

1. EXECUTIVE SUMMARY

1.1 INTRODUCTION:-

Bluetooth speaker is the application of Bluetooth technology in traditional digital and multimedia speakers, so that users can free themselves from annoying wires and listen to music in various ways. With the development of smart terminals, Bluetooth speakers have attracted wide attention from users such as mobile phone tablets since their advent. Bluetooth technology has made it possible for speakers to be wireless. Various well-known brands have launched many “Bluetooth speaker” with various shapes.

Some Bluetooth speakers are low price, while others are expensive.

What is a Bluetooth Speaker? Bluetooth speakers are a type of wireless speakers that are aimed at improving convenience and comfort of listening to music or watching videos. Unlike the traditional speakers which are connected to the sound system or audio source via cables, this type has no wires.



Considerations in Choosing Wireless Speakers

The quality of wireless speakers varies greatly depending on the model. While cheaply-made ones often sound tinny and distorted, higher-end models can deliver quite good audio quality. Better-made units also last longer. Other characteristics of good wireless speakers include

Compatibility: Capable of connecting to a range of other devices via industry-standard technologies.

Portability: Lightweight enough to move from location to location, with good battery life (for battery-powered ones).

Style: Aesthetic appeal

Several different types of wireless speakers exist, each designed for specific purposes.



1.2 INDUSTRIAL PROFILE:-

May 27, 2019 (The Express wire via COMTEX) -- 2019 Research Report on Global Bluetooth Speaker Market is a professional and comprehensive report on the Bluetooth Speaker industry. The report monitors the key trends and market drivers in the current scenario and offers on-the-ground insights.

The bluetooth speaker market was valued at USD 4.62 billion in 2018, and it is expected to reach USD 34.56 billion by 2024, at a CAGR of 40.38%, over the forecast period (2019 - 2024). The increasing need for eliminating more than one product in the home and commercial spaces has led to the growth of Bluetooth enabled speakers and sound bars.- Bluetooth speakers have witnessed widespread adoption in the past few years, with these devices accounting for a sizeable share in the audio technology category. Bluetooth speakers come in many shapes and sizes, meeting the requirements of the consumers. With the end users utilizing the devices having different requirements, there is a range of Bluetooth speakers available in the market.

Bluetooth Speaker market report includes the market strategy, market orientation, expertise opinion and knowledgeable information. Bluetooth Speaker report provides market growth and Revenue, market share and size that helps to understand future prospects. The Bluetooth Speaker report also covers the current market information, porter's five forces analysis with threat of new entrants, threat of substitute products and services, key challenges, opportunities in Bluetooth Speaker Industry.

Global Bluetooth Speaker Market has been prepared based on an in-depth market analysis with inputs from industry experts. The report covers the market

landscape and its growth prospects over the coming years. The report also includes a discussion of the key vendors operating in this market.

Bluetooth Speaker Market Competitor:

Sony Corporation

Koninklijke Philips NV

Bose Corporation

Harman International Industries

Panasonic Corporation

Shure Incorporated

Beats Electronics LLC

LG Electronics Inc.

Best IT World Pvt Ltd (iBall)

Logitech International

- Rapid innovations and increasing RandD expenditure with new innovative applications have boosted the demand in the bluetooth speakers market. The growing penetration of smartphones and increasing consumer awareness have further boosted the demand for bluetooth speakers, worldwide.- Advanced technologies, such as AI-assisted devices, are expected to influence the growth of the market in the coming years. Products, such as Amazon Alexa and Google Echo, are having high demand in the market. Thus, many manufacturers are looking to integrate these technologies to gain consumers.

Scope of the Report Bluetooth speakers are used for playing music or other forms of audio files through wireless connection. The audio industry is now trying to meet the rising demand for wireless speakers. The scope of this report is by type (portable and fixed), application (residential and commercial), and geography.

Region Analysis:

United States

Canada

United Kingdom

Germany

France

Sweden

China

Bluetooth Speaker market report offers the market and forecasts its size, by volume and value, based on application, products, and geography. Bluetooth Speaker market report contributes to historical and forecast market growth, demand, end-use details, price trends, and company shares of the leading Bluetooth Speaker producers to provide exhaustive coverage of the market.

