

"FIZZ ENJOYABLE SDN BHD" BLUEPRINT REPORT

NAME: ZULHAFIZAH AFRA BINTI ZULKEFLI

STUDENT ID: 2017412664

FACULTY: FACULTY OF COMPUTER AND MATHEMATICAL

SCIENCE

PROGRAM: BACHELOR OF SCIENCE (HONS.) MATHEMATICS

PROGRAM CODE: CS249

COURSE: TECHNOLOGY ENTREPRENEURSHIP

COURSE CODE: ENT600

SEMESTER: 6

Submitted to

PUAN WAN MASNIEZA BINTI WAN MUSTAPHA

ACKNOWLEDGEMENT

Alhamdulillah, first of all we would like to thank God as finally I am able to finish my Blueprint Report that have been given by my lecturer to me. This task had been done with all afford by individual even though a little bit problem was happened among me while doing this assignment. Luckily, all the problems can be solve and I am able to adapt properly and wisely. Besides that, big thank I address to my lecture Madam Wan Masnieza Binti Wan Mustapha, ENT 600 Lecturer, UiTM Machang because without her guide my report cannot be done properly like this. She always gives me supports and guide to me how to do my assignment in purpose to produce a good outcome from research that been studied.

On the other hand, big thank also we address to our parents for their support in finishing this assignment. Finally, thank to our beloved friend that always stick together and also sharing information to produce a good assignment with all afford and responsibility. Hope that all the afford will give a lot of benefits to me. Million thank also we wish to all my classmate because they also help me in doing my report. They always give me ideas and comments on my project so that I can improve my project in many ways.

TABLE OF CONTENTS

Contents	
1.0 EXECUTIVE SUMMARY	1
2.0 PRODUCT DESCRIPTION	2
3.0 TECHNOLOGY DESCRIPTION	4
3.1 LED display reveals temperature	5
3.2 Touch logo activities digital LED display	5
3.3 Microprocessor controlled heating system	6
4.0 MARKET RESEARCH AND ANALYSIS	7
4.1 Customers	7
4.2 Market Size and Trends	7
4.3 Competition and Competitive Edges	9
4.3.1 Analysis of Competitors' Strengths and Weaknesses	10
4.3.2 Analysis of TEMPERATURE CONTROLLED INSULATED MUG	10
4.4 Estimated Market Share and Sales	11
4.5 Marketing Strategy	13
4.5.1 Pricing	13
4.5.2 Sales tactics	13
4.5.3 Service and warranty policy	13
4.5.4 Advertising and promotion	14
4.5.5 Distribution	14
5.0 MANAGEMENT TEAM	15
5.1 Organization Chart	15
5.2 Key Management Personnel	16
5.2.1 Background and career	16
5.2.2 Duties and responsibilities	19
5.3 Positions Monthly salary	22
5.4 Supporting Professional Advisors and Services	22
6.0 FINANCIAL PLAN	23
6.1 Start-Up Cost	24
6.1.1 Administrative budget	24
6.1.2 Marketing budget	25
(12 Operation Budget	26

6.2 Working Capital	27
6.2.1 Administrative Expenditure	27
6.2.1 Marketing Expenditure	28
6.2.1 Operation Expenditure	29
6.3 Start-Cost and Financing	30
6.3.1 Project Implementation Cost & Source of Finance	30
6.4 Cash Flow Statement	31
6.5 Income Statement	32
6.5.1 Pro-Forma Production Cost Statement	32
6.5.2 Pro-Forma Income Statement	33
6.6 Balance Sheet	34
7.0 PROJECT MILESTONES	35
8.0 CONCLUSION	36
9.0 REFERENCES	37

1.0 EXECUTIVE SUMMARY

Fizz Enjoyable SDN BHD is a sole proprietorship business that supply a very easy, useful and affordable product. It produces a unique with higher technology which very useful in our daily life named Temperature Controlled Insulated Mug. It allows user to have their simple mug that can easy to bring it anywhere. The technology that was provided for this mug is the rotating system that allow user to setting up their temperature of water.

My innovation product can make people enjoy their hot beverage even though during travel, study and working in the office. Instead of having many issues in preserving the quality of drink, Temperature Controlled Insulated Mug help to solve out issues in bringing heavy mug and the shape is not slim. I have designed that mug with the slim shape that make people easy to put in the pouch and with high quality of stain less steel that make it light.

I am the first Malaysian Company that produce the product that we believe that it can control the temperature of water in the mug. My product come with various colour that allows user can choose their favourite colour. My aim in producing this kind of mug is to prevent user using heater or other heating equipment during travel.

My technology that have mentioned above can be my competitive advantages as I am doing trough case study, interview, survey of market demand, and distribution questionnaire at the area in order to get predict the