



# Business Plan

Submitted by-

Rene Mauricio Ramirez  
Nithin Seenivasan

# Note

- This Business plan has been created, with **Realism** playing an important part.
- All of the services used in the following slides play a major part in the industry and the assumptions made are based on the current market.
- All thinking and planning was done, from the point of two **freshly graduated, Unemployed students.**
- Profitability is an important factor, but **not** the only motivation. Quality, Dedication and Ethics are expected to accompany Profitability.



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# 1. Introduction



# 1.1 Description of the Company

- Rene oHG will provide Consultancy services and Training in highly specified subjects to the professional community.
- High quality services will be offered at attractive prices, by the means of **Outsourcing**.
- Rene oHG is based in Jülich, but caters for entire Germany and eventually the whole of Europe .

# 1.2 How the Company Works

- Services Offered-

  - Trainings -*

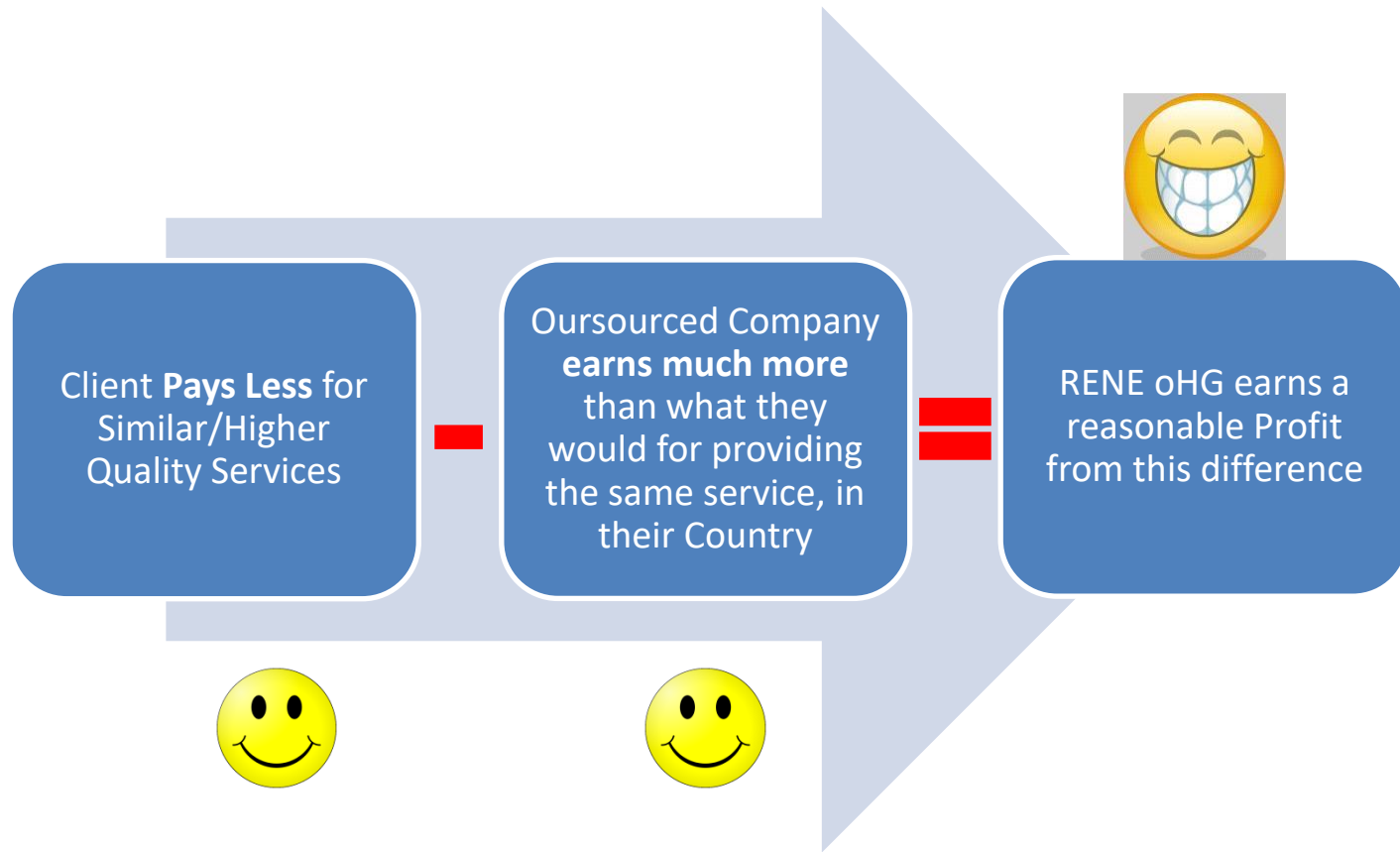
    - Outsourced by flying in **Highly Skilled** and **Experienced** Faculty from other countries like India and Colombia

