

**UNIVERSITY TECHNOLOGY OF MARA**

**ETR 300**

**HSN Construction Services**

**CONSTRUCTION SERVICE  
(DRAINAGE SYSTEM)**

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## **SYNOPSIS**

The HSN construction services were starting the operation on 1<sup>st</sup> January 2002. The address of our company is at No. 3, SOLOK PERAK ROAD, 10510 GEORGE TOWN, PENANG.

### **Capital**

The capital we need to start this business is RM124, 489 .So; all partnership was agreed to contribute RM23, 652.91 of each partner and RM29, 877.36 from the General Manager. We make a loan of RM100, 000 from the Bank Bumiputera Commerce.

### **Administration**

In administration plan, we ensure the administration management more effective and efficiency similar with the company objective. This administration also plans to ascertain have the good relationship between upper management and the workers. The company also want the workers get their incentive, bonus, annual lift, EPF, SOCSO and others or a good facility in the company.

### **Marketing**

From marketing plan we can estimated the percentage that we want from market share. So, we should know the other company percentage in market share. Marketing plan also help us to ascertain the company quality in good condition.

### **Operation**

In operation plan, our company estimated three projects are done in one year. For first project, we just estimate the lower cost project and the second project, the cost is more than first project and lastly, the third project is a higher cost project. It is because the third project usually in the end of the year where in this period more drain must to reinstatement.

### **Financial**

The financial plan is normal situation happen at every company. If the company is successful that's mean the company get more profit. It also to ensure the cash flow in good condition. The company can prevent from losses immediately if the financial show the worse cash flow.

## **INTRODUCTION**

HSN Construction services is the name of our company. This name was chosen by the partners which symbols construction services is economical and because of that we must work hard and having a good relationship each other to maintain or increase our profit. We have decided to choose construction services because we like challenging especially women like us. There are not many businesswomen like us that involve in the construction services.

We have chosen Solok Perak road as our business location. The location is strategic as there are housing areas not very far from our office. Besides that, from our surveys that we have done, we found that competitors are limited.

Sometimes we get the tender from government or corporate and we construct anything painting, piling and many more belongs the tender that we get but for this moment, we construct the drainage. For the future, we must work hard and don't give up when facing the problem in the company.