BUSINESS PLAN BIG'S IMAGES

THESIS

SUGIHARTO 0606146186



UNIVERSITAS INDONESIA FAKULTAS EKONOMI PROGRAM MM-MBA JAKARTA MAY 2009



NATIONAL DEPARTMENT OF EDUCATION UNIVERSITY OF INDONESIA FACULTY OF ECONOMY PROGRAM STUDY MASTER OF MANAGEMENT -MBA

FINAL PAPER BUSINESS PLAN BIG'S IMAGES

Submitted by: SUGIHARTO 0606146186

AS AN ACCOMPLISHING REQUIREMENTS
FOR GAINING DEGREE
MASTER OF MANAGEMENTMASTER OF BUSINESS ADMINISTRATION
2006-2009

STATEMENT OF ORIGINALITY

This final paper represents my own effort, any idea or excerpt from other writers in this final paper, either in form of publication or in other form of publication, if any, have been acknowledged in this paper in accordance to the academic standard or reference procedures

Name : Sugiharto

Student Number : 0606146186

Signature

Date : January 23, 2009

HALAMAN PENGESAHAN

Thesis ini diajukan oleh

Nama : Sugiharto

NPM : 0606146186

Program Studi : MM – MBA

Judul Skripsi : Business Plan – Big's Image

Telah berhasil dipertahankan dihadapan Dewan Penguji dan diterima sebagai bagian persyaratan untuk memperoleh gelar MM-MBA Fakultas Ekonomi, Universitas Indonesia

DEWAN PENGUJI

Pembimbing : Ir. Muslim Harahap, MBA, MŞÆ

Penguji : Albert Widjaja, PhD

Penguji : Avanti Fontana, PhD

Ditetapkan di : Jakarta

Tanggal: 23 Januari 2009

PREFACE

Assalamualaikum wr.wb.

Alhamdullillahirabbil 'alamin for his gift, mercy and blessing to me to have

the ability to finish my final report with title "Business Plan Big's Image". This final

report is to fulfill one of the requisites to achieve a degree Master OfManagement the

University of Indonesia.

The goal this report is to give general overview about newly established

company, CV Big's Image, in order to run well in Bekasi. Hopefully this report will

give good input to management of Big's Image to run and to win the intense

competition.

The report finally can be completed with some helps from all people advice,

input, experience, knowledge, spirit and motivation which are very valuable to me.

My special greatness thank to:

1. My beloved family especially my mothers, my dearest wife for their patience to

give support material and immaterial.

2. Mr. Rhenald Kasali, PhD, Chairman of MM-UI.

3. Mr. Avanti Fontana, PhD, Coordinator of MM-MBA program.

4. Mr. Ir. Muslim Harahap, MBA, MSIE, as my counselor in writing of this final

report.

5. The whole staff of MM-UI.

6. My colleague in MM-MBA 2006.

Wassalamualaikum Wr Wb.

Sugiharto

LETTER OF AGREEMENT TO PUBLISH THE THESIS FOR ACADEMIC PURPOSE ONLY

(Individual Assignment)

As a member of society of academicians of University of Indonesia, I have agreed as stated below:

Name

Sugiharto

NPM

0606146186

Study Program

Magister Management

Faculty

Economy

Assignment type

Thesis

On behalf of science development, I have fully agreed to give the Non-exclusive Royalty Free Right of the thesis to the University of Indonesia which titled:

Business Plan Big's Images

Along with any related materials if needed.

With this Non-exclusive Royalty Free Right, University of Indonesia has the right to keep, transform and manage in forms of database, distribute and publish it in the internet and other media as well for academic purpose only, even without permission as long as my name is mentioned and included as the sole writer/author and as the copyright holder.

Any form of lawsuits which possibly occur in the future event considered as copyright violation of this thesis will be my personal responsibility.

Sincerely I declare that the statement above is true indeed.

Declared at Jakarta, On January 23, 2009

(Sugiharto)

ABSTRACT

One business that is being popular nowadays which is able accommodate modern professionals needs especially to promote their needs in socializing their images or products to public, Digital Printing, has become one of essential business that is quite hard to be put aside.

The fact above motivate us to develop a new business, pursuing the great opportunity, we consider that Bekasi, especially in Bulan-Bulan is the best place to start new business in digital printing, because printing business in Bekasi is concentrated in this area.

