

BUSINESS PLAN

ETR 300

**CYBERNET COMPUTER
SALES AND SERVICES SDN. BHD.**

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DIPLOMA IN CIVIL ENGINEERING

NOVEMBER 2007

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EXECUTIVE SUMMARY

After discuss with all members, we are decided to establish a partnership business where have been decided as a technology center like computer sales and services. Our “**CYBERNET COMPUTER SALES AND SERVICES**” was located at No 42, Jalan Suriani near by the RHB Bank building in Putra Palace Hotel roundabout at Kangar. We’ve planned to open a computer center.

Nowadays, we believe that computer is the best technology for most people. Our company has focused the main target to get a tender either from government, private sector or individually. We are also sales our product and give repairing services to public.

We choose to organize **CYBERNET COMPUTER SALES AND SERVICES** because we want to develop the north region people to enhance their knowledge and skill about the technology.

First of all we need a person who can lead our business. For this particular post we all agree to choose Mr. Ahmad Rizal Bin Othman as our General Manager, as a contribution of his main idea to setting up this business. To supports our company’s management, we need to have an Administration Manager, whose can manage a business file system, create a database of the business and record a current activities. This post is doing by Mr Wan Zawawi Bin Wan Sulaiman.

A marketing section plays a main role in order to stabilizing and cares on the business’s sales. So, for this particular job, Mr. Hilmee Ramzee Bin Zakaria will be our Marketing Manager. Our business is incomplete without an operational section. This operational section did some work such as organize a flow chart of the business, record the main item which is need to have and also to make all the company’s operation on the



product going as it needed. For makes all those things going smoothly, this job will be taken by Mr. Hilman Ruzainee Bin Zakaria as the Operation Manager.

And lastly, another one of the most important part in our business is financial section. This section is responsible to manage all the financial currency. They have to make sure that at the end of the year, all the financial is goes smoothly. Mr. Abu Jihad Bin Ibrahlim will be posting this job as a Financial Manager.

This business will cost about RM 240,000.00 and by the end of the year, we expect to get net profit around RM 100,000.00. After the first year, we expect to get 100% profit increment (year by year). This will make our company able to compete with other competitors and will be the most preferred computer supplier in the north region of Malaysia. Our future target is open branch in west, east and south of Malaysia.



INTRODUCTION

We choose CyberNet Computer Sales and Services Sdn. Bhd as our registered company. We open our company with capital RM240,000.00. Our office is located at Kangar, Perlis because it is strategic location. For example we are located in Kangar Town which is near main road for supplying. After the observation that we have done, we used to choose this business because it has a big market and have a potential to develop. Our works include selling, repairing and supply of computer. Our company has focused the main target to get a tender either from government, private sector or individually. In private sector, we are targeting a big company because of their ability to make a payment. Our target market focuses in industry, commercial, housing and institution sector. For our convenience we have provide company's vehicle such as small van. We will start this business on 5 January 2008.