Research Objectives Of Bluetooth Speaker Market Report:

To Analyze The Bluetooth Speaker Consumption (Value and Volume), Product Type And Application, History Data From 2013 To 2017, And Forecast To 2023.

To Understand The Structure Of Bluetooth Speaker Market By Identifying Its Various Sub-segments.

Focuses On The Key Bluetooth Speaker Manufacturers, To Define, Describe And Analyze The Sales Volume, Value, Market Share, Market Competition Landscape, SWOT Analysis And Development Plans In Next Few Years.

To Analyze The Bluetooth Speaker Market With Respect To Individual Growth Trends, Future Prospects, And Their Contribution To The Total Market.

To Share Detailed Information About The Key Factors Influencing The Growth Of The Market (Growth Potential, Opportunities, Drivers, Industry-Specific Challenges And Risks).

To Analyze Competitive Developments Such As Expansions, Agreements, New Product Launches, And Acquisitions In The Market.

To Strategically Profile The Key Players And Comprehensively Analyze Their Growth Strategies.

1.3 NAME OF FIRM AND LOGO:-

NAME OF FIRM- RON

ORGANISAR – Rohan Injamuri, Onkar salegaonkar, Nikunj pujari

LOGO-



1.4 HISTORY :-

Wireless speakers have been around for a number of years. Larry Schotz applied for a patent for a digital wireless speaker system as far back as 1994.

Wireless speaker technology is pretty simple. Simply put, a transmitter sends a radio frequency to a receiver that's housed in a musical loudspeaker. The loudspeaker, which needs to be powered by an on board amplifier, then broadcasts the radio signal.

There were some difficulties that had to be overcome to make this concept work. Radio frequencies can have trouble with signal errors caused by things like a low strength signal or blocked antennae. With wired speakers this is corrected by boosting the signal. The problem in a wireless signal is that the FCC limits the strength of the signal used in consumer electronics.

The way that the developers of wireless speakers overcame this was by using a digital signal.

The development of the wireless speaker roughly coincided with the development of Bluetooth technology. Bluetooth technology was created by the Ericsson Company as a wireless alternative to data cables. Basically, Bluetooth transports data using radio signals. The difference between Bluetooth and other wireless devices that use radio waves is distance. Bluetooth broadcasts over a much smaller area than things like mobile phones and television broadcasts.

Bluetooth is a combination of hardware and software. The hardware end is that there's a chip that contains the little radio station. The software factor is the software needed to connect to whichever device is being used.

With the burgeoning use of Bluetooth more and more items were developed to take advantage of it. One of those items was wireless speakers. Using Bluetooth with a wireless speaker is a match made in heaven. This combo yields, basically, a small radio station with a remote (within 300 ft or so) receiver.

As more smart devices were created it just made sense to make rugged waterproof versions of the wireless Bluetooth speaker. Why not take your music to the lake or on a camping trip? How about listening in the shower?

FresheTech launched their original Bluetooth shower speaker nearly three years ago with the Splash Shower Tunes. As is usually the case, cheaper knockoffs soon began to appear in the market that FresheTech had developed. With the introduction of the Splash Tunes Pro the mark has again been raised and the competition will again be racing to catch up with the industry leader.

1.5 MISSION AND VISION:-**MISSION:-**

We combine passion and purpose to design and deliver smart products, systems, software and services that connect people wherever they are. We lead with integrity, innovate with intention, and drive operational excellence to inspire breakthrough performances that generate customer value and strong shareholder returns.

VISION:-

Become one of the leading players in our business areas INDIA and contribute to comfortable home and living environment by expanding new business fields.

1.6 GOALS AND OBJECTIVES:-**OBJECTIVES:-**

- **Getting and Staying Profitable:-**

Maintaining profitability means making sure that revenue stays ahead of the costs of doing business. Focus on controlling costs in both production and operations while maintaining the profit margin on products sold.

- **Excellent Customer Service:-**

Good customer service helps you retain clients and generate repeat revenue. Keeping your customers happy should be a primary objective of your organization.

- **Sustainable Growth:-**

Growth is planned based on historical data and future projections. Growth requires the careful use of company resources such as finances and personnel.

