



UNIVERSITI TEKNOLOGI MARA
FACULTY OF BUSINESS MANAGEMENT
DIPLOMA IN BANKING

FUNDAMENTALS OF ENTREPRENUERSHIP
(ENT300)

HOTSPOT CAR WASH DELIVERY SERVICE

PREPARED BY

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PREPARED FOR
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ACKNOWLEDGMENT

Thank you,

Faithfully,

First and foremost, we would like to express our gratitude to the Allah S.W.T for his blessing and guidance for allowing us to complete our business plan successfully. We have encountered a variety of obstacles and difficulties in preparing this proposal. We have managed to complete this proposal on time by having full cooperation from all of the group members.

This very project work was completed with remarkable effort of co-operation and team-spirit between the group members. They are:

1. Ahmad Firdhaus B Roserun as the Admin and as well as General Manager
2. Hasinah Bt. Jasli the Marketing Manager
3. Nor Hanisadah Bt. Adin the Operational Manager
4. Satriah Bt. Adjirahman as the Financial Manager

We would also like to thank to our beloved lecturer of Fundamental of Entrepreneurship, Mr Cyril Supain who has guided and helped us a lot by giving us a clearer vision in the completion of this project within the time given.

We would also like to thank for those who had been involved throughout the completion of this proposal, either directly or indirectly. Thanks for the notes and guidance. Finally, we would like to thanks our family who has given us support while completing this business plan.

By implementing our mind as an entrepreneur, we can see the opportunity in proposing this business in the future. With the knowledge that we have learned, we strongly believe that this business can go further in the future. We hope that by doing this business plan, we are able to understand more on how does a business work and we are looking forward to make this business becomes reality. We hope this business plan will give the benefit to all of us and also could encourage the students to involve in business in the future.

EXECUTIVE SUMMARY

1.1 INTRODUCTION TO BUSINESS

Hotspot Car Wash services is a business plan that we will operate in Alamesra, Sulaman, and this business provided a services to the customer. Our services include washing, Polishing, waxing, vacuuming and where we offer our special treatment for the car which is, engine wash and treatment for the car. There are 2 types of services that we would offered which is firstly, Delivery car wash which means, we will go to their place to wash their car so they do not have to bother find a car wash and can save their fuel. Secondly, we will give our service to them including services and wash the car. We also provide waiting room for those who wash their car in our premises.

Our business is located Alamesra front of One Borneo at Sulaman highway. We expect to start up our business at the middle of 2013. As everyone knows, car wash is a place where many people always went to wash their car. Many Car washes did not give some choice of the treatment such as 2 types of treatment that our company promotes to the public. Other than that, we also provide the waiting room for those get our services .we plan to open up a canteen or small restaurant.

The future prospects of our business are people around Sepanggar, indah permai, kingfisher, Sulaman, UMS and so on. We're not only aiming to people who are busy, but we also welcomed all people to come to our premises and call for our services at Alamesra.

In order, to make this project happen we need sufficient amount of capital to start the business. We are prospecting to increase of average 5% to 10% sales of our business on second and third year respectively.

Moreover, we stress on giving a good and efficient services as we want our business to be known to provide a good quality of services. The workers hired are all skilled labours and have a few years of experience, thus, they are much likely know how to do their work.

1.0 INTRODUCTION AND PURPOSE

1.1 INTRODUCTION TO BUSINESS

The purpose of our business plan is as follows:

1. Hotspot Car Wash is the name of our business that known as delivery or tethering in the handphone which means the delivery and partnership. Hotspot Car Wash offers the delivery of Car Wash also the treatment for the car such as washing the engine and changing the oil engine. Our business is a partnership business that will be opened for the first branch in Sulaman Central, Off Sulaman Highway, 88450 Kota Kinabalu, Sabah.

Our business is 100% own by local people and will be operated on middle of 2013. Our businesses are mainly more to delivery car wash services. Special service that our give is our company will not give some charge for delivery car wash and for those who came to our office at Alamesra, our will give a some food or drink to customer during they waiting for their car to get our service until completely.

2. To achieve our business plan, we will provide the maintenance for the car such as change the oil engine and brake pad. This is the uniqueness of our company because they no need go to other company to get the other service because we not just washing the car but also give the full maintenance for their car at one place, the place is our company.

3. We want our business to be known to provide a good quality of services. Therefore, we stress on giving a good quality and efficient car wash service and also waiting room. The entire partners mostly have basic knowledge of entrepreneurship, thus, they are much likely know how to do their work.

Moreover, we stress on giving a good and efficient services as we want our business to be known to provide a good quality of services. The workers hired are all skilled labours and have a few years of experience, thus, they are much likely know how to do their work.

1.2 BUSINESS PLAN PURPOSE

The purpose of our business plan is as follows:

1. To allocate business resources effectively

- It is important for us that we utilize our resources effectively so that the wastage of resources should be avoided as it can cause the business to bear loss and even liabilities.
- In business plan, everything can be well planned and written in detail so that it can become a guideline on how to utilize our resources, how much cost incurred in our operation and also the overall budgets.
- In financial statement of the business plan, all information is included because it prescribed that the resources should only be utilized for related expenses only.

2. To act as a guideline for the management of the proposed business

- The business proposal itself serves the function as a guideline for the management in order to establish the business because without a proper business plan, the management of the proposed business will not be efficient and cannot be trusted.
- A business plan consists of planned strategies, rules and regulations of the business, then it will become a comprehensive guideline in our operation.

3. To apply loan from financial institution to established business

- A good form of business is a business which has good financial position will enable us to convince financial institution to provide the loan to establish the business. The financial institution such as bank will only provide the loan to the business that has gained their trust to be able to pay them after the commencement of the business.