  - Consultancy Services -*

    - Outsourced by **Sub-Contracting** work to Reliable and Proficient Companies in other countries

- Specified Training for certain Subjects/Softwares will be given by Internal staff
- Customers and clients will be won over by our Quality, Dedication and insistence on Ethics, as well as our Fairness and Transparency in all our activities.

# 1.2 How the Company Works





# 1.3 Proposed Facilities

- Initially Operated out of a small office in Jülich



# 1.4 Company Organization

- Will have TWO Employees initially, who are also the Partners
- The two Partners will carry the title of “Director” each
- When more employees are added, subsequent hierarchies of management will be established



## 2. Services Offered



# 2.1 Services Offered - Certification Trainings

These are multi-day workshops conducted by highly trained experts. Language of instruction is English, which is in accordance with the Industry demand.

- **Public Workshops**

- These are events conducted by Rene oHG and will be advertised in the Media streams. Interested people can register and attend, on paying a certain fee. Class size is about 6-8, maximum being 10 participants.

- **Corporate Trainings**

- These are events requested for by companies, specifically for training its employees. They represent the more lucrative market due to the steady demand large companies have towards such training services.



## 2.1 Training Subjects/Softwares - Examples

- Microsoft Project-



- Microsoft Project is one of the most Important softwares to be known by any aspiring Project Manager
- Learning MSP is a good method to ascend the Managerial ladder quickly

- Oracle Primavera



- Oracle Primavera is a specialized Enterprise management software used by all large scale companies in the world
- Expertise in Primavera is a highly desirable skill set in any Project Manager

## 2.3 Services Offered - Consultancy Services

- Advice and knowledge provided, to enable the betterment and growth of the company in a specific field
- May also include Implementation of Software Solutions in large Companies for realizing improvement
- Done through Partnerships and Long Term contracts with Companies Abroad providing these services



## 2.4 Consultancy Services - Examples

- Enterprise Project Management (EPM)
  - Form of Organizational development that supports organizations in managing and adapting themselves to the changes of a transformation.
  - PRINCE2, PMBOK Methodologies are Implemented into Company structure.
- SAP ERP Implementation and Handholding
  - The SAP ERP application is an integrated enterprise resource planning (ERP) software.
  - It allows for open communication within and between **all** company functions.
  - All mid size and large companies will require SAP Implementation and Handholding (post installation help) hence a lucrative market exists.



# 3. Profiles





# 3.1 Profile of Outsourced Companies - Example

## Progressive Ventures-



- Is an organization based in **Hyderabad, India** and is dedicated to Competency Development and Consultancy in a wide variety of topics such as Process gap analysis, implementation of CMMI, GDPM, and PMBOK & CCPM based methodologies/models. They are known in the industry for their Quality, Honesty and Ethics.
- They have trained more than 3500 Professionals both in Corporate and Public arena in MSP and Primavera.
- They have an impressive history of providing Consultancy services to companies such as Microsoft, Invensys, Intergraph, Deloitte, ADP, Wells & Fargo and other Fortune 500 companies.
- They will provide initial handholding to Rene oHG because of close family ties with one of the partners (Nithin Seenivasan), in the form of an Official Partnership.

