

2017

YOU WIN



Venjaramood

Trivandrum

8/10/2017



Project at a Glance

Having head office at Venjaramoodu YOUWIN proposed to expand in operation area to whole Kerala by opening 340 outlets in NH and MC roads. established in the year 2007 in India. The organisation is fully equipped to meet Customer expectations in terms of Service and Parts, through an efficient Logistics system, covering over 340 Outlets Kerala.

YOUWIN proposed to upgrade its statutory status to a Public Limited Company and wished to entre to various promising service sectors in India especially in Kerala such as:



➤ Sales and service to mobile phone and other domestic appliance ,branded apparels etc

➤ Admission support service for

professional course in various universities and education institution in all over India

- To start about 340 service and sales outs in NH and MC Road all over Kerala to collect service orders , admission enquires etc
- To Start 4 sophisticated training institutes in major 4 districts in Kerala viz. Kasargod, Kozhicode, Kochin and Thiruvananthapuram
- Software and hardware service and training
- GST enabled accounting software
- Construction , interior design and building plans



YOUWIN aims to continuously pursue high levels of Customer satisfaction and has always been supportive in addressing Customer concerns. The response has been tremendous and is reflected in the high percentage of repeat Buyers.

Its retail outlets offer sales and service of mobile phone, lifestyle and home improvement products, apparels ,electronic goods, and education consultancy. The company's outlets also provide software and hardware requirement of customers. We focus on consumer goods, consumer durables, entertainment and leisure, and health and well-being products, as well as on educational products and services. YOUWIN propose recruits about 3500 employees/workers to employ in the outlets, training institutes, repairing factories, and consultancy service.

It is proposed to lend the outlets on outright basis by accepting a refundable deposit of Rs 2,50,000/- from interested parties on yearly basis. And the net revenue will be shared equally.

Home appliances -Market profile



To-day, the “Home Appliance” has a pride place in “Indian Manufacturing Industry”. It has advanced through technical collaborations, joint ventures and indigenous research and development, comprising of diverse products ranging from electric generators, transformers, to house hold electronic appliances and gadgets, etc. The electrical appliances like mixer/ grinder , Geysers, water heater , fan, Iron, etc. are widely used in almost every household. These electronic appliances do need periodic servicing, maintenance and repair actively .

Product and Applications

The development of electronics industry has brought in new devices to cater to the needs of everyday life. The introduction of new devices with latest features calls for proper upkeep of the products as well as repair and servicing

facilities. Unlike in other western countries where people just throw away the product if there is a fault or malfunctioning due to high cost of repairs in our country we still stick to the product after repairs just because of availability of cheap labour and marginal cost of repairs. With the growing popularity of electronic gadgets even in villages there is need for such service centres even on rural scale. Keeping in view the need for such facilities even the multinational companies introducing new products are establishing such servicing centres.

Industry Profile and Market Assessment

Since electronics appliance has both domestic and industrial applications it has a very vast market. Further, there is demand for such centres both in rural and urban areas. The use and the popularity of consumer electronics gadgets have spread even to rural areas. The villagers are using the gadgets freely and even travel large distances to get the gadgets repaired. The largest part of electronics hardware sector is accounted for by consumer electronics sector and is estimated to be nearly 38% of the total electronics production. This sector is estimated to have achieved a production of several hundred billion rupees. New and improved models of Consumer electronics products, mobile phone handsets, computers, Laptops, Tablets, i- phones are being introduced in the market. This offers a good opportunity to the service sector. The service facilities provided by the manufacturers are limited to the important towns

only, whereas the users of the products are spread far and wide even in rural areas. With the non availability of servicing in nearby areas the rural users are compelled to travel to towns where these are available or have to hire the services of illiterate fly by night mechanics. In case a proper service centre is made available nearby it will not only mitigate the hardship of the rural folk but will also go a long way in improving the sales of different products that were not being consumed in absence of servicing facilities. The electronic product need after sales servicing hence there is need for an effective network of sales and servicing facilities. With urbanization and fast growth of industry the demand for such products is ever increasing. All such circumstances call for extensive need of such centres equipped with proper and adequate testing and servicing facilities.

Business Process -Nature of working.

When faulty equipment is received from a customer, an assessment of the nature of the complaint is made. An estimate for service/repair charges is made after checking the availability of components. Then through a systematic approach the actual fault is found and rectified. The repaired equipment checked thoroughly for sufficient time before it is handed over to the customers. Minor repairs may be carried out at the premises of the customer itself. The repair and servicing of majority of consumer electronic equipment is undertaken by the skilled technicians Market and Demand

Aspects. This will be a service oriented industry to cater to the needs of the repair & servicing of Electronic Appliances. There is no manufacturing involved. It being a service provider will be equipped with all the essential tools and gadgets, measuring instruments and such tools that are essentially required for servicing electronic equipment. The process involves identification of fault in the equipment, identifying the defective component, selecting its replacement if same is not available, rectifying the defect, running the equipment after replacement to check its performance etc. When any equipment is received at the centre, its fault is first located and efforts made to rectify. In case there is a component failure the defective part is replaced and the repaired set is subjected to rigorous testing and run in actual conditions to check its performance. The equipment is handed over to the customer when its performance is satisfactory in all respects. The repair charges are estimated for the service provided and customer billed accordingly.

Plant and Machinery

The main plant and machinery involved include such equipment/machines for servicing and fault diagnosis of equipment, assembly, testing and quality control, element testing equipment, insulation testers etc.

The same may be enumerated as:

- Multi meters,

- Oscilloscopes,
- Pattern Generator
- AM/FM Signal Generator
- Colour TV Kit
- Telephone Test Instrument
- Digital LCR meter,
- IC Tester,
- Variacs,
- Bench/Portable Drill M/C,
- Power supply (30V, 2A),
- Soldering/De Soldering Station
- High voltage TV probe,TV/VCR Remote Tester, Transistor Tester.

MARKET POTENTIAL:

This will be a service-oriented industry to cater to the needs of the repair & servicing of Electronic Appliances. There is hardly any household which does not possess these items. In course of time, these items/ appliances need

periodic servicing and repair requirement, therefore, there is a tremendous scope for the growth of these repair & servicing centres. Consumer electronic industry constitutes the largest part of the electronics hardware sector accounting almost 38% of the total electronic production during the year 2001-02. Now the consumer electronic technology has changed the society to such an extent that there is no house even in the remote areas without an electronic entertainment product like radio, TV, audio system, etc. These products go out of order due to various reasons like fluctuations in the electric power, improper handling, negligence in use, failure of the components etc. Following are the home appliances which is in our target



Digital appliance

a) Air Conditioners,

- b) Refrigerators,
- c) Microwave Ovens,
- d) Washing Machines,
- e) Vacuum Cleaners,
- f) Home Net,
- g) Compressors for Air Conditioners and Refrigerators