- **Staying Ahead of the Competition:-**

A comprehensive analysis of the activities of the competition should be an ongoing business objective for your organization. Understanding where your products rank in the marketplace helps you to better determine how to improve your standing among consumers and improve your revenue.

GOAL:-

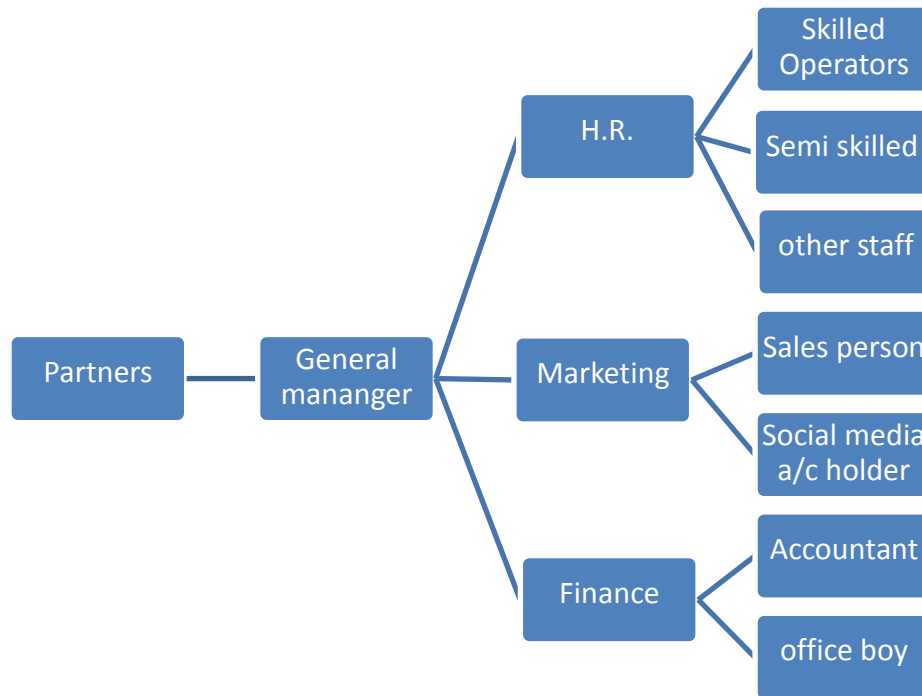
Profit maximisation approach about the behaviour of the firm is one of the most fundamental assumptions of traditional neo-classical economic theory.

The attempt of the entrepreneur to maximise profit is regarded as the rational behaviour of the entrepreneur. Just as the rational behaviour in the case of firms is profit maximisation, profit is basic to the philosophy of the free enterprise system.

1.7 FUTURE PLANS :-

Bluetooth technology is expected to grow the market for personal mobile devices and indirectly increase airtime usage for wireless data. So our future is to develop wthe best and cheapest Bluetooth speaker available in india. And if possible we all slowly start the production of Bluetooth earphones. Our future is to become no. 1 company till 2023

1.8 ORGANISATIONAL STUCTURE:-



1.9 SWOT Analysis :

Strengths in the SWOT analysis of RON :

- Great Penetration into High and Mid Segment – The Company has massive penetration into the high and mid-end segments and therefore it is able to sustain larger profitability from them. Its presence in the INDIA is hug.
- Long-Term Sustainability – The consumer mindset for high tech audio systems is to stay for the next 3 Year, enabling the company to constantly reinvent and rebrand for its existing customers.

Weakness in the SWOT analysis of RON :

- Customer response - As we are going to start new product, the customer response may be going to be less compared to branded products.
- Competition – the various companies already in this market so, the competition is more to

Opportunities in the SWOT analysis of RON :

- Penetration into Wider Segments – The Company has the opportunity to manufacture its audio systems locally in order to reduce prices and to cater to customers with strict budgets.
- Launching Cheaper Product Lines – The Company can adopt wide pricing mechanism to manufacture cheaper audio systems. This will allow the company to expand its existing profitability and venture into new markets.

Threats in the SWOT analysis of RON:

- Weak Market Segment –The other end of the spectrum is already covered by audio systems from Sony, Panasonic etc. This is a big threat because it denies company entry into the other market segment.