## 3.2 Profile of Outsourced Faculty - Example

- **Mr. P. Seenivasan**

Certified PMP, PgMP, has nearly 30 years of experience, is a Certified Quality Analyst (CSQA), Project Management Professional (PMP), Lead assessor in ISO 9000 Quality Management. Has trained thousands of Professionals all over the world and is a highly sought after resource by companies like Microsoft, Oracle, Sun Microsystems and ADP.

- **Mr. Joseph Daniel WDR**

Certified Microsoft Project 2007 and SAP Project Systems for Business Process mapping Expert and is a licensed instructor for Primavera and Microsoft SharePoint. Has extensive experience with training and consultancy projects.



# 4. Company Goals



## 4.1 Company Goals- 3 Phase growth

- The company goals are defined in Three different phases, starting from the Second year
- Startup Year (First year of operation) is dedicated to Lobbying, Advertising and spreading the word about the company
- Each phase is expected to last a minimum of Three years
- Reasonable conditions are assumed while plotting out the 3 phases
- These phases are the **Milestones** the company will strive to achieve



## 4.2 Startup Year

- First year of operation is dedicated to Advertising, Lobbying and Spreading the word about the company
- Public Trainings will be conducted in all the months for all the training services
- Only a minimum number of Corporate Trainings can be expected
- A **flat 20% discount** is offered to ALL clients during this period, as an added bonus



## 4.3 Growth Phase 1

- To start conducting Public and Corporate Outsourced Training in
  - Microsoft Project,
  - Oracle Primavera
  - Microsoft Server
- To start with Consultancy Services in
  - EPM and Primavera Installation
  - to bag at least 2 Contracts a year
- To start Lobbying and Advertising for future Long Term Contracts



## 4.4 Growth Phase 2

- To *expand* Outsourced Consultancy and Outsourced Training services
  - Into more technical areas of Mechanical, Civil, Electrical Engineering
  - Into **new markets** in the EU (UK, France, Belgium, Spain)
- To employ full time trainers in in-demand Subjects (Employed from Abroad)
- To attempt to enter into at least 1 long term Consultancy Contract with a Major company
- To secure partnerships with Hotels for regular Conference Hall and catering services

## 4.5 Growth Phase 3

- To shift focus from Outsourcing to Self Sufficiency and to be a Major Force in the Training and Consultancy circles
- To definitely bag one Long term, High Value Consultancy contract
- To offer Training Services (Less of outsourced and more by Internal staff) in a wide variety of Subjects and Softwares
- To take up Consultancy Projects in different Industrial sectors (Outsourced and by own staff)
- To move into a spacious office building with own Conference Halls



# 5. Market Analysis



# 5.1 Market Analysis - Overview

- All the market conditions have been assumed after consulting with various industry veterans and experts.
- The Language of Training in core fields of Management (Project Management, EPM etc.) is usually in English, hence no Language barrier needs to be considered.
- The values assumed are **conservative**-
  - Only 6 participants per Public training assumed.
  - Number of Corporate Trainings are undervalued. The demand is purposely kept low, assuming conditions of financial scarcity in the Industry.



## 5.2 Target Audience

- **Large scale Companies** (ex. RWE, E.ON, ALSTOM) for In-House Training of their Employees **and** Long Term Consultancy Contracts. Huge potential exists in this domain, since all major companies require various services in their drive for growth and can pay top dollar for high quality services.
- **Industry professionals** who aspire to further their career on their own, who pay for the services out of their own pocket. A huge market exists for budget friendly and quality training among this group. Rene oHG will provide very reasonable rates to its customers here.



## 5.3 Main Competitors

- **Projekt-Manager Schulungen**
  - One of the Major companies in Germany conducting Corporate as well as Public training in Microsoft Project, Oracle Primavera, Microsoft Server SQL etc. Boast an impressive list of clients and are expensive.
- **ProAdvice GmbH**
  - Conduct training in Oracle Primavera, Microsoft Project and undertake consultancy projects in Primavera and Microsoft Project implementation.
- **Accenture**
  - Undertake large scale Consultancy projects. Will not be a competitor initially, due to our relatively small magnitude of operation. Extremely expensive and deliver high quality consistently.



