



Says

What does our team deliver?
What can we imagine them saying?



Thinks

What are their worries, beliefs, biases, and dreams?
What other thoughts might influence their behavior?

Our expertise
can transform
your
company.*

"We provide
innovative
solutions to
your business
challenges.*"

preparation in the absence
of control policy for long-
term consulting

management
Explain
business
strategy and plan

What happens if
technology
development
is faster than we
need?

Can they
actually deliver
on their
promises?

What the
Digital Hub is
Consulting
with them?

Control
their long-term
consultation

Partnership
about the
potential for
service
change

Concern
about the
cost of
consulting
services



Does

What tasks are they well equipped?
What can we imagine them doing?



Feels

What are their fears, motivations, and anxieties?
When other feelings might influence their behavior?

40- See an example

[illegible]

Jeevanand
Profit and Loss

Basis: Accrual

From 01/10/2023 To 31/10/2023

+ Add Temporary Note

ACCOUNT	TOTAL
Operating Income	
Sales	6,00,000.00
Total for Operating Income	6,00,000.00
Cost of Goods Sold	
Cost of Goods Sold	1,50,000.00
Total for Cost of Goods Sold	1,50,000.00
Gross Profit	4,50,000.00
Operating Expense	
Other Expenses	5,000.00
Rent Expense	1,00,000.00
Salaries and Employee Wages	1,00,000.00
Total for Operating Expense	2,05,000.00
Operating Profit	2,45,000.00
Non Operating Income	
Total for Non Operating Income	0.00
Non Operating Expense	
Total for Non Operating Expense	0.00
Net Profit/Loss	2,45,000.00

**Amount is displayed in your base currency - INR

Jeopardy Balance Sheet

Balance Sheet

As of 10/06/2023

[+ Add Temporary Note](#)

[Collapse all](#) [Expand all](#)

Account	Total
Assets	
Current Assets	
Cash	
Petty Cash	5,000.00
Total for Cash	5,000.00
Bank	
Total Bank B01	185,000.00
Total for Bank	185,000.00
Accounts Receivable	2,410,000.00
Other current assets	
Input Tax Credits	0.00
Input CGST	31,300.00
Input SGST	31,300.00
Total for Input Tax Credits	62,600.00
Total for Other current assets	62,600.00
Total for Current Assets	4,94,000.00
Fixed Assets	
Furniture and Equipment	3,00,000.00
Total for Fixed Assets	3,00,000.00
Total for Assets	8,94,000.00
Liabilities & Equity	
Liabilities	
Current Liabilities	
Accounts Payable	2,36,000.00
Output GST Payable	0.00
Output CGST	54,000.00
Output SGST	54,000.00
Total for GST Payable	1,08,000.00
Total for Current Liabilities	3,44,000.00
Total for Liabilities	3,44,000.00
Equity	
Owner's Equity	1,00,000.00
Current Year Earnings	3,50,000.00
Total for Equity	3,50,000.00
Total for Liabilities & Equity	8,94,000.00

***Screen is displayed in your local currency. BGN

Invoice Status : INVOICED

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Copy

Jeevanand

Tamil Nadu

India

GSTIN 33AALP5884WD15Z

aaaaditjanna@gmail.com

SALES ORDER

Sales Order# SO-00002

Bill To

Technise Solution Pvt Ltd

GSTIN 33AALAA0000A15Z

Ship To

GSTIN 33AALAA0000A15Z

Order Date : 17/10/2023

Expected Shipment

Date : 17/10/2023

Place Of Supply: Tamil Nadu (33)

#	Item & Description	HSN/SAC	Qty	Rate	Amount
1	Management Consulting	998311	100.00 hrs	1,000.00	1,00,000.00
				Sub Total	1,00,000.00
				CGST@9%	9,000.00
				SGST@9%	9,000.00
				Total	1,18,000.00

Authorized Signature _____

7462

<div><div>Jeevanand</div><div>Tamil Nadu India GSTIN 33AAAFA88H4D1152 anand00jeeva@gmail.com</div></div> <div>TAX INVOICE</div>									
<div><div>#</div><div>INVT-000000</div></div> <div><div>Invoice Date</div><div>17/10/2023</div></div> <div><div>Terms</div><div>Cash on</div></div> <div><div>Due Date</div><div>01/10/2023</div></div> <div><div>Ref ID</div><div>30-000001</div></div>					<div>Place Of Supply</div> <div>Tamil Nadu (33)</div>				
<div>Bill To</div>					<div>Billg To</div>				
<div><div>Techwin Solution Pvt Ltd</div><div>GSTIN 33AAAAA0000A152</div></div>					<div>GSTIN 33AAAAA0000A152</div>				
#	Item & Description	HSN/SAC	Qty	Rate	CGST		SGST		Amount
					%	Amount	%	Amount	
1	Management Consulting	998311	100.00 hrs	1,000.00	9%	9,000.00	9%	9,000.00	1,80,000.00
<div>Total In Words</div> <div>Indian Rupee One Lakh Eighteen Thousand Only</div> <div>Thanks for your business.</div>					Sub Total				1,80,000.00
					CGST@ 9%				9,000.00
					SGST@ 9%				9,000.00
					Total				19,20,000.00
					Payment Made				(-) 1,10,000.00
					Balance Due				20.00
					<div>Authorized Signature</div>				

Bill Status : BILLED

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Closed

Jayaramid

Tamil Nadu

India

GSTIN 33A-AJF3000403152

mand07jara@gmail.com

PURCHASE ORDER

PO-00001

Vendor Address

Rashtat Technologies

GSTIN 33A-AAD000A15A

Deliver To

M. Jara Arind

Tamil Nadu

India

GSTIN 33A-AJF3000403152

mand07jara@gmail.com

Date : 17/10/2023

#	Item & Description	Qty	Rate	Amount
1	Office Equipment	20.00	10,000.00	1,00,000.00
Sub Total				1,00,000.00
CGST@ 9%				18,000.00
SGST@ 9%				18,000.00
Total				1,36,000.00

Authorized Signature _____

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Overview

Accountant

Tamil Nadu

India

GSTIN 11AAAFS8848D1122

arund03joeva@gmail.com

BILL

Bill# 01

Balance Due

₹2,36,000.00

Bill From

Resonated Technologies

GSTIN 33A AAAA0000A15A

Order Number : PCO-00001

Bill Date : 17/10/2023

Due Date : 17/10/2023

Terms : Due on Receipt

#	Item & Description	Qty	Rate	Amount
1	Office Equipment	20.00	10,000.00	2,00,000.00

Sub Total 2,00,000.00

CGST@ 9% 18,000.00

SGST@ 9% 18,000.00

Total ₹2,36,000.00

Balance Due ₹2,36,000.00

Authorized Signature _____