

CUCI-CUCI SERVICE



Faculty	: FACULTY OF BUSINESS ADMINISTRATION
---------	--------------------------------------

- Program : BACHELOR'S IN BUSINESS ADMINISTRATIVE (Hons) FINANCE
- Group : M1BA2422A
- Course : PRINCIPLES OF ENTREPRENEURSHIP
- Course Code : ENT530
- Semester : 2
- Group Name : CUCI-CUCI SERVICE (GROUP 6)
- **Group Members** : SITI NUR FARHANA ZAKARIA (2021813382)
 - : MUHAMMAD JAFNI MUHSIN BIN MOHD NIZAM (2021291126)
 - : MUHAMMAD AIMAN DANIAL BIN ROSLI (2019475712)
 - : HAIRUNNIDA BT HARUN (2021498008)
 - : MUHAMMAD WAQIYUDDIN BIN AZMI (2021498156)

PREPARED FOR: MADAM ZAINAH BINTI JALIL

SUBMISSION DATE: 23rd JANUARY 2022

TABLE OF CONTENT

ACKNOWLEDEMENT	2
TABLE OF CONTENT	3
LIST OF FIGURES	5
LIST OF TABLES	5
EXECUTIVE SUMMARY	6
1.0 COMPANY PROFILE	8
1.1 Company Background	8
1.2 Organization Logo/Motto	9
2.0 ENVIRONMENTAL INDUSTRY ANALYSIS	16
3.0 DESCRIPTION OF VENTURE	17
4.0 MARKETING ANALYSIS AND COMPETITION	18
4.1 Target market	18
4.1.1 Geographic Segmentation	19
4.2 Estimated Market size and Trends	19
4.3 Estimated Market Share and Sales	20
4.3.1 Market Share and Sales (Year 2021)	20
4.4 Competition and Competitive edges	22
4.5 Sales Forecast	22
4.6 Marketing Strategy	23
4.6.1 Product/Service	24
4.6.2 Pricing Strategy	25
4.6.3 Place and Distribution	26
4.6.4 Promotion	26
4.7 Marketing budget	30
5.0 OPERATIONS AND PRODUCTION PLAN	31
5.1 Activity Flowchart (Production Process)	31
5.2 Operation Layout	33
5.3 Machine and Equipment	36
5.4 Schedule of Remuneration of Operation Personnel	41
5.6 Operation Budget:	45
6.0 ORGANIZATIONAL PLAN	46
6.1 Partnership Agreement	46

	6.2 Cover Letter	50
	6.3 Ownership Structure	52
	6.4 Organization Chart	52
	6.5 Manpower Planning	53
	6.6 Schedule of Tasks and Responsibilities	53
	6.7 Supporting Professional Advisor and Services	55
	6.8 Schedule of Remuneration	55
	6.9 List of Office Equipment	56
	6.10 Organizational /Administrative Budget	58
7	.0 FINANCIAL PLAN	59
8	.0 PROJECT MILESTONE	66
9	.0 CONCLUSION	67

EXECUTIVE SUMMARY

This business plan is going to introduce our Cuci-cuci Service. Cuci-cuci service is a partnership business that operates service laundry. On either the contrary, our service focuses on cleanliness and hygiene. Our organisation is made up of five partners, and each one is responsible for keeping Cuci-cuci Service's business running smoothly and efficiently. We are also responsible for ensuring that this business consistently makes a profit while providing the greatest services to customers.

At Cuci-cuci Service, our target market is general, but the focus is more for those having problem during the pandemic or during quarantine. Our services are located at No 25, Jalan PNBBU 1, Pusat Niaga Bukit Baru Utama, Bukit Baru, 75150, Melaka. Our company's goal is to achieve superior performance as measured by return on investment through systematic, significant, and profitable growth. Aside from that, we intend to spread this service throughout Peninsular Malaysia.

We choose to provide laundry services because of our mission and vision. Our mission is to ease the lives of our customers and offer convenience to them, as well as to be the most chosen laundry service provider. While our vision is to be the most well-known and trusted brand in the creative laundry industry solution in Malaysia. If our services meet or exceed our customers' expectations, Cuci-cuci Service will gain more customers. As a result, we believe that Cuci-cuci service will be able to compete with competitors who have a lot of experience due to their long history. If Cuci-cuci Service succeeded exceed customer's expectation and meet their satisfaction, in a result Cuci-cuci Service can obtain more customers.

This business plan assignment must also include information about social entrepreneurship and how our company can help the community. So that we can assist in resolving a community issue. We Cuci-cuci service decided to make donations to university students whose families have a B40 income for this social entrepreneurship, or our contribution can be used to help university students affected by disasters. To reduce their burden, this matter is related to a social business that defined as a profit-making business that has specific social objectives that serve its primary purpose. Social business seeks to maximize profits while maximizing benefits to society and the environment. Their profits are principally used to fund social programs. Cuci-cuci service has chosen university students to whom we will make a donation of up to 10% of the profits from our service business. We hope that with the assistance we provide, it will be able to solve one of the community's current issues.

With our product surviving in this epidemic era and quarantine, it could make easier and better. Especially towards community that unable to go outside due to quarantine or people who busy working. Finally, we hope that Cuci-cuci Service will be able to survive in this industry for a long time and will be able to face all of the challenges that they will face in future.