## 5.4 Market Analysis – Certification Training

- All the Training Companies based in Germany and Europe charge **extremely high prices**, due to the exclusive and important nature of the Subjects/Softwares.

Prices charged (as of 12-12-2011)-

	Microsoft Project (2 Day)- Basics	Microsoft Project (3 Day)- Intensive	Primavera (3 Day)- Basics	Primavera (4 Day) - Intensive
Projekt-Manager Schulungen	1200.- € / Person or 5000.- € / Corporate Training	1500.- € / Person or 7500.- € / Corporate Training	1650.- € / Person or 10500.- € / Corporate Training	2680.- € / Person or 1400 .- € / Corporate Training
ProAdvice GmbH	-	1350.- € / Person or 7500 .- € / Corporate Training	1800.- € / Person or 12000 .- € / Corporate Training	2400.- € / Person or 1600 .- € / Corporate Training

# 5.5 Pricing Strategy – Certification Training

- Training services offered by Rene oHG will be significantly **lower** than the Market prices, while maintaining or even bettering the quality provided by the other vendors.
- We aim to pay the Vendors to whom we outsource work **generously**, while charging lower rates from our Clients, which benefits everyone involved .

## Price Comparison-

	Microsoft Project (2 Day)- Basics	Microsoft Project (3 Day)- Intensive	Primavera (3 Day)- Basics	Primavera (4 Day) - Intensive
Rene OhG	750 .- € / Person or 4000 .- € / Corporate Training	950 .- € / Person or 6000 .- € / Corporate Training	1200 .- € / Person or 8900 .- € / Corporate Training	2000 .- € / Person or 12000 .- € / Corporate Training
Projekt-Manager Schulungen	1200.- € / Person or 5000.- € / Corporate Training	1500.- € / Person or 7500.- € / Corporate Training	1650.- € / Person or 10500.- € / Corporate Training	2680.- € / Person or 14000 .- € / Corporate Training
ProAdvice GmbH	-	1350.- € / Person or 7500 .- € / Corporate Training	1800.- € / Person or 12000 .- € / Corporate Training	2400.- € / Person or 16000 .- € / Corporate Training



## 5.6 Market Analysis – Consultancy Services

- Consultancy services offered by companies in Germany and Europe are often **prohibitively** expensive, due to their high exclusivity and monopoly in the industry.

Approximate Prices charged (as of 12-12-2011)

	Primavera Installation and Handholding (3 Months)	EPM Implementation (2 Months)	SAP Implementation (2 Years)
Accenture	500000.- €	450000.- €	30000000.- €
ProAdvice GmbH	360000.- €	320000.- €	-

## 5.7 Pricing Strategy – Consultancy Services

- Consultancy services offered by Rene oHG will be markedly cheaper than the Market price, with no compromise on the Quality and Reliability.
- Only Vendors with impressive prior experience and proven quality record shall be considered for sub contracting.

### Price Comparison-

	Primavera Installation and Handholding (3 Months)	EPM Implementation (2 Months)	SAP Implementation (2 Years)
Rene oHG	320000.- €	300000.- €	22000000.- €
Accenture	500000.- €	450000.- €	30000000.- €
ProAdvice GmbH	360000.- €	320000.- €	-



## 5.8 What makes Rene oHG Unique?

- **Progressive Ventures**, one of our main Training and Consultancy firms who will service our clients, will provide Rene oHG their expertise and services at **highly discounted rates**, for the first Two years (defined by a formal contract)
- The basis of this partnership is family ties (Progressive Ventures is owned by one of the Partner's Family), but Rene oHG will exist as a separate, independent company
- For two years, Microsoft Project Trainers from Progressive Ventures will be paid 100 € (instead of 500 €) and Primavera Trainers will be paid 200 € (Instead of 750 €), by Rene oHG during Handholding period of 2 years.