Digital display

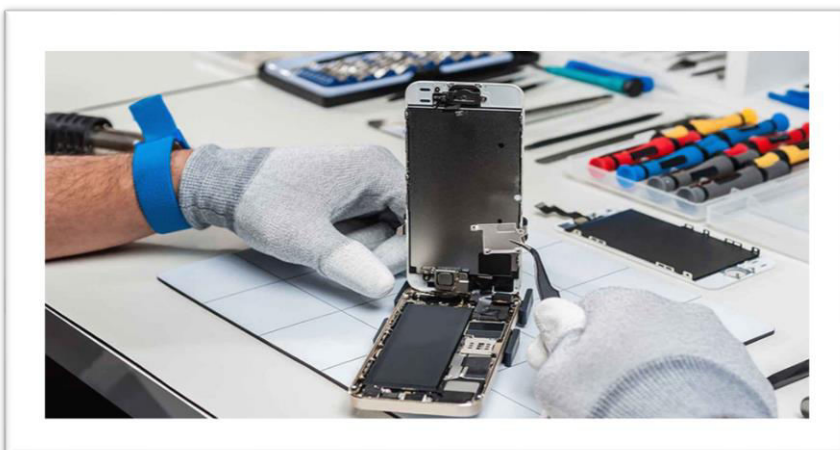
- a) Plasma TVs,
- b) LCD TVs,
- c) Micro Display Panel TVs,
- d) Monitors,
- e) PDP Modules,
- f) OLED Panels,
- g) USB Memory,
- h) Flat Panel Computer Monitors

Digital media

- a) Home Theater Systems,
- b) DVD Recorders,
- c) Super Multi DVD Rewriters,
- d) CD±RW,
- e) Notebook PCs,
- f) Desktop PCs,
- g) PDAs,
- h) PDA Phones,
- i) MP3 Players,
- j) New Karaoke Systems,
- k) Car Infotainment

Mobile Phone Sales and repairing

Mobile Phone is an electronic device used for communication and messaging.



Now days this has become very popular and essential need of the society. These are

available in various make and brands in the market. Therefore repairing and servicing of mobile phones are also required to be done. This has got a prospective market. Mobile or cellular (tele) phone is a long-range, portable electronic device for peer-to-peer telecommunications over long distances. Most current mobile phones connect to a cellular network of base stations(cell sites), which is in turn interconnected to the public switched telephone network (PSIN) (the exception are satellite phones).



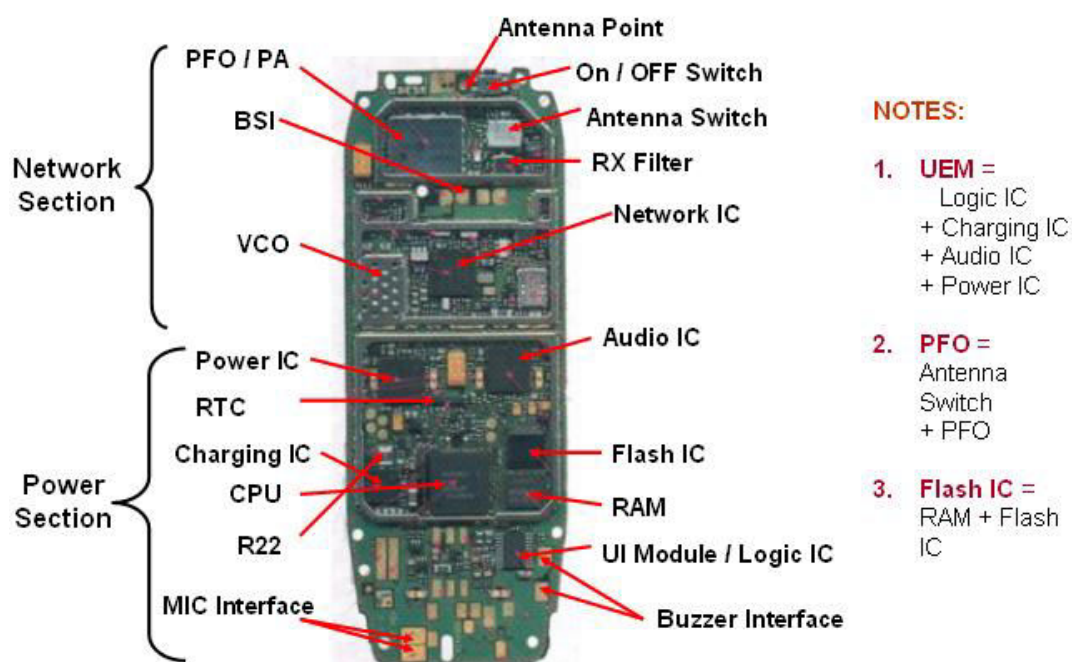
Mobile phones operating without a cellular network(the so-called 0G generation) such as Mobile Telephone Service, Date Back to 1946. Until the mid to late 1980s, most mobile phones were sufficiently large that they were permanently installed in vehicles as car phones. With the advance of miniaturization, currently the vast majority of mobile phones are hand held. In addition to the standard voice function of a telephone, a mobile phone can support many additional services such as SMS for text messaging,

packet switching for access to the Internet and MMS for sending and receiving photos and video.

Market Potential

Mobile Phone PCB Diagram

www.mobilecellphonerepairing.com



Repairing and Servicing of mobile phones have a good market prospect all over the country. This business can be started in a very less investment. Though branded companies have their own service centre but the demand for repairing of mobile phones are very high therefore more service centres are required

Consumer electronic industries constitute the largest part of the electronic hardware sector. Now that the consumer electronic technology has changed the society to such a way that there is no person even in the remote area without an electronic product like mobile set. These Mobile Phones are prone to damage due to fluctuation in electricity, in proper handling and failure of component etc.. The service facility from the supplier is not adequate. Therefore, the Mobile Phone Repairing Centre has a good market potential to serve people. From the slow start in 1995, the Indian mobile phone industry has come a long way. cellular services have registered a phenomenal growth of more than 100 percent annually and this is an increasing demand for better services and lower price. India has emerged as the second largest mobile hand set market, poised for explosive growth by 2007 and within first quarter of 2006, it become a global hub for mobile hand set manufacturers. There are over 30 million GSM subscribers in the country and an increase of 100 percent over the last year. In addition, there are over 10 million CDMA subscribers. Dominated largely by Nokia, with a total market share of 59 percent followed by Samsung 13 percent and Motorola of 7 percent respectively. The Indian mobile handset market catered to 45 million as of June, 2005. The total number of mobile phone sold was around 21 million in 2004 which is estimated to be 34 million in 2005. As the mobile hand set market is growing similarly the demand of servicing of handsets is also growing. The branded companies like

Nokia and Samsung etc. have their own service centres in the metros and big cities but due to a gap in between demand and service provided, another servicing center with qualitative service at optimum price are required. This demand is more at town level since rarely available branded companies servicing centers while use of mobile hand set increasing day by day.

