

## **Discovery Questions**

**Do you need to run the report as of a specific date?**

**Where do you enter the Original Contract value, Anticipated Changes, Pending Changes, Approved Changes?**

**Where does the Margin amount come from?**

**What is a "Billable Variance"?**

**Where does Margin on Variances come from?**

**Which jobs should be included? Only jobs in progress?**

**What does the first section of the job number represent?**