# 6. Financial Plan



# 6.1 Investment and Depreciation Costs

INVESTMENT AND DEPRECIATION COSTS						
Description	Quantity	Unit Cost (EUR)	Amount (EUR)	Depreciation Period (Years)	Depreciation Rate [%]	Depreciation Cost (EUR)
<b>OFFICE EQUIPMENT</b>						
Computer	2	€ 600.00	€ 1,200.00	4	25%	€ 300
Software	2	€ 200.00	€ 400.00	4	25%	€ 100
Printer	1	€ 70.00	€ 70.00	4	25%	€ 18
Scanner	1	€ 60.00	€ 60.00	4	25%	€ 15
Photocopier	1	€ 300.00	€ 300.00	10	10%	€ 30
Telephone	2	€ 25.00	€ 50.00	10	10%	€ 5
Fax	1	€ 60.00	€ 60.00	10	10%	€ 6
Desktop	2	€ 70.00	€ 140.00	10	10%	€ 14
Table	1	€ 50.00	€ 50.00	10	10%	€ 5
Leather Chairs	2	€ 200.00	€ 400.00	10	10%	€ 40
Chairs	3	€ 40.00	€ 120.00	10	10%	€ 12
Bookshelf	1	€ 30.00	€ 30.00	10	10%	€ 3
Unexpected	1	-	€ 2,000.00	0	0%	€ -
Registration and Legal Costs	1	-	€ 2,000.00	0	0%	€ -
		<b>Total Investment</b>	<b>€ 6,880</b>		<b>Total Annual Depreciation cost</b>	<b>€ 548</b>

## 6.2 Financial Cost and Interest Paid

FINANCIAL COST			
Total Investment		€	6,880
Own Capital	70%	€	4,816
Bank Capital	30%	€	2,064

INTEREST PAID				
Year	Balance of Debt	Interest rate (%)	Interest Cost Paid	Repayment
1. Year	€ 2,064	7%	€ 144	€ 294
2. Year	€ 1,915	7%	€ 134	€ 294
3. Year	€ 1,755	7%	€ 123	€ 294
4. Year	€ 1,584	7%	€ 111	€ 294
5. Year	€ 1,401	7%	€ 98	€ 294
6. Year	€ 1,205	7%	€ 84	€ 294
7. Year	€ 995	7%	€ 70	€ 294
8. Year	€ 771	7%	€ 54	€ 294
9. Year	€ 531	7%	€ 37	€ 294
10. Year	€ 275	7%	€ 19	€ 294
Sum Total			€ 875	€ 2,939

## 6.3 Facility Costs

	FACILITY COST - Startup Year		
Description	Quantity	Unit Cost Monthly (EUR)	Total/Year (EUR)
Rent	1	€ 400	€ 4,800
Advertisement*	1	€ 3,000	€ 36,000
Insurance	1	€ 80	€ 960
		<b>TOTAL ANNUAL</b>	<b>€ 41,760</b>

\* Considering Increased advertising costs for Startup Year

	FACILITY COST - Phase 1			FACILITY COST - Phase 2			FACILITY COST - Phase 3		
Description	Quantity	Unit Cost Monthly (EUR)	Total/Year (EUR)	Quantity	Unit Cost Monthly (EUR)	Total/Year (EUR)	Quantity	Unit Cost Monthly (EUR)	Total/Year (EUR)
Rent	1	€ 400	€ 4,800	1	€ 2,500	€ 30,000	1	€ 20,000	€ 240,000
Advertisement	1	€ 2,000	€ 24,000	1	€ 2,000	€ 24,000	1	€ 2,500.00	€ 30,000
Insurance	1	€ 80	€ 960	1	€ 80	€ 960	1	€ 80	€ 960
		<b>TOTAL ANNUAL</b>	<b>€ 29,760</b>		<b>TOTAL ANNUAL</b>	<b>€ 54,960</b>		<b>TOTAL ANNUAL</b>	<b>€ 270,960</b>

Note on Advertising Strategy- Please click [Here](#)

