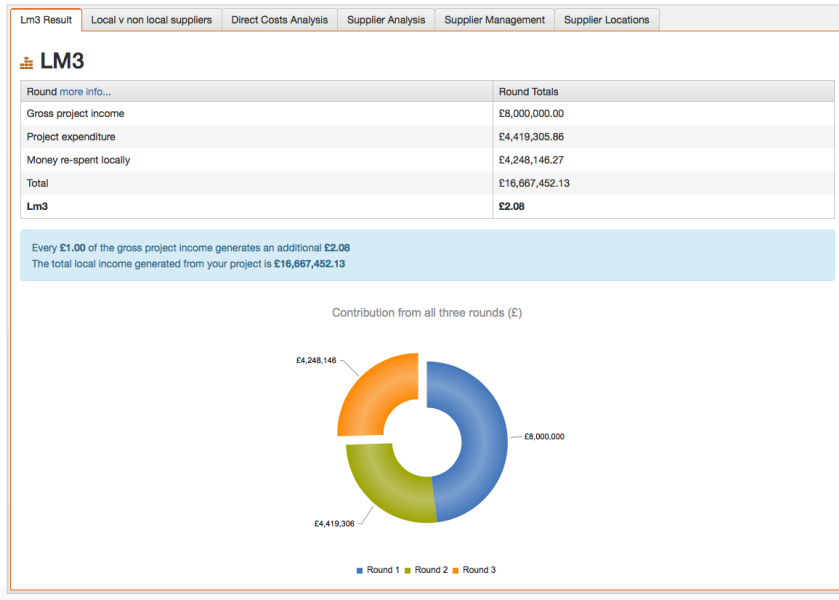


PREDICTIVE MODULE OVERVIEW

Lm3Online predictive module is specifically designed to help you to produce an auditable and realistic projection of the potential local economic impact of a project and to be able to use this for preparation of tender information.



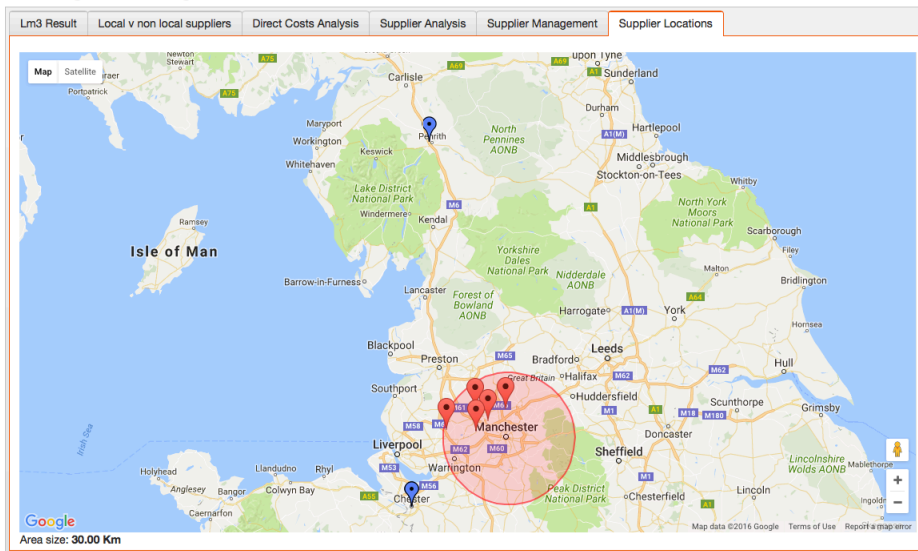
As soon as the base information is uploaded the system immediately calculates a first pass prediction based on the average of all our actual data from projects. If you want to go further then you can email your potential suppliers to ask them to provide individual estimates for you. The system will seamlessly incorporate these returns. Alternatively you can use the "What If" projector to see what would happen if you change projected spending percentages.

