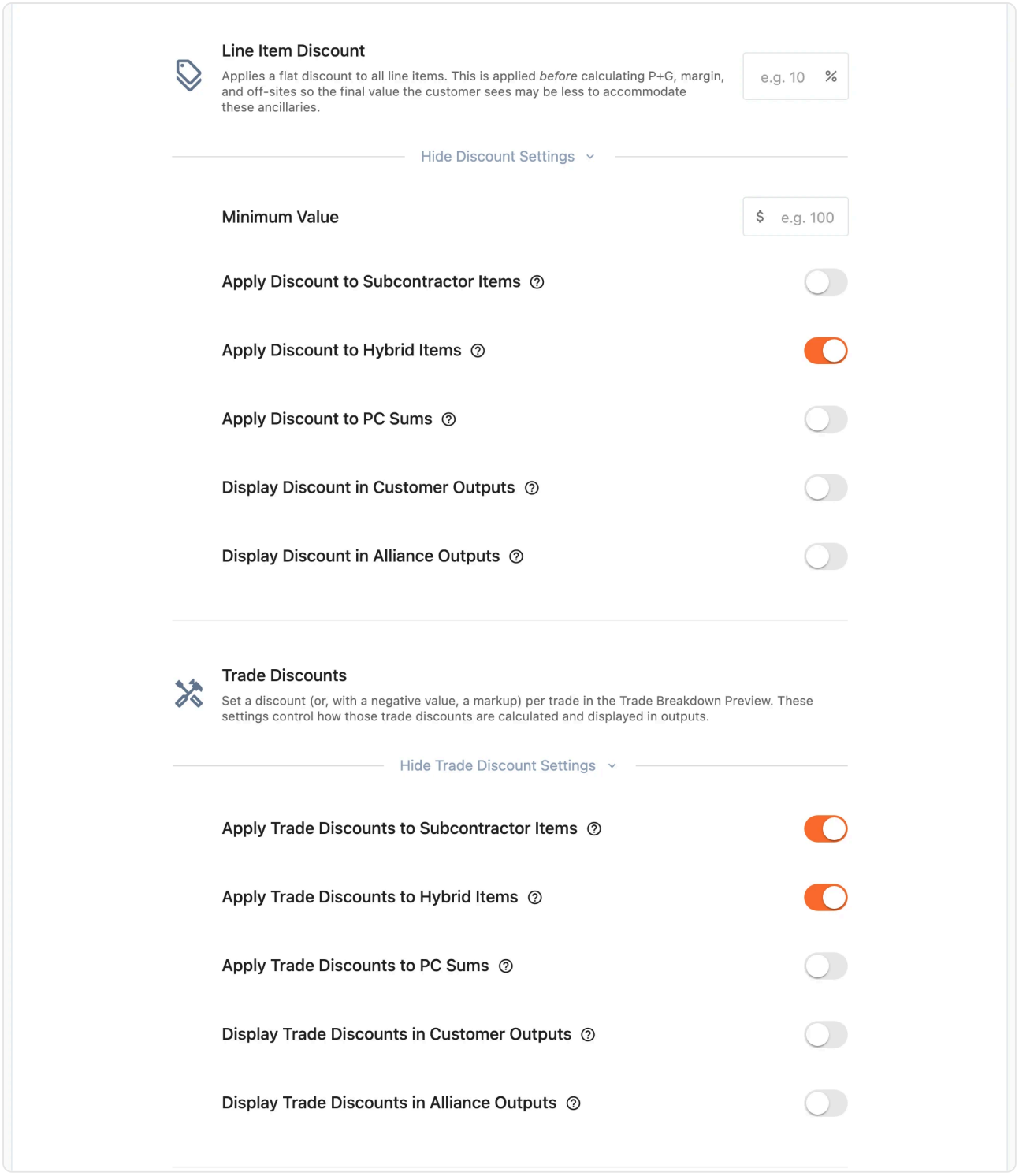
Tuhipoka: mā te raka i ngā taha pūtea o tētahi kīanga utu ka raka hoki te pana Competitive Pricing me tōna tāpiringa utu, engari ka taea tonu te whakatika te wehenga hāunga ia mēnā kua rakaina ngā mea katoa - he rite tonu ki te Site Foreman award (whakaritenga utu mō te Kaitiaki Pae).

Off-sites and Overheads (Ngā Utu Waho-pae me ngā Utu Whakahaere Whānui)

Mā te **Off-sites and Overheads Markup (Tāpiritanga Utu Waho-pae me ngā Whakahaere Whānui)** e kapi ngā utu ā-tari o te pakihi. Hāunga te P+G me te tawhē (margin), ka tohatohaina tēnei ki roto i ngā tţemi rārangi mā te taunoa, kaua kē he mea whakarārangi takitahi, ā, ka wehea kētia i mua i te mahinga o ngā tātai Alliance. E hāngai ana āna tautuhinga ki aua kaupapa auau tonu, ā, kua tapaina te rārangi whakaputa Alliance ko te `Business Administration Costs`.