# 6.4 Personnel Costs

PERSONNEL COST (First Phase)			
Description	Quantity	Salary per Year (EUR)	Partial per Year (EUR)
Nithin	1	€ 36,000	€ 36,000
Mauricio	1	€ 36,000	€ 36,000
		Total per Year	€ 72,000.00
PERSONNEL COST (Second Phase)			
Description	Quantity	Salary per Year (EUR)	Partial per Year (EUR)
Nithin	1	€ 48,000	€ 48,000
Mauricio	1	€ 48,000	€ 48,000
Office Staff	1	€ 36,000	€ 36,000
Own Trainers	3	€ 50,000	€ 150,000
		Total per Year	€ 282,000.00
PERSONNEL COST (Third Phase)			
Description	Quantity	Salary per Year (EUR)	Partial per Year (EUR)
Nithin	1	€ 60,000	€ 60,000
Mauricio	1	€ 60,000	€ 60,000
Office Staff	3	€ 36,000	€ 108,000
Own Trainers/Consultants	12	€ 60,000	€ 720,000
		Total per Year	€ 948,000.00
Note: Salaries include all taxes and social obligations to the Government			

# 6.5 Training Costs

TRAINING COSTS												
	Microsoft Project (2 Days)			Microsoft Project (3 Days)			Primavera (3 Days)			Primavera (4 Days)		
Description	Quantity	Unit Cost (EUR)	Amount (EUR)	Quantity	Unit Cost (EUR)	Amount (EUR)	Quantity	Unit Cost (EUR)	Amount (EUR)	Quantity	Unit Cost (EUR)	Amount (EUR)
Trainer's Salary (per Day)	2	€ 500	€ 1,000	3	€ 500	€ 1,500	3	€ 750	€ 2,250	4	€ 750	€ 3,000
Trainer's Hotel (Includes all meals)	2	€ 200	€ 400	3	€ 200	€ 600	3	€ 200	€ 600	4	€ 200	€ 800
Trainer's Flights (International Flights) - Return	2	€ 375	€ 750	2	€ 375	€ 750	2	€ 375	€ 750	2	€ 375	€ 750
Hotel for Rene oHG Staff (Includes all meals)	2	€ 100	€ 200	3	€ 100	€ 300	3	€ 100	€ 300	4	€ 100	€ 400
Travel (Flights and Train) for Rene oHG staff- Return	2	€ 100	€ 200	2	€ 100	€ 200	2	€ 100	€ 200	2	€ 100	€ 200
Rent for Conference Hall(per Day)	2	€ 500	€ 1,000	3	€ 500	€ 1,500	3	€ 500	€ 1,500	4	€ 500	€ 2,000
Transport (per Day)	2	€ 50	€ 100	3	€ 50	€ 150	3	€ 50	€ 150	4	€ 50	€ 200
Training Material	6	€ 15	€ 90	6	€ 15	€ 90	6	€ 15	€ 90	6	€ 15	€ 90
		TOTAL	€ 3,740		TOTAL	€ 5,090		TOTAL	€ 5,840		TOTAL	€ 7,440