Process of Servicing; repairing of mobile phones involves two part one hardware repairing and another software repairing. Hardware fault may be detected by multimeter and the faulty parts may be replaced. The software part may be rectified with the help of Personnel Computer and CD drive of the software installed in mobile phones. If the fault is related to software the mobile phone is connected to computer vide data cable and necessary checking is done. Reinstallation of software is done if required. The hardware such as mic, speaker, LCD display, IC, Charging connector. Battery connector, Sim connector, PCB board are checked and necessary repairing is done

INFORMATION TECHNOLOGY



Since the wide-scale introduction of personal computers in the 1990s, increasingly complex IT systems have been developed to automate government services. IT systems include both hardware, such as mainframe and personal computers and peripheral equipment, and software that directs computer functions. Systems software directs basic functions, such as printing documents or saving electronic files. Applications software directs functions related to the delivery of services, such as issuing a driver license or establishing eligibility for government program benefits

INTRODUCTION

The Information Technology (IT) sector in India holds the distinction of advancing the country into the new-age economy. Perceptible is the transformation since liberalization -India today is the world leader in

information technology and business outsourcing. Indian IT companies have globally established their superiority in terms of cost advantage, availability of skilled manpower and the quality of services.

INDIAN IT SECTOR



Advances in information technology (IT) and global connectivity, combined with waves of economic liberalization, have given impetus to a new dimension of globalization: cross border trade in services. . As infrastructure and skills improve in developing countries, cross border trade in services is expected to continue to expand. This report aims to help policy makers take advantage of the opportunities presented by increased cross border trade in IT services and IT enabled services (ITES). It begins by defining the two industries and estimating the potential global market opportunities for trade in each. Then it discusses economic and other benefits for countries that succeed in these areas. It also analyzes factors crucial to the

competitiveness of a country or location including skills, cost advantages, infrastructure, and a hospitable business environment, and examines the potential competitiveness of small countries and of least developed countries specifically. The report concludes by discussing policy options for enabling growth in the IT services and ITES industries.

IT Industry constructive environment in India



High quality knowledge workers and attractive price performance have been and will continue to be a key component of India's value proposition. Large Pool of Knowledge Workers: The basic raw material for any software development activity or a dotcom start up is the availability of quality knowledge workers. India's main competitive advantage is its abundant, high-quality and cost effective human resources.

Employment Opportunity

The computer systems design and related services industry is among the economy's largest and fastest sources of employment growth. However, the main growth catalyst for this industry is expected to be the persistent evolution of technology and business' constant effort to absorb and integrate these resources to enhance their productivity and expand their market opportunities. Employment of computer and information systems managers is expected to grow between 18 to 26 percent for all occupations through the coming year. IT has a major role in strengthening the economic and technical foundations of India. Indian professionals are setting up examples of their proficiency in IT, in India as well as abroad

STRUCTURE OF IT SECTOR

The Indian information technology industry has played a key role in putting India on the global map. India's IT growth in the world is primarily dominated by IT software and services such as Custom Application Development and Maintenance (CADM), System Integration, IT Consulting ,Application Management, Infrastructure Management Services, Software testing, Service-oriented architecture and Web services.

IT CATEGORIES

The sector can be classified into 4 broad categories - IT services refers to the application of business and technical expertise to enable organizations in the creation, management and optimization of or access to information and business processes. The IT services market can be segmented by the type of skills that are employed to deliver the service (design, build, run).

Engineering Services include Industrial Design, Mechanical Design, Electronic System Design (including Chip/Board and Embedded Software Design), Design Validation Testing, Industrialization and Prototyping.

IT Enabled Services are services that use telecom networks or the Internet. For example, Remote Maintenance, Back Office Operations, Data Processing, Call Centers, Business Process Outsourcing (BPO), KNOWLEDGE PROCESS OUTSOURCING (KPO) etc.

E Business (electronic business) is carrying out business on the Internet; it includes buying and selling, serving customers and collaborating with business partners

MARKET POTENTIAL



The services sector is the fastest growing sector with an annual growth rate of eight percent mostly aided by the information technology revolution. IT enabled services has become one of the most significant industries in the world and it has tremendous potential of growth since the information is the key to decision making

Our forte in Information Technology domain comprises of :



Our Services

Our services are designed in such way that, our customers can fulfill their technical needs and issues under one umbrella.

➤ **IT - Enterprise & Infrastructure Management Services**

After a careful study we will design a strong infrastructure for your technological needs.

➤ **Cloud , Web & Software Solutions**

We will provide the strong support for your software needs in any OS Platform.

➤ **Server , Storage & Virtualization Solutions**

Deployment of Industry standard server and storage solutions of various vendors according to the customer tech needs .

➤ **Enterprise Operating System's Services**

Choose the right platform for your business , a right OS Platform will make the maximum productivity..

➤ **Networking & Security Solutions**

We will design faster & neural Networks for your business with seamless security.

➤ **Future Technologies , IoT based R & D Services**

You can create an Intelligent Business world with help of IoT , VR & Artificial Intelligence.

Application services	Engineering services	Business process services
<p><i>Application development and maintenance</i></p> <ul style="list-style-type: none"> <input type="checkbox"/> Application development <input type="checkbox"/> Application development integration and testing <input type="checkbox"/> Application maintenance <p><i>System integration</i></p> <ul style="list-style-type: none"> <input type="checkbox"/> Analysis <input type="checkbox"/> Design <input type="checkbox"/> Development <input type="checkbox"/> Integration and testing <input type="checkbox"/> Package implementation <p><i>IT infrastructure services</i></p> <ul style="list-style-type: none"> <input type="checkbox"/> Help desks <input type="checkbox"/> Desktop support <input type="checkbox"/> Data center services <input type="checkbox"/> Mainframe support <input type="checkbox"/> Network operations <p><i>Consulting</i></p> <ul style="list-style-type: none"> <input type="checkbox"/> IT consulting <input type="checkbox"/> Network consulting 	<p><i>Manufacturing engineering</i></p> <ul style="list-style-type: none"> <input type="checkbox"/> Upstream product engineering - Concept design - Simulation - Design engineering <input type="checkbox"/> Downstream product engineering - Computer-aided design, manufacture and engineering - Embedded software - Localization <input type="checkbox"/> Plant and process engineering <p><i>Software product development</i></p> <ul style="list-style-type: none"> <input type="checkbox"/> Product development <input type="checkbox"/> System testing <input type="checkbox"/> Porting¹/variants <input type="checkbox"/> Localization <input type="checkbox"/> Maintenance and support <input type="checkbox"/> Gaming 	<p><i>Horizontal processes</i></p> <ul style="list-style-type: none"> <input type="checkbox"/> Customer interaction and support (including call centers) <input type="checkbox"/> Human resource management <input type="checkbox"/> Finance and administration <input type="checkbox"/> Supply chain (procurement logistics management) <p><i>Vertical processes</i></p> <ul style="list-style-type: none"> <input type="checkbox"/> Banking <input type="checkbox"/> Insurance <input type="checkbox"/> Travel <input type="checkbox"/> Manufacturing <input type="checkbox"/> Telecommunications <input type="checkbox"/> Pharmaceuticals <input type="checkbox"/> Other <p><i>Knowledge process outsourcing</i></p> <ul style="list-style-type: none"> <input type="checkbox"/> Business and financial research <input type="checkbox"/> Animation <input type="checkbox"/> Data analytics <input type="checkbox"/> Legal process and patent research <input type="checkbox"/> Other high-end processes

Training Centre



India has one of the largest technical manpower in the world. However, compared to its population it is not significant and there is a tremendous scope of improvement in this area. In India, the emphasis has been on general education, with vocational education at the receiving end. This has resulted in large number of educated people remaining unemployed.