In implementing our aim, we establish a new company which is named CV Big's Images. We make comprehensive business plan that include the characteristic of the business, target market, technology, competition and prospect of rate of return.

Key words:

Digital printing, business plan, growth strategy

TABLE OF CONTENTS

PREFACE	i
ABSTRACT-	ii
TABLE OF C	ONTENTS iii
LIST OF FIG	URES v
LIST OF TAE	BLESvi
CHAPTER I I	NTRODUCTION 1
	1.1 Background 1
	1.2 Problem Formulation 5
	1.3 Research Objective 5
	1.4 Research Methodology 5
	1.5 Organization of The Report 6
CHAPTER II	Theoretical Background 10
	2.1 Business Plan Definition 10
	2.2 Key Element of Business Plan 11
	2.3 The Description of The Element of The Business Plan 11
	2.4 Analysis of Growth Strategy 17
CHAPTER III	I COMPANY BACKGROUD AND ORGANIZATION 21
	3.1 Company Ownership 21
	3.2. Initial Investment and Working Capital Summary 21
	3.3 Legal Structure
	3.4 Management Team 24
	3.5 Organizational Structure 25
	3.6 Principal Stockholder 26
CHAPTER IV ANALYSIS	
	4.1 Product and Service
	4.1.1 Competitive Comparison 30
	4.1.2 Technology 34
	4.2 Market Analysis & marketing Plan 34

	4.2.1 Industry Analysis	34
	4.2.2 Target Market	38
	4.2.3 Customer Profile	39
	4.2.4 Major Competitor and Participants	41
	4.2.5 Projected Market Growth and Market Share Objectives	41
	4.2.6 Risk Factor of failure and Anticipations	42
	4.2.7 Positioning Statement	42
	4.2.8 Pricing Strategy	44
	4.2.9 Market Segmentation	46
	4.2.10 Promotion Strategy	48
	4.3. ProductionAnalysis	49
	4.3.1 Cost	50
	4.3.2 Investment	52
	4.4 Financial Analysis	53
	4.4.1 Buy Or Lease Analysis	54
	4.4.2 Leasing	54
	4.4.3 Buy Or Lease Decision Analysis	56
	4.4.4 Four Years Income Statement	58
	4.4.5 Four Years Balance Sheet	60
CHAPTER V	CONCLUSION AND SUGGESTION	63
	8.1 Conclusion	63
	8.2 Suggestion	63
REFERENCE	S	65
APPENDICES	S	66

LIST OF PICTURE

Picture 1.1 Main Step in Conducting for The research	8
Picture 2.1 Company Growth Cycle	19
Picture 3.1 Big's Image Organizational Structure	26
Picture 4.1 Outdoor Products	28
Picture 4.2 Indoor Products	29
Picture 4.3 Document Products	30
Picture 4.4 Xaar Print Head	32
Picture 4.5 Seiko Print Head	32
Picture 4.6 Konika Print Head	33
Picture 4.7 Market Share	37
Picture 4.8 Graphic of Demographic Customer Based on Age	39
Picture 4.9 Graphic of Big's Image Product Users	40
Picture 4.10 Graphic of Primary Purpose of Printings Product	40
Picture 4.11 Graphic of Capacity Per Hour Vs Number of Passing	45
Picture 4.12 Graphic of Cost of Goods Sold Vs Number of Passing	47
Picture 4.13 Graphic of Sales Volume	47

LIST OF TABLES

Table 1.1 Area, Sales Volume, Competitor and Target Customer	4
Table 3.1 Financial Objective of Big's and New Product Launching Schedule	22
Table 3.2 Legal Factor and Characteristic of CV	23
Table 3.3 General data of CV Big's Image	24
Table 4.1 Industrial Analysis Factor	35
Table 4.2 Competitive Analysis	43
Table 4.3 Resolution Impact Towards Passing, Time, and Cost of Goods Sold	44
Table 4.4 Sales Volume in Bekasi	48
Table 4.5 Production Capacity of Machines	51
Table 4.6 Cost of Good Sold for All Machines	51
Table 4.7 Initial Inventories	53
Table 4.8 Calculation Leasing Tax Benefit	57
Table 4.9 NPV Comparison Buy Vs Lease	57
Table 4.10 Income Statement	
Table 4.11Four Years Balance Sheet	61