1.10 REGISTRATION:-

Following from basis of evaluation the unit has obtained all necessary clearances whether statutory or administrative example drug license under drug control order, NOC from pollution control of the board it required etc. Unit does not violate any locational restriction in force at the time of evaluation value of the

planet machinery is within prescribed limits. Units is not owned, controlled is not subsidiary of the any other industrial undertaking as per the notifications.

The State Directorate or commissioner of industries or District industries centres (DICS) is the concerned authorities or registration specific and product specific. Like in certain states capital and metropolitan cities, it is granted to only those units which are located in the designated industrial areas/estates. A small scale unit is generally subjected of two types of registration.

Initially a Provisional Registration Certificate (PRC) enables the unit to obtain

Term loans and working capital from financial bank under priority sector lending.

Facilities for accommodation, land and other approvals

(C) No objection certificate (NOC'S) and clearness from regularity bodies such as pollution control board labor regulation etc.

The document required for Registration & License are

Leaving certificate.	NOC of municipal.
Address proof.	Employee Registration card.
Quotation of machinery & equipment.	Ration card.
Caste certificate.	2 Photos copies of owners.
Property papers.	Project reports.

1.11 FORM OF OWNERSHIP :-

RON Manufacturing Industry has adopted the partnership type of ownership

Data of partnership

The deed of partnership is made at Solapur on 31st March 2018 Tuesday now the following are the 3 Parties which is associated with our business.

The first party Mr. Rohan Injamuri

The second party Mr. Onkar Salegaon

The third party Mr. Nikunj Pujari

Whereas parties to this deed have been carrying on the business of manufacturing candle making under the name of RON Manufacturing industry with its principle place in at plot no -9, MIDC Chincholi, Solapur-413253 on the terms and conditions incorporated on 31st March 2018. Whereas the vital amendment have been made by finance act 1992 in the producer of assessment of firm. Consequent to the said amendment the parties to this deed has a meeting and have orally and mutually agreed to amend to after some of the terms and conditions contained in the aforesaid partnership deed with the effect 1st April 1996 and further whereas the parties to deed the terms and conditions which are orally as well as in written stated in the agreement since 2012 and propose to continue in future be reduced to writing to avoid future difficulties. Now, therefore this deed witness as under, incorporating the aforesaid amendment in the terms and conditions of the partnership.

- 1) That the partnerships business has been and continues to under the name of RON Manufacturing Industry.
- 2) That the partnerships business has been and continues to be near by 7 years with its principle place of business. The parties by mutual consent may carry on business at such other place or place, in such other names and of such nature or natures. As they may deem fit and proper drone time to time.
- 3) That the amount lying to the credit to the partner as on 1st March 1992 shall be deemed as their capital investment. Further capital loan or deposits looking to need or requirements of the partnership firm shall be arranged invested or contributed by the partner.
- 4) That the interest at the rate *18% per annum or may be prescribed under section 40 (b) (iv) of the income tax act 1961 or any other applicable provisions as may be and between the parties from time to time shall be paid to the partners or credited to the partners on the amount standing to the account of the partners.
- 5) Such interest shall be considered as an expenditure of the firm and shall be debited the profit and loss account of the firm before arriving at the divisible profit or loss. The interests to the person other than the partners shall be paid or credited to their accounts at the rates may be agreed to by and between the partners and such person from time to time.
- 6) That Mr. Rohan Injamuri, Mr. Onkar Salegaon, Mr. Nikunj Pujari the above stated parties of 'RON Bluetooth Speaker Manufacturing Industry'. Have agreed to keep themselves actively engaged in the business of the partnership firm and working partners shall be entitled to remuneration. The remuneration payable to working

partners under section 409 (b) (v), read in income tax act 1991 or any other applicable provision as may be stated in income tax assessments of the partnership firm for relevant accounting year. Such amount of remuneration shall be distributed between the following partners according their proportion:

A) Mr. Rohan Injamuri

B) Mr. Onkar Salegaon

C) Mr. Nikunj Pujari

The partners shall be entitled to increase or decreased the above remuneration and may agree to pay remuneration and may agree to pay remuneration to their working partners as the case may be. The partners may also be revise the mode calculating the above said remuneration as may agree to by and between the partners from time to time.