Line Item Discount (Whakahekenga Utu Tţemi Rārangi)

Ka tono te **Line Item Discount** i tētahi whakahekenga ōrau rite puta noa i ngā tţemi rārangi katoa - te hoa kġhono-katoa ki ngā whakahekenga utu ā-mahi i runga ake nei. Pērā i ngā whakahekenga utu ā-mahi, ka tonoa tēnei i *mua* i te tātaitanga o te P+G, te tawhē, me ngā waho-pae. Mā āna tautuhinga e kōwhiri ko ēhea tţemi ka whai wāhi, ā, mēnā ka whakaaturia te whakahekenga hei rārangi motuhake i roto i ngā tapeke o ngā whakaputanga kiritaki me ērā o Alliance.



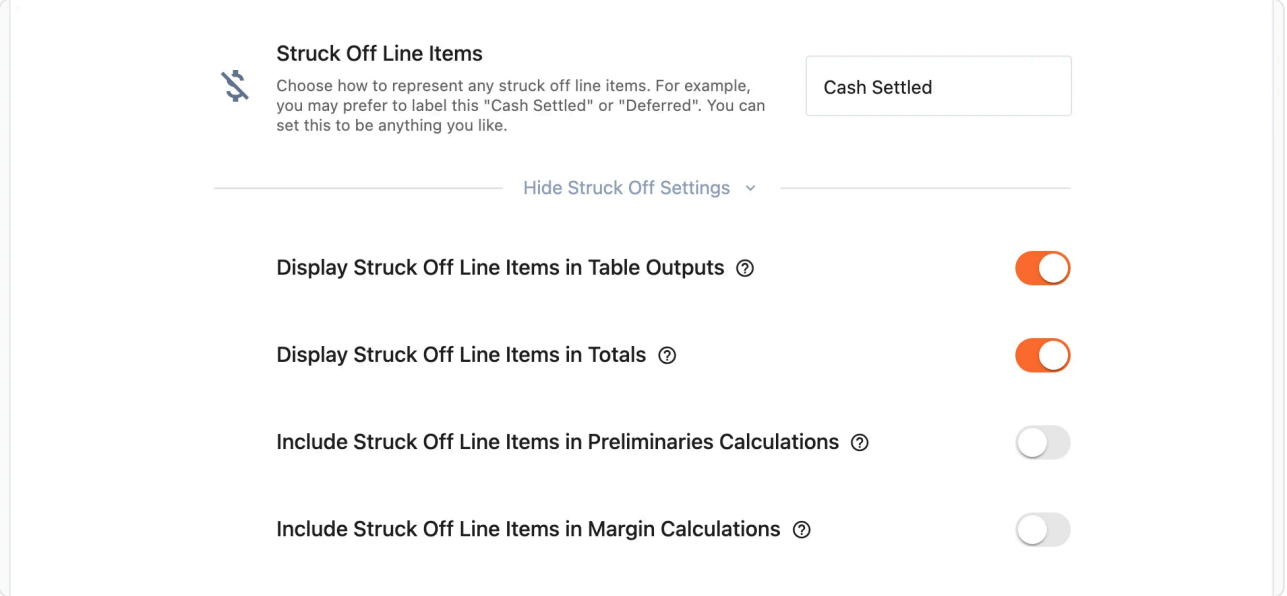
Trade Discounts (Ngā Whakahekenga Utu ā-Mahi)

Ka whakaritea ngā whakahekenga utu ā-mahi tonu ki roto i te Arokite Wāwāhitanga Mahi (Trade Breakdown Preview); kei tēnei rōpū ā rātou tautuhinga - ko ēhea tţemi ka whai wāhi, ā, mehemea ka whakaaturia i roto i ngā whakaputanga kiritaki me ērā o Alliance.

Struck Off Line Items (Ngā Tţemi Rārangi Kua Patua)

Kōwhiria me pēhea te tapanga o ngā tţemi rārangi kua patua i roto i ngā whakaputanga - `Struck Off`, `Cash Settled`, `Delayed`, `Deferred`, he mea kē rānei ka patohia e koe. Mā ngā tautuhinga e whakahaere mēnā ka puta tonu ngā tţemi kua patua ki te tinana o ngā whakaputanga (kua whakaaturia me tētahi rārangi e tapahi ana i a rātou), mēnā ka

whakaaturia tō rātou tapeke i roto i ngā tapeke whānui, ā, mēnā ka tatauria tonutia mō ngā tātaitanga o ngā preliminaries (ngā whakaritenga tōmua) me te tawhē - he whai hua tēnei ina whakatauria ā-moni tētahi tţemi i muri i te whakapau mahi whakahaere tţturu ki taua tţemi tonu.



Whakatau Tata Wā

Ko te **Whakatau Tata Wā** te roanga o te hōtaka i ngā wiki. Ka hoatu he tohu ki te kiritaki mō te roa pea o ngā mahi, ā, ka hoatu he tohu pūmau ki ngā kaipupuri pānga o roto mō te wā ka whakaritea ngā utunga; ki te kore koe e tino mōhio, tautuhia ki te kore. Mā tētahi toggle (pātene takahuri) e whakahaere mēnā ka puta te whakatau tata ki ngā putanga mā te kiritaki - ka kitea tonutia e ngā mema o Alliance.

Te Tiaki

Kāore he mea hei maumahara māu ki te tiaki - ka tuhia e *Domino* ia panonitanga i a koe e mahi ana, ā, ka whakahou aunoa ngā tapeke me te hītori. Ina rite te whakatau utu hei tuku atu, haere ki te whakaputa.