

## **VCO ENTERPRISE**

# BACHELOR OF SCIENCE (HONS) TECHNOLOGY AND PLANTATION MANAGEMENT

JUNE 2015

## TABLE OF CONTENT

No.		Content	Page
1.0		EXECUTIVE SUMMARY	1
	1.1	Name of the company	2
	1.2	Nature of business	2
	1.3	Industrial profile	2
	1.4	Location of business	3
	1.5	Date of business commencement	3
	1.6	Objective	3
	1.7	Purpose	3
	1.8	Background of business	4
	1.9	Partnership agreement	5
	1.10	Company logo	8
	1,11	Company motto	8
	1.12	Interpretation of business logo	8
	1.13	Interpretation of business motto	9
	1.14	Company vision	9
	1.15	Company mission	9
2.0		PRODUCT AND SERVICE DESCRIPTION	10
	2.1	Detailed description about Virgin Coconut Oil (VCO)	10
	2.2	Advantages of Virgin Coconut Oil (VCO)	10
	2.3	Significant or unique features	11
	2.4	Extension of product line	12
3.0		TECHNOLOGY DESCRIPTION	12
4.0		MARKET ANALYSIS AND STRATEGIES	13
	4.1	Target market	13
	4.2	Market segmentation	13
	4.3	Market size	14
	4.4	Market share	16
- 10-32273	4.5	SWOT analysis	19
	4.6	Sales forecast	21
	4.7	Marketing strategy	21
5.0		MANAGEMENT TEAM	27
	5.1	Organization structure	27
	5.2	Key management personnel	28
	5.3	Duties and responsibilities	40
	5.4	Management compensation and ownership	42
	5.5	Supporting professional advisor and services	45
	5.6	Office layout	46
			and the same
6.0		FINANCIALESTIMATES	47
ø	6.1	Project implementation cost and sources of finance	47
	6.2	Administrative budget	48

	6.3	Marketing budget	48
	6.4	Operation budget	49
	6.5	Loan and hire-purchase amortization schedule	49
	6.6	Production cost statement	50
	6.7	Financial ratio analysis	51
	6.8	Pro forma cash flow statement	52
	6.8	Analysis graft	53
			39-277-3
7.0		PROJECT MILES STONE	57
	7.1	Operation management	57
	7.2	Goal and objective of operation	59
	7.3	Operation process	59
	7.4	Flow chart process	61
	7.5	Operational plan lay out for offices and manufacturing premises	63
	7.6	Purchasing of raw material schedules	63
	7.7	Direct labor cost	64
	7.8	Operation budget	64
	7.9	Prototypes	65
	7.10	Monthly Gantt Chart for project miles stone	67
8.0		CONCLUSIONS	68
9.0		APPENDICES	69

## TABLE OF FIGURE

Content	Page
Figure 4.4 (a): The Pie Chart of market Share before VCO Supplement Enterprise enters the market.	17
Figure 4.4 (b): Pie Chart of Market Share after the entrance of VCO Supplement Enterprise	
Figure 4.7: Physical evidence	24
Figure 7.1 The transformation role of operations management	

## NUMBER OF TABLE

Content	Page
Table 4.4 (a): The market shares before the VCO Supplement Enterprise enter the market.	16
Table 4.4 (b): Market Share for VCO Supplement Enterprise	18
Table 7.3.1: Processing Virgin Coconut Oil	58
Table 7.3.2: Processing Soft-Gel Capsules	59

#### 1.0 EXECUTIVE SUMMARY

VCO Enterprise was incorporated in Jasin, Melaka. This company is incorporated for the purpose of enforce agriculture sector by using pure extraction of coconut oil from *pandan* variety. This is in compliance with the government vision in "Rancangan Malaysia Ke-9" (RMK-10) stated where the government encourage the involvement of public sector in development of agriculture sector.

This site of our project is stated on 3 acre land which already planted with coconut and located Simpang Kerayong, Jasin, near our office at Jasin town. The nature of our business are manufacturing and selling. As for beginning, we will only using the coconut from our farm as mentioned previously to ensure high quality materials for our products. We are ensuring that our products are highly effective and completely made from all natural ingredients extracted using high technology machineries.

We will target several areas in Melaka such as UiTM KJM, Politeknik Merlimau and few places in Semabok. Details information and certificates will be given along with the products to give brief information for the users about our products specials which are highly guaranteed by associate researchers. We're aiming for a better and conducive growth and return from what we will invest in the business.

#### CHAPTER 1

### INTRODUCTION OF THE BUSINESS

#### 1.1 NAME OF BUSINESS OF COMPANY

We choose this name as VCO Supplement is to highlight the material that we use which is the coconut. We are using the good quality of *pandan* coconut to extract the oil and transform it into a soft gel supplement. V stand for virgin, C is the coconut and O is the oil. There are some process involve to get the coconut oil. The *pandan* coconut is extract manually to produce the oil. The oil is identifying as virgin oil as it has no chemical or additive material involve during the process.

#### 1.2 NATURE OF BUSINESS

The virgin coconut oil is the local product manufacture from our company. Many varieties of coconut are planted in Malaysia and one of them is *pandan* variety coconut. It is also called as aromatic coconut due to its *pandan* fragrance and taste. Coconut contains many benefits. It contains fatty acid which increase energy expenditure and help burn more fat. The fatty acids in coconut oil are turn into Ketones, which can reduce seizures. Our company wants to encourage all people to consume the VCO by producing the easy consuming product which is the VCO supplement.

#### 1.3 INDUSTRY PROFILE

The type of our business is partnership.

List of partner and capital:

No	Partner	Capital (RM)
1	Ahmad Faisal B. Mohd (GM)	RM 96,110.00
2	Nur Hasanah Bt. Sazali (AM)	RM 96,110.00
3	Sunny Souza Sylvester (OM)	RM 96,110.00
4	Muzainah Bt. Mohd Yasin (FM)	RM 96,110.00
5	Zuazlina Bt. Zulkefly (MM 1)	RM 96,110.00
6	Nur Yasmin Zaini Bt. Abdullah (MM 2)	RM 96,110.00
Total		RM 576,660.00