- 7) That the partners shall keep or cause to be kept proper books of account and make document and shall make entries therein of all receipts, payment and other matters usually done and entered in the books of accounts kept by the person engaged in business similar to that of the firm. Each partner shall have the right to have access, to inspect and take copy of the same. There should be a partnership will in every partnership business.
- 8) The net profit of the firm after deduction of all the expenses including rent, salary, other establishment expenses, interest and remuneration payable to the as May executed by the partners time to time shall be divided and distributed amongst the partners in the following proportion.

Sr. No	Name	Percentage
1.	Mr. Rohan Injamuri	33.34%
2.	Mr. Onkar Salegaon	33.33%
3.	Mr. Nikunj Pujari	33.33%

The losses if any, including loss of capital suffers in any year shall also be opportunities for the above said proportion. The bank account which will be maintained shall be maintained in the name of the firm and shall be way or in joint way.

The books of account shall be closed on 31st March each year the net profit or net profit deducting all expenses, interest, remuneration, outgoing shall be divided between the parties in proportion to the haring ratio referred to herein above. The partnership act say that mutually agree to that is if there is death of any or more partners, the firm shall be dissolved but shall be carry on by the surviving partners continuing.

2. PROJECT DISCRIPTION

2.1 PLANT LOCATION:-

- 1) The plant location should be such that the good human resources for production.
- 2) Transportation must be possible for import and export of requirement and products.
- 3) The location should be far from human locality so as to avoid the problems to the human because of any pollution.

Land and building

Built-up Area	200 Sq.Mts.
Assembly, Testing and Stores	150 Sq.Mts.
Office	50 Sq.Mts.

ADDRESS:- Chincholi MIDC ,Ashok Nagar.

PLANT FACILITIES:-

ROLE : Plant & Facilities is a service-oriented department. It strives at all times to provide technical and non-technical support and services to the College community, creating and maintaining a clean, comfortable, safe and functional campus environment, conducive to learning and working.

It manages the industrial physical assets through efficient utilization of available resources to ensure that the College can fulfill its mission.

RESPONCIBILITIES:

- Asset Inventory
- Liability Insurance
- Farnishing
- Office Availability
- Helth & Sefty
- Public Safty

SERVICE:

- Canteen
- Equipment and safty needs
- Private bus
- Communication

2.3 RAW MATERIAL:-

Time to select some proper parts for BT Speaker. These parts I'm using to build my BT speaker. You can use this

parts. But if you find better parts then use those parts for better performance.

- ✓ Bluetooth Module
- ✓ 35mm Speakers (3w*2)

- ✓ PAM8403 Stereo Amplifier (3w*2-4ohm)
- ✓ Li-po and Li-ion Batteries (4000mAh) [Recycled]
- ✓ Micro USB Charging Module With Battery Protection
- ✓ Acrylic Sheet (4mm thick)
- ✓ On/Off Slide Switch [3*Recycled]
- ✓ 470uF Capacitor [1*Recycled]
- ✓ 10k Resistor [4*Local store]

The dynamic speaker has not changed in decades. The frame is made from stamped iron or aluminum. The permanent magnet is a ceramic ferrite material consisting of iron oxide, strontium, and a ceramic binder. The cone, surround, and spider are made of treated paper coated with an adhesive glue. voice coil consists of a plastic bobbin with fine gauge insulated copper wire wound around it.

Color	Black
Size(Inches)	6 Inches
Connectivity	Bluetooth
Speaker Channel	2.0
Frequency Response (hertz)	50

2.4 PRODUCT RANGE AND TYPE:-**Type:-**

1. The product is type of Bluetooth. Infinity Fuze 100 Deep Bass Dual Equalizer IPX7 Waterproof Portable Wireless Speaker (Charcoal Black).
2. BT90 Wireless Portable Bluetooth Speaker with USB, Micro SD Card, FM, AUX in (Black).
3. 1500 Portable Bluetooth Outdoor Speaker, IPX7 Waterproof & Weatherproof with Enhanced Bass (Black).
4. 170 Portable Bluetooth Speakers with True Wireless Sound, Compact IPX 6 Water Resistant Design and HD Sound (Cobalt Blue).