Another shortcoming in the area of technical education is that ill now, the number of engineers graduating is more than the diploma holders. This is creating an imbalance, as more workforces are required at the lower level. Hence more polytechnics and Institute for Industrial Training (ITIs) are being opened now Besides, various Ministries are trying to impart vocational courses through innovative institutions, specially launched for the purpose. In doing so, the government is trying to maintain quality of these courses

INTRODUCTION

The role of education in facilitating social and economic progress has long been recognized. Education improves functional and analytical ability and thereby opens up opportunities for individuals and also groups to achieve greater access to labour markets and livelihoods. A better educated labour force is essential if we are to meet the labour supply requirements of faster growth. Education is not only an instrument of enhancing efficiency but is also an effective tool of widening and augmenting democratic participation and upgrading the overall quality of individual and societal life.



The population growth of India has declined over many years, yet the labour

is projected to grow by close to 2% or some 7 million or more per year over next few years. Countries with higher and better levels of knowledge and skills respond more effectively and promptly to challenges and opportunities of globalisation. India is in transition to a knowledge based economy and its competitive edge will be determined by the abilities of its people to create, share and use knowledge more effectively. This transition will require India to develop workers into knowledge workers who will be more flexible, analytical, adaptable and multi skilled. In the new knowledge economy the skill sets will include professional, managerial, operational, behavioural, inter personal and inter functional skills. To achieve this goals, India needs flexible education and training system that will provide the foundation for learning, secondary and tertiary education and to develop required competencies as means of achieving lifelong learning.

Competition exam coaching centre



A growing trend has been seen in recent years that more and more people are opting for government jobs.

The main reason behind this is that government jobs secure the people's life in India. Besides the salary factor, there are pension and other benefits and most importantly job security that make Government jobs in India more and more popular. To get a good job with a good income is the dream of every individual. Every year, the GOI release many job opportunities in various divisions. The government jobs in India are basically divided into two divisions namely:

Central Government Jobs: Central government jobs pertain to departments like central soil conservation department, income tax department, Central Railways, and other departments like judiciary, executive etc.

State Government Jobs: State Government Jobs in India include financial institution, educational institution, banking institution, judiciary, and other departments like Forest and Animal husbandry etc.

Benefits

Central Government & State Government Jobs Benefits The Employee of the Central government get benefits in terms of better emoluments, housing loan facilities, medical facilities, gratuity, bonus & provident fund. The Employee of the state government is governed by different rules and regulations in terms of his pay-scale fixed by the respective departments. Compared to Central Govt., the salaries and the other emoluments are less than Central government.

Indian citizens opt for the government appointment to have better facilities & better living conditions. The craze of Govt. Jobs in India is still stable, in spite of several multinational companies in the country. These jobs give you the guarantee for whole life. Govt. Jobs in India are known for their reliability and credibility and huge monetary benefits altogether .It has been rightly said that "Government Jobs Are Like Bullet Proof Jacket For A Family" The govt. jobs give proper security and safety to the employee and his family. Loans can be easily availed by govt employees for education, marriages etc. Medical expenses are also provided.

Bank jobs

The banking sector has always been an attractive option to aspirants from all backgrounds. This has never been truer than it is today. It offers a lot in the

way of job security and pay. But these are not the only reasons to prefer jobs in banking. In the present situation everyone needs to be secure and protected in his/her work to secure himself and in addition his/her crew. So doing something in bank is the best thing. A bank work is a standout amongst the most looked for after employments since regardless the most recent two decades. One essential purpose behind its prominence is that it is one of the few professions that pay a high compensation even to workers at the learner level. An additional excuse for why a bank work is notorious is on the grounds that it permits individuals to equalize their work and particular lives.



- **Scope for Individual Growth:** For talented and dynamic professionals, the competitive environment of the banking sector provides ample scope for individual, vertical growth. It provides employees an ambience that is conducive to scaling new personal heights and

improving job profiles.

- **Variety:** The banking sector is one of the most diverse sectors to work in. The choice of jobs as well as the variety in types of work that it offers ensures that there is a profile that will definitely suit your interests and aptitude. From Bank Probationary Officer to Financial Analyst, from Account Manager to Specialist IT Officer, there is a wide range of options to choose from.
- **Challenges:** The work in the banking sector is multifaceted and you can keep monotony away by challenging yourself at work. This is a highly motivating factor for people who are ambitious and seek to develop their personality. With both physically and mentally stimulating work, you can work at the optimum levels of endeavour.
- **Opportunity for Growth of the Economy:** Finance is a major part of the focus of any government's policies. Banking can be safely called as the backbone of the Indian economy. Working in the banking sector provides an opportunity to each employee to contribute towards the growth of the economy through his work, whether mammoth or miniscule. There is indeed no better way to simultaneously work for yourself and serve the country too!
- **Extensive Travelling:** Jobs in the banking sector can involve settling in different parts of the country, and sometimes abroad too. A banking

job entails a lot of travelling for various purposes. This includes both domestic and international travel. As such, one is able to work and enjoy leisure at the same time by breaking the monotony of a mundane office.



- **Handsome Salaries:** Let's face it! Money matters! Today's generation looks at money as a source of happiness. When good money can be made from work that interests and suits you, nothing like it. In this regard, the banking sector proves to be the best bet. A handsome remuneration is what you get for your work in a bank. They also give out bonuses and other incentives over the course of your employment based on your merit and seniority.
- **Creativity:** A job in the banking sector is an evolving job. With more and more money being generated every day in newer and newer ways,

the roles and responsibilities of banks also change regularly. With the injection of business principles into banking, creativity at work is now valued more than ever. With the advent of mobile and internet banking and with the push for global financial inclusion, there is no ceiling to how creative you are allowed to get.

- **Exposure through Communication:** A major part of banking revolves around providing essential services to customers. Communication and interaction with these customers is of utmost importance. This interaction provides the basis for exposure of employees to different types of people with varied needs and lifestyles. This experience greatly enhances one's skill sets and confidence in the long run.
- **Job Security:** A job in a public sector bank is considered a job for life. With opportunities to advance at work and not worry about being fired because of downsizing or a bad economy, it is easy to see why banking is considered so attractive a sector. Add regular perks to the mixture and banking is the sector to strive for.
- **Job satisfaction:** Given all the perks and advantages of a lucrative job in the banking sector, attaining satisfaction in this work is inevitable. Since job satisfaction is one of the most important criteria in selecting a job these days, it is also one of the most convincing reasons why one must opt for work in the banking line.