The screenshot displays the LM3 Supplier Management interface. At the top, there are navigation tabs: "Lm3 Result", "Local v non local suppliers", "Direct Costs Analysis", "Supplier Analysis", "Supplier Management", and "Supplier Locations". The main content area is titled "All responses" and contains a summary table and a detailed table of responses.

Number of Suppliers	who have not responded	who are local	who are non-local
8 (£6,915,000.00)	0 (£0.00)	5 (£3,315,000.00)	3 (£3,600,000.00)

Supplier *	Contact Name	Value	Indicative LM3	Local	Non-Local	Status	Resend	Change
A.N.Other Non Profit Construction	Peter Parker	£2,000,000	1.75 (-0.15) (-0.04)	£846,600 (32%)	£1,353,400 (68%)	Out Area ⚠ Validated		Change data
ACME Co	Bob Beaumont	£500,000	2.04 — —	£316,900 (63%)	£183,100 (37%)	In Area ⊙ System		Change data
Frame Building co	James Ammel	£750,000	2.04 — —	£475,350 (63%)	£274,650 (37%)	In Area ⊙ System		Change data
Groundworks	Digger Barnes	£100,000	1.43 — —	£32,330 (32%)	£67,670 (68%)	Out Area ⊙ System		Change data
LM3 Online SME Goods	Simon Smith	£1,500,000	1.63 (-0.24) (-0.03)	£484,950 (32%)	£1,015,050 (68%)	Out Area ⚠ Validated		Change data
Machinery makers	Jane Shaw	£120,000	2.04 — —	£76,056 (63%)	£43,944 (37%)	In Area ⊙ System		Change data
Steel supplier	Ivan Evans	£145,000	2.04 — —	£91,901 (63%)	£53,099 (37%)	In Area ⊙ System		Change data
wildesoft.net PLC Goods	Richard Roberts	£1,800,000	1.49 (-0.26) (-0.17)	£1,140,840 (63%)	£659,160 (37%)	In Area ⚠ Validated		Change data

At any time you can produce a full report showing projected results with full listing of supplier responses and location.



Finally when you have been successful you can export your supplier data ready to upload into the full Im3 live system either the classic or the new live version.

What to think about and what data to you need to have to hand.

The set up requires the following information:

- **Project Name**
- **Project Reference** (optional)
- **Drop down for client type** (optional)
- **Centre of project local area** e.g Glasgow, or 14 Acacia Avenue, or Ta37PL or Taj Mahal
- **Radius of area in Km** (the system will show you on screen what this represents and you can change it until you are happy with it.) Sometimes the tendering body cites this. We can produce bespoke maps of political boundaries if needed but this is charged separately.

Financial Information

- **Project Budget** = Direct labour costs + Direct project cost + Supplier spend
- **Direct labour** (optional) is the amount you spend on you workforce to deliver the project split between in and out of the local area
- **Direct Costs** (optional) acts as a balancing figure but typically contains any other financial elements that do not fall into other boxes – profit, overhead contribution etc are examples
- **Sum of the planned spending with your supply chain**
- **Local spend % target.** This figure refers only to the amount spent with local suppliers. It is there because commissioners often want it not because it is the best way to measure impact (that is LM3).

Supply Chain spend.

The system will then ask to upload your suppliers spend by first downloading an excel template. (Specimen is attached).

For each supplier you will need to enter:

- **Name of organisation**
- **Contact name**
- **Email address**
- **Projected contract amount**
- **Postcode**

When you upload this sheet the system will carry out a number of checks and will show you the overall position and give you the option to change budget figures or supplier spend until you are happy. The system will allow you to run a project where not all figures balance but will give warnings.

That's it. As soon as you accept the figures the system will produce a full set of estimated results.

Email Suppliers

Should you want to email your supply chain for individual responses (recommended) then you will need to take one more step.

When you click email suppliers you will see an email template.

Make any changes that you need to the template (without touching any of the bold characters that are used by the system.) and the system will then email your supply chain.

WARNING

Unless you have prepared your supply chain for this you will get a very low response (unsolicited emails with links in are not popular)

Aw v1.0 July 30th 2016