2.5 HUMAN RESOURCE:-

The unit shall require highly skill service person. The unit can start 23 Employees

2.6 SKILLED LABOUR:-

- **Communication**
- **Teamwork**
- **Problem solving**
- **Confidence**
- **Analytical skills**
- **IT skills**

2.7 COMMUNICATION AND TRANSPORT:-

Communication and transport are the most important aspects of the industry for the proper and smooth running of the organization transport facilities are very essential for carriage of raw materials, utilities and end product

In our project transportation is required for:

Carriage of raw materials

Carriage of raw materials within the project site

Raw material purchased and carried out from Mumbai, Bangalore and Pune.

ELECRTICITY:-

It is required to the computer in the office section, tube light, fan, CCTVcameras, and for machinery work etc.

Sr.No.	Electricity Requirement	Quantity Required per month
1	Office use	200 unit
2	Factory use	

2.8 DISPOSAL WASTE:-

Generally the waste is generated while using raw material and while buffing we sell this waste in scrap.

Water: waste water is laid out into drainage because it is not useful.

Fiber material and Wire : Current status of recycling of fiber reinforced polymers
Review of technologies, reuse and resulting properties.

2.9 Storage and Packaging:

Storage of raw material and finished goods is stored in warehouse. Warehouse is located at manufacturing place itself it covers the area around 1000 sq.ft.

3. MARKET ANALYSIS

3.1 Market Potential:-

Global “Bluetooth Speaker Market” 2019 Industry Research Report is a professional and in-depth study on the current state of the Global Bluetooth Speaker industry. Moreover, the research report categorizes the global Bluetooth Speaker market by top players/brands, region, type, and end-user. This report also studies the global Bluetooth Speaker market status, competition landscape, market share, growth rate, future trends, market drivers, opportunities and challenges, sales channels and distributors.

Demand Analysis:-

The growing popularity of multi-room streaming is a trend that is expected to stay and shall boost the growth of the global Bluetooth speakers market. The introduction of networked audio devices has enabled most modern day speakers to stream audio via Bluetooth. As these technologies help in separating a system’s logical and physical connections, they enable single network to carry multiple channels, thereby allowing infrastructure changes at a very cheap cost and also very quickly. The growing demand for having speakers in all rooms will drive the growth prospects of the Bluetooth speakers market in the future.

Players within the Bluetooth speakers market are competing with each other on the basis of size, features, technology, and price. The market is characterized by the presence of many established players. Players are participating in merger and acquisition activities so as to expand their facilities and gain more shares in the market.

The Global Bluetooth Speaker Market is mainly driven by its increase in demand in electronic segments such as home theatres, mobile phones, music systems,

computers, laptops and many others. The market is also driven by the fact that increasing in demand for multi-room streaming. Companies are investing in R&D to keep an eye on improvising the battery life of the connecting devices and to improvise on the efficiency from previous versions of the devices. Global Bluetooth Market has wide market opportunity in tapping the economies that are emerging in countries like Africa. Also the new advents on how to improvise the efficiency of the device and proper connectivity could bring in demand for the Global Bluetooth market. Improver disconnectivity amongst the devices and major dropping of the batteries in devices like mobiles and laptops has restrained the Global Bluetooth market.

3.2 Marketing mix:-

Product :

- Home Speakers
- Portable Bluetooth-Speakers
- Subwoofers
- Wireless and Docks
- Home Theatre Systems
- Soundbars
- Loudspeakers
- Computer Speakers

Price:

RON caters to both middle-class section and rich class with help of its diversified product portfolio. It wants to extend its customer range so that everyone can easily afford its products. Moreover, continuous innovation has helped

the brand to remain ahead of its competitors. It does not want to lose this advantage and hence has adopted a skimming pricing strategy for new products so that it can generate revenues as early as possible.