# 6.6 Annual Training and Consultancy Costs

			Startup Year (Handholding contract- Reduced Trainer Salaries)			Second Year (Handholding contract- Reduced Trainer Salaries)		
Type of Service			Total per Year	Individual Cost	Annual Cost	Total per Year	Individual Cost	Annual Cost
Microsoft Project (2 Days) - Basic			20	€ 2,840	€ 56,800.00	30	€ 2,840	€ 85,200.00
Microsoft Project (3 Days)- Intensive			20	€ 3,890	€ 77,800.00	42	€ 3,890	€ 163,380.00
Primavera (3 Days)- Basic			14	€ 4,190	€ 58,660.00	27	€ 4,190	€ 113,130.00
Primavera (4 Days) - Intensive			16	€ 5,240	€ 83,840.00	42	€ 5,240	€ 220,080.00
Consultancy Services - EPM Implementation			0		€ -	1	€ 250,000.00	€ 250,000.00
Consultancy Services - Primavera Implementation			0		€ -	1	€ 280,000.00	€ 280,000.00
Long Term Consultancy Contract (SAP implementation)			0		€ -	0		€ -
<b>Total Annual Cost</b>					<b>€ 277,100.00</b>			<b>€ 1,111,790.00</b>
Phase 1 (year 3-4)			Phase 2 (Year 5-7)			Phase 3 (Year 8-10)		
Total per Year	Individual Cost	Annual Cost	Total per Year	Individual Cost	Annual Cost	Total per Year	Individual Cost	Annual Cost
30	€ 3,740	€ 112,200	52	€ 3,740	€ 194,480	72	€ 3,740.00	€ 269,280
42	€ 5,090	€ 213,780	66	€ 5,090	€ 335,940	93	€ 5,090.00	€ 473,370
27	€ 5,840	€ 157,680	49	€ 5,840	€ 286,160	66	€ 5,840.00	€ 385,440
42	€ 7,440	€ 312,480	72	€ 7,440	€ 535,680	96	€ 7,440.00	€ 714,240
1	€ 280,000	€ 280,000	3	€ 250,000.00	€ 750,000	6	€ 250,000.00	€ 1,500,000
1	€ 300,000	€ 300,000	2	€ 300,000	€ 600,000	4	€ 300,000.00	€ 1,200,000
0		€ -	0		€ -	1	€ 21,000,000.00	€ 21,000,000
		<b>€ 1,376,140</b>			<b>€ 2,702,260</b>			<b>€ 25,542,330.00</b>



# 6.7 Expected Revenue

Description	Unit Price [EUR]	1st Year		2. Year - 4. Year		3. Year - 7. Year		8. Year - 10. Year	
		No. Of Trainings/ Services per Year	Revenue [EUR]**	No. Of Trainings/ Services per Year	Revenue [EUR]	No. Of Trainings/ Services per Year	Revenue [EUR]	No. Of Trainings/ Services per Year	Revenue [EUR]
Corporate training - MSP (2 Days) -Basics	€ 4,000	8	€ 25,600	15	€ 60,000	27	€ 108,000	36	€ 144,000
Corporate training - MSP (3 Days)- Intensive	€ 6,000	5	€ 24,000	18	€ 108,000	30	€ 180,000	45	€ 270,000
Corporate training - Primavera (3 Days) - Basic	€ 8,900	6	€ 42,720	12	€ 106,800	24	€ 213,600	30	€ 267,000
Corporate training - Primavera (4 Days) Intensive	€ 12,000	4	€ 38,400	18	€ 216,000	36	€ 432,000	48	€ 576,000
Public training* in MSP (2 days) - Basic	€ 4,500	12	€ 43,200	15	€ 67,500	25	€ 112,500	36	€ 162,000
Public training* in MSP (3 days) - Intensive	€ 5,700	15	€ 68,400	24	€ 136,800	36	€ 205,200	48	€ 273,600
Public training* in Primavera (3 Days) - Basic	€ 7,200	8	€ 46,080	15	€ 108,000	25	€ 180,000	36	€ 259,200
Public training* in Primavera (4 Days) - Intensive	€ 12,000	12	€ 115,200	24	€ 288,000	36	€ 432,000	48	€ 576,000
Consultancy Services - EPM Implementation	€ 300,000	0	€ -	1	€ 300,000	3	€ 900,000	6	€ 1,800,000
Consultancy Services - Primavera Implementation	€ 320,000	0	€ -	1	€ 320,000	2	€ 640,000	4	€ 1,280,000
Long Term Consultancy Contract (SAP implementation)	€ 22,000,000	0	€ -	0	€ -	0	€ -	1	€ 22,000,000
<b>TOTAL</b>			€ 403,600		€ 1,543,100		€ 3,115,300		€ 27,193,800