Project Significance

To get a govt job or a bank job is not so easy. It is based on written test and interview and appropriate qualifications to qualify the job. There are yearly vacancies for banks, railways, universities, colleges etc. for which you need to be fully prepared

Role of Coaching Institute



Coaching institute are these playing most important role in shaping the career of the students. There are many more benefits of learning in institutes because you get individual attention of the experts. Whenever students think of any examinations they think to study on such place where they can get better education. Institutes are the only place where students can get competitive environment.

In coaching centres students are able to get help of experts for any assistance. In the preparation of examination like PSC, UPSC, and Bank PO , students need proper guidelines so there are always better experts to provide guidelines to the students. Experts in the coaching know very well the syllabus as well the question pattern of every examination from the previous experience and tell the students what to study. Many types of test and discussion classes are held in the coaching centres which always keep the preparation of students on high level.

Teaching is a great way of contributing to society and enhancing the skills of the young students. Coaching centres today have come out from being a home based coaching practice to a well run industry. These centres play a key role to help students in their preparation for the major entrance tests and further ensure that the diligent students qualify for admissions into the reputed institutions

Prerequisites of the Coaching Business

Command of the Subject

The tutor should have deep rooted knowledge and clarity of facts associated with the subject before you venture into the business of setting up a coaching

institute. The students are smart enough to analyze your skill set and will only come over if you have the professional.

competence to teach the subject. So the promoter of the project has identified well experienced faculties available in Trivandrum, for training purpose of the institute.

Adequate Infrastructure



The coaching centre should have adequate infrastructure in the form of books, study material, adequate seating arrangement and some recreational facilities for the students. Adequate lighting and seating arrangement should be available for the students. The proposed project will commence with all modern infrastructure available .

Providing Quality Education

Provide quality education to your students and continuously upgrade the same considering the advancements in the subject dealing with. This creates the need for a continuous up gradation of knowledge at your level. The promoter is confident in the quality of service which he proposes to provide in the coaching centre. So the faculties he identified for training is highly competitive and have a wonderful track record in the field of competitive exam training.

Study Material is the Advertisement

The study material provide in the coaching centre will be prepared by a committee consisting of subject expert in the particular field. Study material will act as advertisement. Students will judge the institute from the quality and approach of the study material you provide them. The same must be produced after quality research and should ideally cover all aspects of the subject. Providing quality study material with worthy subject details, half of the work is automatically done.

Teaching Tools

Teaching tools work to the advantage of the teacher and the same is true for any coaching centre. Apart from the usual white boards and markers it is propose to implement innovative teaching tools as charts, working models and online help from experts in the field. Besides this, the concept of smart

classes too can be introduced for making the coaching centre innovative in a true sense.

Marketing and Advertisement

Marketing is a vital component associated with the success of any business and the same goes out for coaching centres. Initially we place advertisements in local news papers, print out handouts and distribute the same in schools in the city and encourage your students to share their experiences with their friends.

Highlights of the proposed training centre at a Glance

Best faculty team from top universities, retired officials from examination boards of PSC, UPSC, Bank Examination Board with experienced and competitive teaching aid in our coaching team.

- Best study material prepared by a team of qualified faculty members who have the vast experience in teaching and content development for various competitive exams like PSC, Bank PO's and PSU's in our Coaching center.
- All the Class rooms and Labs are fully wired to a Centralized networked environment and dedicated Computer lab for online test series
- Scheduled coverage of complete syllabus during coaching period

- Well established library with PSC, Bank PO, PSU oriented books and study hall which is opened from 7am to 8pm (for girl's timings till 5.30pm).
- Previous years exam question papers, PSU's problem solving sections gives a clear idea about the pattern and difficulty level in coaching center.
- Subject wise and module wise test series to enrich the students. Online and offline Mock series are provided
- Previous analysis of exams which suit aspirants for better performance to score high in competitive exams

It covers all basic fundamentals of your subjects with all tips & tricks required for competitive Exams.

CONSTRUCTION



Housing is one of the basic human requirements, as every family needs a roof. Providing shelter to every family has become a major issue as a result of rapid urbanization and higher population growth. Housing can play a significant role in the economic growth of our country, as a source of jobs and capital investment, as a secure vehicle for individual and family savings, and as an essential contributor to personal happiness. So before making any investment decision, it is advisable to evaluate the associated risk factors by taking into consideration certain key elements. These may include availability of resources, academic knowledge, and specific managerial and technical skill set. The development of a vibrant housing industry is based on an ample supply of affordable land, with easy access to transportation and efficient distribution of necessities such as energy and water. On the other hand a demand driver may be the desire of many families to modernize, enlarge or otherwise renovate their homes. This has been an important part of the housing culture for many decades. Financial institutions are an important partner in the housing sector. To broaden the consumer base for home ownership, especially among lower income families, the financial sector is greatly assisted by banks and financial institutions. For the housing industry, a well trained work force is essential. An added advantage for Indian housing industry is the availability of skilled labour.

KEY SUCCESS FACTORS

The key success factors for housing Construction Company are careful selection of construction site and a good architecture. The investment in good construction material and efficient use of labour are also very crucial. In short quality pays in the long run

