

UNIVERSITI TEKNOLOGI MARA

ENTREPRENEURSHIP  
(ETR 300)

GLANIUM ENTERPRISE

TERRENCE ISAAC MAJIN	2003640939
JERRISLY BIN SULINDAP	2003223833
FREEDOM MOJINTAL	2003223801
MOHD ALFENDY BIN EMRAN	2002281669
WIDMARK RICARDO SYLVESTER	2003223906

13 APRIL 2006

## CONTENT

<b>SUBMISSION LETTER</b>	<b>1</b>
<b>INTRODUCTION</b>	<b>3</b>
1.0 INTRODUCTION	3
1.1 LETTER OF PARTNERSHIP AGREEMENT	4
1.2 THE PURPOSES	8
1.3 BUSINESS BACKGROUND	9
1.4 PARTNERS BACKGROUND	13
1.5 OBJECTIVES	18
1.7 LIST OF OPERATIONAL PERSONAL	59
<b>ADMINISTRATION PLAN</b>	<b>60</b>
1.9 TASK AND RESPONSIBILITIES TABLE FOR WORKER	51
2.0 INTRODUCTION	20
2.1 MISSION & VISION	21
2.2 ORGANIZATIONAL STRUCTURE	22
2.3 WORKING HOURS	25
2.4 RUMENATION & WORKERS INCENTIVES	26
2.5 ADMINISTRATION EXPENSES	27
2.6 ORGANIZATION'S CHART	29
3.0 INTRODUCTION	68
<b>MARKETING PLAN</b>	<b>68</b>
3.2 FINANCIAL PLAN STRATEGY	69
3.1 INTRODUCTION	30
3.2 MARKET DESCRIPTION	32
3.3 TARGET MARKET	33
3.4 COMPETITORS	35
3.5 DEFINE TARGET MARKET	36
3.6 SALES FORECAST	38
3.7 MARKETING STRATEGY	45

• MANUFACTURING COST

## OPERATIONAL PLAN

4.0	INTRODUCTION	52
4.1	OBJECTIVES & STRATEGY	53
4.2	PRODUCTION PROCESS	54
4.3	MATERIAL EQUIPMENTS	55
4.4	ESTIMATED RAW MATERIALS PURCHASES	56
4.5	LIST OF RAW MATERIAL SUPPLIER	57
4.6	PRODUCTION CAPACITY PER MONTH	58
4.7	LIST OF OPERATIONAL PERSONAL	59
4.8	LIST OF DIRECT WORKERS	60
4.9	TASK AND RESPONSIBILITIES TABLE FOR WORKER	61
4.10	REMUNERATION TABLE OF OPERATION	62
4.11	LIST OF MACHINERY AND EQUIPMENT	63
4.12	OPERATION LAYOUT	65
4.13	OPERATION OVERHEAD	66
4.14	OPERATION BUDGET	67

## FINANCIAL PLAN

5.0	INTRODUCTION	68
5.1	FINANCIAL PLAN OBJECTIVES	68
5.2	FINANCIAL PLAN STRATEGY	69
5.3	SOURCE OF FINANCIAL INFORMATION	69
5.4	FINANCIAL ANALYSIS	70
	• PROJECT IMPLEMENTATION CAST	
	• SOURCES OF FUNDS	
	• TABLE OF DEPRECIATION FIXED ASSET	
	• LOAN AND HIRE –PURCHASE REPAYMENT SCHEDULES	
	• PROFORMA CASH FLOW STATEMENT	
	• MANUFACTURING COST	

## 1.0 Introduction

### 1.1 Letter of Partnership Agreement

This business plan focuses on the establishment of a factory and office that manufactures and sells glass and aluminum products. In our company, we put customer satisfaction first, by producing high-quality windows and sliding doors. These products are produced for the use as a supply for various parties, namely:

- ✓ The Developer
- ✓ The Contractor
- ✓ The Public

Our products are mainly used in construction in buildings and houses. We hope to be able to capture the market share in Sabah before expanding our business outside the state. In general, our products (windows and doors made of aluminum and glass) are in demand as the state is constantly developing, and infrastructural development is done in medium scale.

For that reason, we hope that with the formation of this business entity, the construction industry will flourish with the existence of our business for the betterment of all parties involved in construction works.

## 1.2 Business Planning Purpose

### 1.3 Company Background

This business plan is prepared by **GLANIUM ENTERPRISE** for the purpose of:

NAME OF COMPANY

GLANIUM WORKSHOP ENTERPRISE

- So that we can see the project we manage via objective, critical and in practical.
- To set guide line to manage our business
- To observe the project we make give profit or the way around. To avoid the waste of sources such as capital and work.
- To assure certain parties with our business idea and as a foundation for our business such as loan from certain bank.
- To fulfill the requirements of **ETR300** subject.

BUSINESS ADDRESS

Shop Lot 6, Taman Baru, Jalan Under,

TELEPHONE NUMBER

03-22222222

FAX NO

03-22222222

FORM

MS 1000

MANUFACTURES

GLASS WINDOWS AND DOORS

DATE OF REGISTRATION

IN PROGRESS

REGISTRATION NO

IN PROGRESS

DATE OF COMMENCEMENT

1<sup>ST</sup> JANUARY 2008

NAME OF BANK

IN PROGRESS

BANK ACCOUNT NO

IN PROGRESS

INITIAL CAPITAL

RM175,000.00