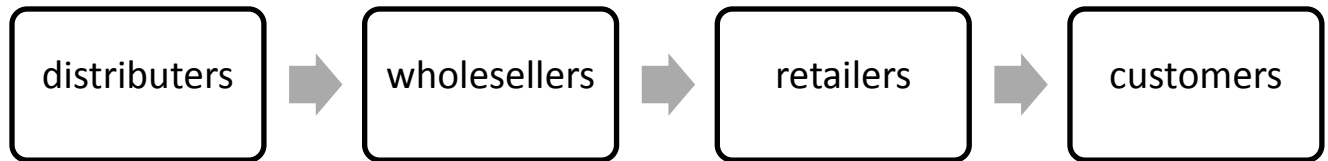
Promotion:

The promotional and advertising strategy is designed in local markets and these include the following way of promoting tactics :

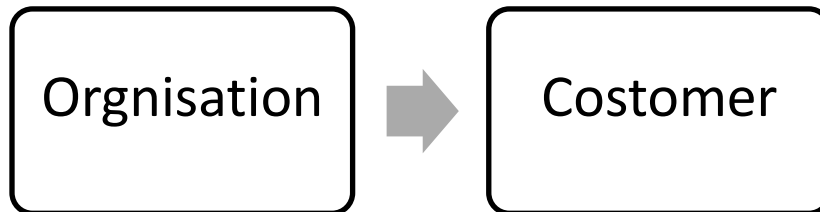
- Advertising (TV Commercials)
- Online sale via 'Amazon, flipcart'.
- We're going to put an actor to branding.
- The Solapur channel BRDS Promoting our product

Place:

Place represents the location where a product can be purchased. It is often referred as the distribution channel. It can include any physical store as well as any virtual stores on internet. The firm place is whole seller, retailers, direct customer& distribution channel we usually distribute our manufactured products to the dealers / distributors and they sell it to the wholesalers and retailers this can be explained through the following flow chart



Online salers:



3.3 Target Customer

Targeted customers are the person you have identified as most likely to purchase your products these components might be include a specific age instead of range a specific income level versus a large swath of income types , and the reason these customer are most likely to purchase your products

- Market targeted(Geographical area)
- Mumbai
- Sholapur
- Hyderabad
- Pune
- Bengaluru

Targeted Customer:

- Monika electronics(Solapur)
- Rathisons (solapur,pune)
- Sagar Enterprices (pune)
- Golden Destrubuters of eelectronics(mumbai)
- Osis communicators (Dehli)
- Shiva Enterprices and Electronics(Hydrabad).

4. TECHNICAL ANALYSIS

4.1 Process:-

1. SMC Machine Process:

Electronics manufacturing using surface-mount technology (SMT) simply means that electronic components are assembled with automated machines that place components on the surface of a board (printed circuit board, PCB). ... When it comes to electronic assembly, SMT is the most frequently used process in the industry.

2. Reflow ovens:

can process circuit boards in air atmosphere or in a controlled Nitrogen or Forming Gas environment. The use of Nitrogen or Forming Gas is meant to reduce or eliminate oxidation of the assembly during the heating process.

3. Elevated Temperature machine:

Tensile Testing is a reliable process used to evaluate the behavior of metal materials when subjected to a combination of high heat and tension.

4. Vibration analysis machine:

Is defined as a process for measuring the vibration levels and frequencies of machinery and then using that information to analyze how healthy the machines and their components are. Vibration analysis can detect problems such as: Imbalance. Bearing failures.

5. Assembly and Testing Equipment:

Over two decades of experience in offering high quality automation solutions allows us to custom design and build single station assembly machines as well as test/inspection machines that suit your specific manufacturing process requirements. Our in-house design capability allows for total control of the project from start to finish. Adhering to ISO 17025 standards, we provide design plus fabrication services for a range of assembly and testing equipment applications in automotive, medical, as well as packaging industries.

6. Quality Assurance (QA) Computerized:

Is a systematic process that ensures product and service excellence. ... The agile QA process begins at the inception of the software development life cycle. From the initial design meeting, through the development phase, to final testing and hardening of the application.