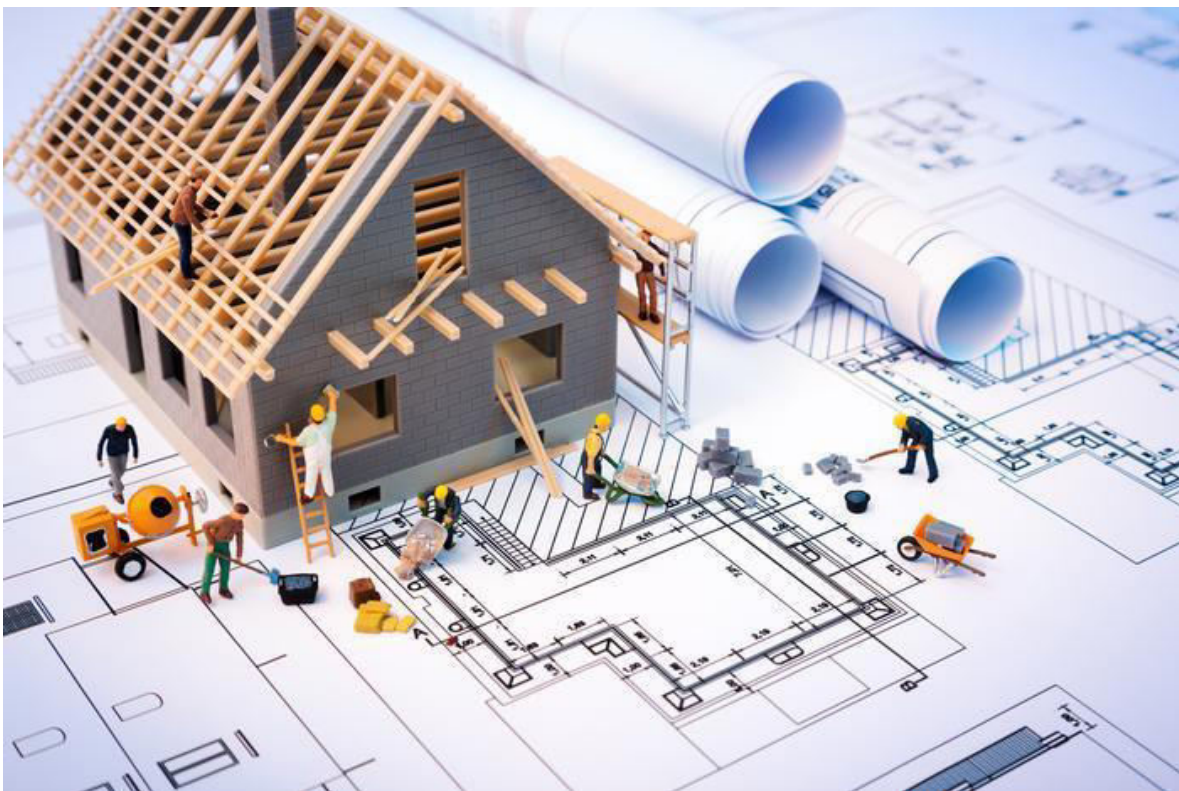


Strategic Recommendations

- The construction industry is only profitable if the projects are completed in time.
- Quality of materials used ensures quality of houses built. Superior quality is the best competitive advantage these days.
- Careful selection of residential area counts towards selling price and timely sales
- The investment in good architectural design is worth it. A good look is the first thing buyers would be looking for at the first place.

- **Highly Skilled Workforce** - Having ready access to workers and specialist subcontractors can help increase your value.
- **Relationships with Suppliers** - Having established relationships with suppliers is essential in this industry.
- **Negotiation Room** - Construction managers who have knowledge of building statutes and regulations and can negotiate with government officials and regulatory authorities are a tremendous benefit.
- **Competing on Tenders** - A proven record of success with winning new contracts and maintaining a high-profit margin is a proficiency that would appeal to any buyer.
- **Forward Selling Construction** - Pre-leasing and obtaining clients before construction is started can be very valuable.

In addition to above the following factors will play a leading role for project triumph



- Employee development
- Effective risk management
- Innovation
- More long-term partnerships with customers
- Lean organizational structure
- Specialization (e.g. business streamlining)
- Performance-based payment for management
- Ability to modernize existing property portfolios
- Cost-cutting
- Credit management
- Establishing operator models as a segment
- Pulling out of unprofitable regions
- Producing less in-house/outsourcing more
- More long-term partnerships with subcontractors
- Organic growth
- More flexible working hours
- Expanding into new countries
- More long-term partnerships with materials suppliers
- Diversification (e.g. adding new business areas)
- More long-term partnerships with competitors
- Marketing/PR work

HUMAN RESOURCE REQUIREMENT

Technical and specialized occupations require more training as a greater technical knowledge is required.

Proposed Human Requirement in working site

- [Quantity surveyor](#)

- [Architect](#)
- [Civil engineer](#)
- [Incorporated Engineer.](#)
- [Building services engineer](#)
- [Project manager](#)
- [Structural engineer](#)
- [Civil Estimators](#)
- Drafts man
- Security Guards

FINANCIAL CONSULTANTS



The financial consulting services are the head of all the other services related to finance like banking, insurance, and retail management. This industry looks over all the other economic activities and tries to manage the risk that can be encountered within the economic sector. We offer personalized manpower placement services with the objective of meeting the individual specific requirements of our clients in the most efficient manner.

Finance & Accounts

Finance sector deals with the money related issues of the country. It looks after the transaction, the stock markets shaking the world, insurance and banking sector etc. As money is the prime facie of this sector it is responsible to provide the means in trade and commerce and lot of other industries are dependent on it. It also keep a track of the change in government rules and regulations.



Insurance



Having its roots long back in the year 1818 the insurance sector is growing rapidly and is at pace with the other competitive sectors that enhances the economy. Apart from LIC (Life Insurance Corporation) there are different private organizations like PNB MetLife and the banking sector too is combined with the insurance sector. It helps people during their troubled times and provide them money that were invested by them in policies. In order to excel a lot of manpower is required thus bringing into more number of vacancies



The service rendered by Consultants to the with respect to Diligence, Feasibility Studies, Investment Banking, Project Funding etc comes under the preview of financial consulting. This fiscal adviser gives suitable suggestion from various experts, who have special knowledge or ability to perform specific tasks as per the requirement of the clients.

In addition to the above, we also have qualified Chartered Accountant wherein we Help the clients by providing Accounting, Audit & Assurance Services. Vision

Mission To be reckoned as one of the “Most Trusted Service Provider” with our services and expertise being cited as the examples of assured quality.

To uphold highest standards of Commitment, Confidentiality and Competence and to always strive towards improving the quality of services rendered through constant and continuous process of learning and development

Finance Consulting

Our services include an array of highly specialized financial consulting products. Our Financial Consultants provide specialized services with great care and attention to details. We are totally customer driven and strive to succeed with our efforts in the area of financial consulting.

We provide following consultancy services:-

- Financial Feasibility study
- Business & Brand Valuation
- Investment Banking
- Mergers & Acquisitions
- Project Finance
- Management Consulting

We will help the client in following ways:-

- ✓ Setting up an efficient accounting system as per the client's requirements .
- ✓ Timely updation of the books
- ✓ Statutory Compliance
- ✓ With respect to IncomeTax,GST etc.

- ✓ Preparation and analysis of monthly/quarterly/half yearly/annual reports.

Other Services

Goods and Services Tax (GST)

As you are aware that the Goods and Services Tax (GST), the biggest reform in India's indirect tax structure rather we can say that the biggest business reform in India since Independence, is set to become reality, which may be roll out from 1st July 2017.

YOUWIN propose to build up a separate GST team working with various industries across the nation. GST is going to be a new tax for every assessee and its compliance has to be complied with caution. Our experience in GST with various industry expertise will help our clients to comply and understand GST at ease. We are already rendering services as a GST consultant to various Corporates in India. We as a GST consultant prepare our clients for a smooth transition from pre-GST era to post-GST era. This will include following services:-

- ✓ Transition and Registration
- ✓ GST System Implementation (Finance, Accounting and Taxation)
- ✓ GST Training

- ✓ GST Law Implication Analysis
- ✓ GST Advisory
- ✓ GST Return Filing

Conclusion

The word 'Conclusion' is written in a large, bold, black sans-serif font. A magnifying glass with a black handle and a silver rim is positioned over the word, with its lens centered over the letters 'cl'.