\* - A conservative Minimum of 6 Participants considered

\*\* - Including First Year discount of 20 % for ALL Customers

# 6.8 Cash Flow Analysis

CASH FLOW										
	Startup Year	1st Phase			2nd Phase			3rd Phase		
	1. Year*	2. Year*	3. Year	4. Year	5. Year	6. Year	7. Year	8. Year	9. Year	10. Year
Revenue	€ 403,600	€ 1,543,100	€ 1,543,100	€ 1,543,100	€ 3,115,300	€ 3,115,300	€ 3,115,300	€ 27,193,800	€ 27,193,800	€ 27,193,800
Depreciation Costs	€ 548	€ 548	€ 548	€ 548	€ 548	€ 548	€ 548	€ 548	€ 548	€ 548
Financing Costs	€ 144	€ 134	€ 123	€ 111	€ 98	€ 84	€ 70	€ 54	€ 37	€ 19
Personnel Costs	€ 72,000	€ 72,000	€ 72,000	€ 72,000	€ 282,000	€ 282,000	€ 282,000	€ 948,000	€ 948,000	€ 948,000
Facility Costs	€ 41,760	€ 29,760	€ 29,760	€ 29,760	€ 54,960	€ 54,960	€ 54,960	€ 270,960	€ 270,960	€ 270,960
Trainings Costs	€ 277,100	€ 1,111,790	€ 1,376,140	€ 1,376,140	€ 2,702,260	€ 2,702,260	€ 2,702,260	€ 25,542,330	€ 25,542,330	€ 25,542,330
Profit before tax	€ 12,048	€ 328,868	€ 64,530	€ 64,542	€ 75,434	€ 75,448	€ 75,463	€ 431,909	€ 431,925	€ 431,943
Taxes (40%)	€ 4,819	€ 131,547	€ 25,812	€ 25,817	€ 30,174	€ 30,179	€ 30,185	€ 172,763	€ 172,770	€ 172,777
Profit after taxes	€ 7,229	€ 197,321	€ 38,718	€ 38,725	€ 45,261	€ 45,269	€ 45,278	€ 259,145	€ 259,155	€ 259,166
Cash-Flow	€ 7,776	€ 197,869	€ 39,265	€ 39,272	€ 45,808	€ 45,816	€ 45,825	€ 259,693	€ 259,703	€ 259,713
Reapment Credit	€ 294	€ 294	€ 294	€ 294	€ 294	€ 294	€ 294	€ 294	€ 294	€ 294
Dividend	€ 7,482	€ 197,575	€ 38,971	€ 38,979	€ 45,514	€ 45,523	€ 45,531	€ 259,399	€ 259,409	€ 259,420
* Handholding contract period										

# 6.9 Profitability Analysis

PROFITABILITY				
Equity	Profit after taxes	Dividend	Return of Investment	
€ 4,816	€ 7,229	€ 7,482	1.55	1. Year*
€ 4,816	€ 197,321	€ 197,575	41.02	2. Year*
€ 4,816	€ 38,718	€ 38,971	8.09	3. Year
€ 4,816	€ 38,725	€ 38,979	8.09	4. Year
€ 4,816	€ 45,261	€ 45,514	9.45	5. Year
€ 4,816	€ 45,269	€ 45,523	9.45	6. Year
€ 4,816	€ 45,278	€ 45,531	9.45	7. Year
€ 4,816	€ 259,145	€ 259,399	53.86	8. Year
€ 4,816	€ 259,155	€ 259,409	53.86	9. Year
€ 4,816	€ 259,166	€ 259,420	53.87	10. Year
* Handholding Contract Period				

# 7. Contractual Agreements



# 7.1 Contractual Agreement with Progressive Ventures – Brief Overview

- Progressive Ventures, a registered company with the Republic of India, will provide handholding and support to Rene oHG in the form of discounted rates and availability of its resources for a period of two years.
- Discounted rates are defined as follows-
  - Microsoft Project Trainers are paid – 100 €/day
  - Primavera Trainers are paid – 200 €/day
- Progressive Ventures will not involve itself in the running of Rene oHG.
- Progressive Ventures has the option to extend the duration of the contract by a further two years.

## 7.2 Contractual Agreements between Partners – Brief Overview

- All profits shall be shared equally between partners, after Phase 1. Till the end of Phase 1, all profits made shall be re-invested into the Company.
- Any corporate decision shall be taken only with the approval of both the partners.
- Both partners agree to put the interests of the Company before any personal gain or motivation.
- Both partners will always remember their humble beginnings and friendship fondly, which is the **only** conflict negating clause they shall require.



Thank you!

