



UNIVERSITI TEKNOLOGI MARA SARAWAK

360° SPORTS CENTRE (FUTSAL)

PREPARED BY:

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1.0 Executive summary

The name of our company is 360° Sports Centre. The business is in the form of partnership , which consists of five members. Each partner contributes certain amount of capital as agreed in our agreement. Our business activity focuses on giving accomodation to futsal fans. We provide futsal places for our customers. Our company will be located at Taman Sukma Kuching, Sarawak.

All partners are entitled to participate in the business management and agreed that Mohamad Syamil bin Mohamet as our General Manager , Lorna Taro ak Ringgit as our Administration Manager , Adeline Molly ak Francis Kiyuk as our Financial Manager , Awang Mohamad Lufti bin Haironi as our Operational Manager and Mohamad Syahrulnizam bin Jamaluddin as our Marketing Manager.

The team is lead by General Manager and assisted by other managers. The General Manager is responsible in planning , organizing , leading and controlling.

Administration Manager will responsible for the job related to administration such as planning and arranging the remuneration schedule of wages, salary and day of work or shift.

Financial Manager will handle financial matters such as preparing budgets and financial statements for the expenses of each department.

The Marketing Manager is responsible in preparing the marketing plan such as identifying the target market, determining the market size, competitors, market share ,developing sales forecast and marketing strategies.

Lastly, the Operation Manager will control and monitor our bussiness. All workers that work in our company will be supervised by operational manager. This will produce quality control and productivity to our company.

1. The profit and loss in the business will be divided equally by ratio among partners.
2. The responsibilities of the partners are regarding to the assets, liabilities, and debts of the organization.
3. The debt that made by the partner in the business must be accounted in the agreement once the partner failed to pay the debt within the period given , his or her own existing profit will be deducted to compenstate the debt.
4. All partners that have agreed with their job position will.execute their respective task given. The job positions and their detail are stated as below.

NAME	IDENTIFICATION CARD	
	NUMBER (I.C)	POSITION
MOHAMAD SYAMIL BIN MOHAMET	910322-13-5403	GENERAL MANAGER
MOHAMAD SYAHRULNIZAM BIN JAMALLUDIN	910201-13-5175	MARKETING MANAGER
LORNA TARO ANAK RINGGIT	910210-13-5898	ADMINISTRATION MANAGER
AWANG MOHD LUFTI BIN HAIRONI	910406-13-5419	OPERATIONAL MANAGER
ADELINE FRANCIS ANAK FRANCIS KIYUK	911206-13-5224	FINANCIAL MANAGER

If anyone of the member or partner dies, their relatives that have valid identify related to the partner will deserve in claiming for the profit or loss from the organization . If their relatives are interested to continue the business, they must get the approval from the existing partners in the bussiness.

1.3 Introduction to business plan

Our company that known as 360° Sports Centre which ventures and major with the futsal services. The futsal services can be simplified in words as provide the futsal courts to the customer to play futsal and enjoy their game at the best price and quality places. The business is in form of enterprise which consists of five shareholders.

All shareholders had agreed as stated in agreement letter which the amount of capital ,profit and loss will be divided as stated ratio. We had choose this kind of business because it shows the equality and no one will be discriminated as the profits and losses are equally divided in the end of the accounting period.

In other way, the partnership is a perfect option to be taken because the shareholders will always sharing ideas and knowledge in order to gain profit ,reduce loss and achieve high productivity time to time.

1.4 Name of the company

The name of our compane is 360° Sports Centre. We had choosen this name to symbolize the business we are engaging to futsal services. 360° are the degrees of a circle that represent the earth at our logo. This means futsal has become one of the famous games in the world wide. Futsal is a some of indoor sports game which play like a football but have a different rule and size of the field from football. The name of our company is suitable because the futsal games has spread their madness to all over the country and it has become the famous game nowadays. With this name ,we are looking endeavor in services with the highest quality and fulfill our clients demand and satisfy them thus make 360° Sports Centre will be well known in this country.

1.8 The Purpose of Business Plan

- As a business guideline for managing the business

The business plan consists of planned strategies and the rules and regulations. Thus, it becomes our comprehensive guideline in our daily operation. As a guideline, it can be avoid the confusion thus it gives the clear direction to achieve the goals.

- To maximize the profit and allocate business resources effectively

In business plan, the details about the budgets and the way to utilize it, is clearly identified. The effective and efficient management of cost will decrease the cost and at the same time maximize the profit. Through the business plan, the budget is preferred to be utilized only for the related expenses and the unrelated expenses must be avoided as to decrease costs.

- To convince relevant parties of the investment potential of the project

A good business plan will enable us to convince the financial institutions and investors to provide loan and help the establishment of the business. Good business plan that provided to interested parties to finance partially or fully the cost of the venture. Hence, the business plan can be a good communication channel to convince those potential investors of the viability of the proposed venture.