On revealing the various aspects of the project and studying the financial & technical features of the scheme it can easily be noted that the above project will be a great success. This Project viewed from any angle will find a viable and justifiable outlook. There are no hidden anomalies or expenses in the Project. This Project is recommended for implementation. Considering the fair quality of services and product offered by the establishment and further the prior experience, knowledge, technical expertise and commitment of the promoters are added advantage for the smooth running of the project. The income generated, with the experience, expertise and commitment of the promoter ensures the success of the project. Even the conservative estimates show that project is financially and economically viable and commercially sound. Considering the fair quality of services and product offered by the

establishment and further the prior experience, knowledge, technical expertise and commitment of the promoters are added advantage for the smooth running of the project. The income generated, with the experience, expertise and commitment of the promoter ensures the success of the project.

ANNEXURE

- Projected Profit and Loss Account
- Projected Balances Sheet
- Cash Flow Statement
- Revenue assumption
- Depreciation Statement
- Manpower assumptions
- Production capacity

Name of Business	YOUWIN
Statutory Status	
Company Address	VENJARAMOODU TRIVANDRUM KERALA 695607
Total project cost (Annexure attached)	426,500,000.00
Expected turnover per year	1,515,600,000.00
Manpower cost per year	325,920,000.00

YOUWIN

Projected Profit and Loss Account

PARTICULARS	I st Year	II nd Year	IIIrd Year	IV th Year	V th Year	VI th year	VII th year
By Direct Income							
" Receipts	1,515,600,000.00	1,667,160,000.00	1,833,880,000.00	2,017,270,000.00	2,219,000,000.00	2,440,900,000.00	2,684,990,000.00
" Closing Stock	9,500,000.00	11,880,000.00	14,850,000.00	18,560,000.00	23,200,000.00	29,000,000.00	36,250,000.00
Total	1,525,100,000.00	1,679,040,000.00	1,848,730,000.00	2,035,830,000.00	2,242,200,000.00	2,469,900,000.00	2,721,240,000.00
To Direct Expenses							
" Opening Stock		9,500,000.00	11,880,000.00	14,850,000.00	18,560,000.00	23,200,000.00	29,000,000.00
" Salaries and wages	325,920,000.00	358,510,000.00	394,360,000.00	433,800,000.00	477,180,000.00	524,900,000.00	577,390,000.00
" Purchase of tools and consumables	181,872,000.00	200,060,000.00	220,070,000.00	242,080,000.00	266,290,000.00	292,920,000.00	322,210,000.00
" Factory expenses	75,780,000.00	83,360,000.00	91,700,000.00	100,870,000.00	110,960,000.00	122,060,000.00	134,270,000.00
" Staff welfare	9,777,600.00	10,760,000.00	11,840,000.00	13,020,000.00	14,320,000.00	15,750,000.00	17,330,000.00
" Transportation and freight charges	75,780,000.00	83,360,000.00	91,700,000.00	100,870,000.00	110,960,000.00	122,060,000.00	134,270,000.00
" Water Charges	2,040,000.00	2,240,000.00	2,460,000.00	2,710,000.00	2,980,000.00	3,280,000.00	3,610,000.00
" Advertisement	181,872,000.00	200,060,000.00	220,070,000.00	242,080,000.00	266,290,000.00	292,920,000.00	322,210,000.00
" Postage and courier charges	30,312,000.00	33,340,000.00	36,670,000.00	40,340,000.00	44,370,000.00	48,810,000.00	53,690,000.00
Total	883,353,600.00	981,190,000.00	1,080,750,000.00	1,190,620,000.00	1,311,910,000.00	1,445,900,000.00	1,593,980,000.00
To Gross Profit	641,746,400.00	697,850,000.00	767,980,000.00	845,210,000.00	930,290,000.00	1,024,000,000.00	1,127,260,000.00
To Indirect Expenses							
" Telephone charges	14,400,000.00	15,840,000.00	17,420,000.00	19,160,000.00	21,080,000.00	23,190,000.00	25,510,000.00
" Audit Fees	250,000.00	280,000.00	310,000.00	340,000.00	370,000.00	410,000.00	450,000.00
" Statutory Payments	65,184,000.00	71,700,000.00	78,870,000.00	86,760,000.00	95,440,000.00	104,980,000.00	115,480,000.00
" Printing and stationary	83,358,000.00	91,690,000.00	100,860,000.00	110,950,000.00	122,050,000.00	134,260,000.00	147,690,000.00
" Repairs & Maintanance	197,028,000.00	216,730,000.00	238,400,000.00	262,240,000.00	288,460,000.00	317,310,000.00	349,040,000.00
" Travelling Expenses	121,248,000.00	133,370,000.00	146,710,000.00	161,380,000.00	177,520,000.00	195,270,000.00	214,800,000.00
" Depreciation	46,400,000.00	23,190,000.00	13,442,000.00	9,127,000.00	7,027,000.00	5,848,000.00	5,073,000.00
Total	527,868,000.00	552,800,000.00	596,012,000.00	649,957,000.00	711,947,000.00	781,268,000.00	858,043,000.00
Net Profit before tax	113,878,400.00	145,050,000.00	171,968,000.00	195,253,000.00	218,343,000.00	242,732,000.00	269,217,000.00
NP Ratio	7.51	8.70	9.38	9.68	9.84	9.94	10.03

YOUWIN							
Projected Balance Sheet							
Liabilities	I st Year	II nd Year	IIIrd Year	IV th Year	V th Year	VI th year	VII th year
Capital Account							
Authorised Capital	2,500,000.00	2,500,000.00	5,000,000.00	5,000,000.00	7,000,000.00	7,000,000.00	9,000,000.00
Issued /Subscribed	1,500,000.00	2,000,000.00	4,500,000.00	5,000,000.00	6,500,000.00	6,500,000.00	6,500,000.00
Reserves and surplus	-	113,878,400.00	258,928,400.00	430,896,400.00	626,149,400.00	844,492,400.00	1,087,224,400.00
Profit	113,878,400.00	145,050,000.00	171,968,000.00	195,253,000.00	218,343,000.00	242,732,000.00	269,217,000.00
Sub Total	113,878,400.00	258,928,400.00	430,896,400.00	626,149,400.00	844,492,400.00	1,087,224,400.00	1,356,441,400.00
Unsecured loan	426,500,000.00	426,500,000.00	426,500,000.00	426,500,000.00	426,500,000.00	426,500,000.00	426,500,000.00
Current Liabilities							
Sundry Creditors	20,000,000.00	22,000,000.00	24,200,000.00	26,620,000.00	29,282,000.00	32,210,000.00	35,431,000.00
Other Current Liabilities	1,500,000.00	1,650,000.00	1,815,000.00	1,997,000.00	2,197,000.00	2,417,000.00	2,659,000.00
CREDIT TOTAL	563,378,400.00	711,078,400.00	887,911,400.00	1,086,266,400.00	1,308,971,400.00	1,554,851,400.00	1,827,531,400.00
Fixed Assets (As per Dep Statement)	108,100,000.00	84,910,000.00	71,468,000.00	62,341,000.00	55,314,000.00	49,466,000.00	44,393,000.00
Current Assets							
Sundry debtors	226,300,000.00	139,930,000.00	155,820,000.00	168,110,000.00	184,920,000.00	203,410,000.00	223,750,000.00
Other current assets ,Advances	72,000,000.00	13,990,000.00	15,580,000.00	16,810,000.00	18,490,000.00	20,340,000.00	22,380,000.00
Closing Stock	9,500,000.00	11,880,000.00	14,850,000.00	18,560,000.00	23,200,000.00	29,000,000.00	36,250,000.00
Cash and bank balances	147,478,400.00	460,368,400.00	630,193,400.00	820,445,400.00	1,027,047,400.00	1,252,635,400.00	1,500,758,400.00
Sub Total	455,278,400.00	626,168,400.00	816,443,400.00	1,023,925,400.00	1,253,657,400.00	1,505,385,400.00	1,783,138,400.00
DEBIT TOTAL	563,378,400.00	711,078,400.00	887,911,400.00	1,086,266,400.00	1,308,971,400.00	1,554,851,400.00	1,827,531,400.00

