Annexure 1 **Proposal for Entrepreneurship Venture refer para 4.1**

Name of Venture: Home building materials

Space Required: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_Sq.Ft. (if applicable) (May contact Student E-Cell for better understanding)

Preferred Location: \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (if applicable)

Name of proposing student: k.Shiva sai Contact no. 7674027655

Registration No.: 12212497.

Course: P132-HNF: B.Tech.(Hons.) CSE-Data Science and Data Engineering Semester: 4th.

Current Address: H-no 2-113 KamaReddy Telangana.

Permanent Address: H-no 2-113 KamaReddy Telangana.

Project Team (if any):

|  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Sr No** | **Name** | **Reg No** | **Course Name** | **Semester** | **Contact**  **details** | **CGPA** | **Att** | **E/F/G**  **Grade** | **Achievement** | **Student Case Detail (Indsciplinary case)** | **Pending Fees** |
| 01 | K.Shiva Sai | 12212497 | BTech. Hons CSE | 4th | 7674027655 | 8.13 | 96% |  |  | N/A | N/A |
| 02 | Mohammed Bilal | 122034781 | BTech. Hons CSE | 4th | 9391150413 | 6.04 | 91% |  |  | N/A | N/A |
| 03 | K Venu Krishna Yadav | 12206177 | BTech. Hons CSE | 4th | 9063425652 | 6.04 | 95% |  |  | N/A | N/A |
| 04 | Bharath Kumar Reddy | 12205425 | BTech. Hons CSE | 4th | 8179042489 | 7.74 | 96% |  |  | N/A | N/A |
| 05 | Nandu Penchala | 12203167 | BTech. Hons CSE | 4th | 7842242865 | 6.39 | 95% |  |  | N/A | N/A |

**Format for business plan**

|  |  |
| --- | --- |
| |  | | --- | | cleardot | |

1. Business

* Company’s business (description short enough to fit on a business card)
* Mission statement
* What sector does the business fall into (wholesale, retail, food, service, etc..) ·
* What sort of premises will the business be operating from (shopping centre, warehouse, owners residence, etc)
* What is the present state of the industry and how has it faired over the last 5 years (growth/decline)
* What are the future prospects for the industry What problems can you see How can these problems be overcome

2. Products

* What is the product mix of the business
* Product description
* Development schedule
* Differentiation
* Price point
* Why would customers be attracted to your products (quality, reliability, price, etc)
* What gives your product the competitive edge over your rivals

3. Market

* Who is your target market (age, income, etc)
* What growth patterns can you see emerging with regard to the make-up and size of your market (expansion geographically, new customers, etc)
* What is the industry outlook?
* Historic and projected sizes of the Market opportunity
* Product match to market definition

4. Competition

* Competitors
* What key success factors do the competitor demonstrate
* Can you identify any weakness in the competitors business operations
* Competitive advantages
* What skills will be necessary in order to allow you to have the competitive advantage in your area

5. Marketing Plan

* Pricing Strategy
* Sales channels
* Partnerships
* List the overall direction of your marketing efforts
* Examine your top 3-5 activities, prioritize them and list details on implementation.
* Specific, measurable goals for your marketing activities.

6. Operational and Development Plan

* How will you fulfill the order once you get it? Detailed business process.
* Do you foresee any industry changes occurring that will affect the way your business operates and how will these changes impact your business
* What are the backup plans.

7. Team

* Who are the key players in the organizational structure of your business
* Background of management
* Board composition

8. Financials

* Sales Forecast
* Startup Costs and Financing
* Projected P&L (first two years by quarters)
* Projected cash flow (first two years by quarters)
* Current balance sheet
* Projected head count by functional area (R&D, sales, marketing, G&A)
* Capitalization schedule

9. Critical Risk, Problems & Assumptions

* Marketing - What factors would make it difficult to get customers and what will you do if they occur?
* Operations – What factors would make it difficult to fulfill orders and what is your back-up plan?
* Finance – What factors would make it difficult to sustain a positive cash flow and what are your alternatives?

10. Milestones

* Business Milestones
* Product/Service Milestones
* Revenue Milestones
* Traction Milestones
* Team Milestones Personal Milestones

Name and signature of student/team Place: Lovely Professional University

1. k.Shiva sai Date : 18th January,2024
2. Mohammed bilal
3. Bharath kumar reddy
4. Nandu Penchala
5. K.Venu Krishna Yadav

Enclosures:

1. Letter of consent & declaration from all partners (Annexure II)
2. Parent Consent Letter(Annexure III)
3. Time-Table of student