7. Product testing by Employees:

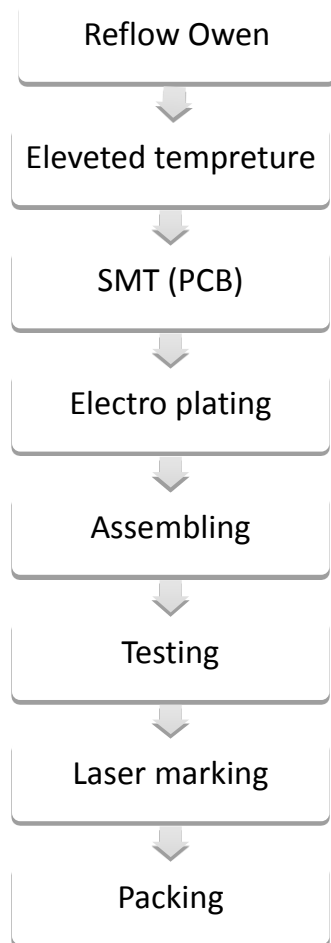
Also called consumer testing or comparative testing, is a process of measuring the properties or performance of products. The theory is that since the advent of mass production manufacturers produce branded products which they assert and advertise to be identical within some technical standard.

4.2 Machinery Equipment:-

Sr.No.	Machinery	Quantity
1.	SMT Machine	2
2.	Reflow soldering(bolding) machine	1
3.	High Temperature testing machine	2
4.	Vibration testing machine	1
5.	Manufacturing testing machine	5

4.3 Production flow chart:

We follow certain sequence while manufacturing the product



Financial Analysis

Capital Expenditure:-

Plant & machinery	17,80,000
Furniture & fixtures	30,000
Computer & Software	40,000
Total	Rs.18,50,000

Annexure No. 1

Raw Material

No	Particular	Amount
1.	Pam 8403(channel steriod) [556 units as per amount]	50,000
2.	Electronic spicer (167 units as per amount)	50,000
3.	Electronic spice (combo) [112 unit as per amount]	20,000
4.	Aluminium shell (134 units as per amount)	6,000
	Total	Rs.1,26,000

Annexure No. 2**Direct Labor Details**

No	Particular	Amount
1.	Labor (For machinery)	96,000
2.	Work manager	60,000
3.	Office executive	48,000
4.	Labor (sweeper)	24,000
5.	Security Guard	36,000
	Total	Rs.2,64,000

Annexure No 3**Production / Factory Cost**

No	Particular	Amount
1.	Water supply	36,000
2.	Light Bill	48,000
3.	Insurance	29,000
4.	Depreciation on fixed assets	27,86,000
5.	Rent	1,20,000
	Total	Rs.30,19,000

Annexure No 4**Office & Administrative Cost**

No	Particular	Amount
1.	Technical expert	1,00,000
2.	Audit fees	20,000
3.	Electricity bill	35,000
4.	Telephone bill	6,000
5.	Internet commotion charges	8,000
	Total	Rs.1,69,000

Annexure No.5**Selling and Distribution**

No	Particular	Amount
1.	Salesman commissions	55,000
2.	Advertising	65,000
3.	Packaging	55,000
4.	Transportation cost(within Maharashtra)	1,50,000
	Total	Rs.3,25,000

Annexure No. 6

Sales Projection	Amount
Demand potential x selling price per unit (500 x 12 x 750)	Rs.45,00,000

Note:-**500 Customer demand for one month****12th for one year****750 price per unit**

COST SHEET

Particulars	Amount	Amount
Raw material consumed	1,26,000	
Direct labour cost	2,64,000	
Prime cost		3,90,000
Add : Production cost / factory cost	30,19,000	
Factory cost		3409000
Add : Office and Administration Cost	1,69,000	
Cost of Production		35,78,000
Selling & Distribution cost	3,25,000	
Total cost / cost of sales		39,03,000
Profit		5,97,000
Sales projection		45,00,000

Mean of Finance

Particulars	Amount
Fixed cost	18,50,000
Working capital	11,17,000
Total	Rs.29,67,000

Note: - Total cost is consider as working capital

Particulars	Amount
Owner's contribution (50%)	14,83,500
Bank Loan (50%)	14,83,500
Total	Rs.29,67,000

13% of bank interest = Rs. 1, 92,855

Profit on sales

(in %)

$$= \text{Profit/Sales} \times 100$$

$$= 597000/4500000 \times 100$$

$$= 13.26\%$$