YOUWIN

Project cost assumption				
Partiulars	Description	Nos	Cost per unit	Total
Rent advance	Outlets	340	200,000.00	68,000,000.00
Furniture , interior works	Outlets	340	250,000.00	85,000,000.00
Computer and accessories	Outlets	340	175,000.00	59,500,000.00
Rent advance	Training centres	4	1,000,000.00	4,000,000.00
Interior works	Training centres	4	700,000.00	2,800,000.00
Furniture	Training centres	4	150,000.00	600,000.00
Computer and accessories	Training centres	4	600,000.00	2,400,000.00
Vechiles		12	350,000.00	4,200,000.00
Tools and other instuments				50,000,000.00
Hoarding ,Boards and publicity				50,000,000.00
Working capital requirement for 3 months				100,000,000.00
Total Project cost				426,500,000.00

Depreciation Statement				
YOUWIN				
Particulars	Vechiles	Furniture and fittings	Computer and accessories	Total
Rate of Dep	10%	10%	60%	
Purchase	4,200,000.00	88,400,000.00	61,900,000.00	154,500,000.00
Less Depeciation	420,000.00	8,840,000.00	37,140,000.00	46,400,000.00
WDV as year -1	3,780,000.00	79,560,000.00	24,760,000.00	108,100,000.00
Less Depeciation	378,000.00	7,956,000.00	14,856,000.00	23,190,000.00
WDV as year -2	3,402,000.00	71,604,000.00	9,904,000.00	84,910,000.00
Less Depeciation	340,000.00	7,160,000.00	5,942,000.00	13,442,000.00
WDV as year -3	3,062,000.00	64,444,000.00	3,962,000.00	71,468,000.00
Less Depeciation	306,000.00	6,444,000.00	2,377,000.00	9,127,000.00
WDV as year -4	2,756,000.00	58,000,000.00	1,585,000.00	62,341,000.00
Less Depeciation	276,000.00	5,800,000.00	951,000.00	7,027,000.00
WDV as year -5	2,480,000.00	52,200,000.00	634,000.00	55,314,000.00
Less Depeciation	248,000.00	5,220,000.00	380,000.00	5,848,000.00
WDV as year -6	2,232,000.00	46,980,000.00	254,000.00	49,466,000.00
Less Depeciation	223,000.00	4,698,000.00	152,000.00	5,073,000.00
WDV as year -7	2,009,000.00	42,282,000.00	102,000.00	44,393,000.00

YOUWIN

Statement showing Manpower requirement for outlets

No of Outlets		340			
Designation	Manpower required for each outlets	Pay	Number of Employees	Cost per month	Annual Salary
Outlet managers	2	12,000.00	680	8,160,000.00	97,920,000.00
Sales and service staff	4	8,000.00	1360	10,880,000.00	130,560,000.00
Educatiion consulatancy staff	2	8,000.00	680	5,440,000.00	65,280,000.00
Total			2,720.00	24,480,000.00	293,760,000.00

Statement showing Manpower requirement for Training division

No of training centres		4			
Designation	Manpower required for each division	Pay	Number of Employees	Cost per month	Annual Salary
Trainers/faculty	5	20,000.00	20	400,000.00	4,800,000.00
Other supporting staff	3	10,000.00	12	120,000.00	1,440,000.00
Total			32.00	520,000.00	6,240,000.00

Statement showing Manpower requirement for Construction Division

Designation	Manpower required for each outlets	Pay	Number of Employees	Cost per month	Annual Salary
Architect/Designer	4	20,000.00	16	320,000.00	3,840,000.00
Site Engenieers	3	10,000.00	12	120,000.00	1,440,000.00
Workers other technical staff will be hired as per demand of the project excuted					
Total			28.00	440,000.00	5,280,000.00

Statement showing Manpower requirement for IT Division

No of IT Centres		4			
Facalties	Manpower required for each division	Pay	Number of Employees	Cost per month	Annual Salary
Software developers	8	35,000.00	32	1,120,000.00	13,440,000.00
Hardware technician	10	15,000.00	40	600,000.00	7,200,000.00
Total			72.00	1,720,000.00	20,640,000.00

Grant total **2,852.00** **27,160,000.00** **325,920,000.00**

YOUWIN

Revenue projection from outlets

Particulars	Outlets	Expected turn over form each outlets per month	Expected turn over form each outlets per year	Cumulative turnover from all outlets	Expected margin	Revenue
Sales Home appliances, mobile phones, apparals, etc.	340.00	600,000.00	7,200,000.00	2,448,000,000.00	15%	367,200,000.00
Service income (Repairing)	340.00	150,000.00	1,800,000.00	612,000,000.00	100%	612,000,000.00
Sale of insurance , mutual fund ,finance consultancy	340.00	50,000.00	600,000.00	204,000,000.00	100%	204,000,000.00
Admission supportive service	340.00	75,000.00	900,000.00	306,000,000.00	100%	306,000,000.00
Total						1,489,200,000.00

Revenue projection from Training Division

Particulars	No of training centers	Expected no of students in each training centre	Expected turn over form each students	Cumulative turnover from all training centres	Expected margin	Revenue
Income from entrance coaching	4.00	100.00	23,000.00	9,200,000.00		9,200,000.00
Mobile phone reparing training	4.00	150.00	12,000.00	7,200,000.00		7,200,000.00
PSC, UPSC , Bank coaching etc.	4.00	250.00	7,500.00	7,500,000.00		7,500,000.00
Revenue from software	4.00					2,500,000.00
Total						26,400,000.00

Total 1,515,600,000.00

Year	I st Year	II nd Year	IIIrd Year	IV th Year	V th Year	VI th year	VII th year
Profit	113,878,400.00	145,050,000.00	171,968,000.00	195,253,000.00	218,343,000.00	242,732,000.00	269,217,000.00
Sales	1,515,600,000.00	1,667,160,000.00	1,833,880,000.00	2,017,270,000.00	2,219,000,000.00	2,440,900,000.00	2,684,990,000.00

