

## **(ENT300) BUSINESS PLAN**

**“MF TECH SOLUTIONS”**

### **PREPARED BY**

**FACULTY & PROGRAMME:** FACULTY OF MECHANICAL ENGINEERING (EM110)  
**SEMESTER** : PART 5 (J4EM1105G)  
**PROJECT TITLE** : SEMI-AUTOMATIC TART PRESSURE MACHINE  
**GROUP MEMBERS** : 1. AMIR HAZIQ BIN ZAKARIA, 2017221424  
                      : 2. MUHAMMAD AMIR SYAHMI BIN AHMAD, 2017228088  
                      : 3. SYAHMIN ILYANA BINTI RAHMAT, 2017228256  
                      : 4. MUHAMMAD AMIRUL IZANI BIN MOHD RIDZWAN,  
                      2017253762

### **PREPARED FOR**

**EN. AHMAD NUR MISUARI BIN IBRAHIM**

### **SUBMISSION DATE**

**28<sup>TH</sup> NOVEMBER 2019**

---

## **ACKNOWLEDGEMENT**

Alhamdulillah we are most grateful to Allah S.W.T for the completion of this business plan as one of the requirements that need to be accomplish in the course work assessment for the code ENT300.

Special thanks to our parents in supporting us to complete this business plan. This case study has been prepared with the cooperation and support from many people. Besides, no to be forgotten to our lecturer which is Mr. Ahmad Nur Misuari bin Ibrahim because of his kindness in helping us during the process of completing this project. He has given us a proper guide by sharing useful information and brilliant ideas to us. Without him, we would not be able to complete this business plan.

Through this problem, we manage to become more organize in dealing with the problems that has been faced during completing our business plan. This business plan covers the marketing, operation, administration and financial plan that provide information for a new entrepreneur as a guide to start a business.

Lastly, to those who had involved and contributed directly or indirectly for this business plan, we are very grateful to them for the effort and initiative that they have shown in our project until we successfully completed our business plan. We apologize to all other unnamed person who helped us various ways to complete this project and we hope this business plan report can give us little bit knowledge about entrepreneurship world and fact about how to become an entrepreneur in future.

---

## TABLE OF CONTENTS

<b>EXECUTIVE SUMMARY .....</b>	8
<b>1.0 INTRODUCTION.....</b>	9
1.1 NAME OF THE BUSINESS .....	9
1.2 NATURE OF BUSINESS.....	9
1.3 INDUSTRY PROFILE .....	9
1.4 LOCATION OF THE BUSINESS.....	9
1.5 DATE OF BUSINESS COMMENCEMENT .....	10
1.6 FACTOR IN SELECTING THE PROPOSED BUSINESS .....	10
1.7 FUTURE PROSPECTS OF THE BUSINESS.....	10
<b>2.0 PURPOSE OF PREPARING THE BUSINESS PLAN .....</b>	11
2.1 TO EVALUATE THE PROJECT VIABILITY AND GROWTH POTENTIAL .....	11
2.2 TO APPLY FOR LOANS OR FINANCING FACILITIES FROM THE .....	11
RELEVANT FINANCIAL INSTITUTIONS .....	11
2.3 TO ACT AS GUIDELINE FOR THE MANAGAMENT OF THE	
PROPOSED BUSINESS .....	12
2.4 TO ALLOCATE BUSINESS RESOURCES EFFECTIVELY .....	12
<b>3.0 BUSINESS BACKGROUND .....</b>	13
3.1 VISION AND MISSION .....	14
3.1.1 VISION .....	14
3.1.2 MISSION.....	14
3.2 ORGANIZATIONAL CHART .....	15
3.3 LOGO AND MOTTO.....	16
3.3.1 LOGO .....	16
3.3.2 LOGO DESCRIPTION.....	17
3.3.3 MOTTO.....	17
<b>4.0 BACKGROUND OF PARTNERSHIP .....</b>	18
4.1 GENERAL MANAGER.....	18
4.2 ADMINISTRATION MANAGER.....	19
4.3 MARKETING MANAGER.....	20
4.4 OPERATION MANAGER.....	21
4.5 FINANCIAL MANAGER.....	22
<b>5.0 LOCATION OF BUSINESS .....</b>	23
<b>6.0 MARKETING PLAN .....</b>	25
6.1 MARKETING OBJECTIVES .....	26
6.2 PRODUCT DESCRIPTION .....	27
6.3 TARGET MARKET .....	28

6.3.1 GEOGRAPHIC SEGMENTATION .....	28
6.3.2 VOLUME PURCHASE .....	28
6.3.3 QUALITY EVALUATION OF DISTRIBUTOR.....	29
6.4 MARKET SIZE .....	29
6.4.1 POPULATION ESTIMATION.....	29
6.4.2 TOTAL MARKET SIZE.....	29
6.5 COMPETITORS.....	30
6.5.1 IDENTIFYING COMPETITORS.....	30
6.5.2 RANKING OF THE COMPETITORS .....	34
6.6 MARKET SHARE.....	35
6.6.1 BEFORE ENTRANCE .....	35
6.6.2 AFTER ENTRANCE .....	36
6.7 SALES FORECAST .....	37
6.8 MARKETING STRATEGY.....	39
6.8.1 PRODUCT .....	39
6.8.2 PRICE.....	40
6.8.3 PLACE AND DISTRIBUTION.....	40
6.8.4 PROMOTION .....	41
6.9 ORGANIZATION CHART FOR MARKETING DEPARTMENT .....	42
6.10 MANPOWER PLANNING .....	42
6.11 SCHEDULE OF TASK AND RESPONSIBILITIES.....	43
6.12 SCHEDULE OF REMUNERATION.....	46
6.13 MARKETING BUDGET.....	47
<b>7.0 OPERATIONAL PLAN .....</b>	<b>49</b>
7.1 COMPONENT OF OPERATING SYSTEMS .....	49
7.1.1 BUSINESS INPUT .....	49
7.1.2 TRANSFORMATION PROCESS.....	49
7.1.3 OUTPUT .....	49
7.1.4 FEEDBACK.....	50
7.1.5 EXTERNAL ENVIRONMENT.....	50
7.1.6 OPERATING SYSTEMS CHART.....	50
7.2 PROCESS PLANNING FOR MANUFACTURING .....	51
7.2.1 SYMBOL OF PROCESS CHART .....	51
7.2.2 PROCESS FLOW CHART .....	52
7.2.3 ACTIVITY CHART.....	53
7.3 OPERATION LAYOUT.....	54

---

## **EXECUTIVE SUMMARY**

MF Tech Solution offer an innovative product for customers providing a simple machine that easier the work during molding the tart. This gives a higher satisfaction to the customers for the quality of the tart that can be produced in a short time.

Our client is customers identifying as middle and low class who want consume product with affordable price of product. We also targeting business and tart industry that will attract to our product. MF Tech Solution offers a simple machine that easier customers work in molding the tart and boost their production in a short time.

In the large area of Pasir Gudang which an industrial area has seen an extremely of growth many industries over the year. Pasir Gudang is an area that we think the most suitable place to run our business. This is because of the location of Pasir Gudang is lot of material and equipment that can provides for us in running our business.

MF Tech Solution marketing strategy is to emphasize the quality and price of our products. We offer the affordable price because it will be an alternative to attract customers to buy our product. Thus, we develop marketing strategy that gives attraction to come our shop. Already we have products commitments plan to aggressively build our brand through newspaper, ads and signboard.

We are confident that our business will be success. We will definitely do our best to give the best food technology products for customers satisfactory. Our goal will be opening new branches around Johor for a start. Then, expand it more throughout Malaysia and become the best company.