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Managing enterprise 21st century

Eco hero cleaning

This company called ECO Hero provide different services such as cleaning and different resources of cleaning, this company has reasonable prices and a good understanding with plenty experience in cleaning domain.

We are a big company with our own equipment and with multifunction devices that can help you and help us to understand and help you with the necessary service, we do many different services as a; Washing the windows outdoor and indoor, washing your floor, total disinfestations and many others services that you would like us to do, we would love to help you.

However as I am the accountability in these company me and my colleagues we tried to help the most vulnerable people in our society, for example with our company we have, we thought that people it will start having a job because of this organization like if the business it will increase we will need people to work for us because we will not have the time to do the services for our lovely customers.

If the circumstances of the budget increase together with the sales of our organization, we help the government as well because we also pay the insurance and others services.

The value of marketing and finances of the business environment challenges companies to deliver value and profits in the face of an unforgiving economic environment.

The Finances operations accounting and other business functions are all dependent on sufficient demand for products, thus financial success depends on marketing ability, and marketing's value also extends to society as a whole.

We can deduce that many firms with, including non-profit operations have a marketing chief or marketing officer, to put the finance and the marketing status on a more equal where the consumers, completion, technology and economic forces change rapidly and consequences quickly multiply operate.

Marketing and finance are two huge roles in the business industry, the markets change and economies go through cycles regularly. Each cycle creates challenges for markets and is it important in different ways to respond swiftly and decisively to changes in economic health, because the economic part has the greatest risk to fail carefully monitoring their strategies and competition to improve their value offerings and marketing's strategies to satisfy employees and stockholders.

As economies change, the markets and the finances status need to rethink their marketing practice to stay reasonable to customers' needs.

The financial status has a huge role in every firm or company because the profit and the incomes need to be calculating to pay the others services and to view the sales and others important payable staffs. The finances it's an integrity part of strategy from the company, it's a process continued for the assignation for resources to allow the objectives.

The techniques are based on the information on the financial estates and realise a diagnostic from the company to allow and to achieve conclusions from the progress of the business and its future evolution.

First the rent ability, meaning the total of the quality, composition, evolution and tendency, the figures of the results what means is important is not their net value, huge or not.

In the second the short-term financial situation, that is the ability to meet short-term debts and commitments, the size and composition of working capital, the maturity period of the company and the generation of treasury in operating activates.

Thirdly , the long –term financial situation , that is solved or the capacity to service long-term debts , the structure of investments, sources of financing the capacity , structure and convenience of borrowing the estimation of results in future periods.

We know that it's vital importance for the companies for the strategies to allow the goals and challenges, that's why the companies increase and can compete with other companies, the composition of demand to meet the organisation's objectives.

Marketers along with other societal factors, influence wants, they might promote the idea that a company would satisfy a person's need for social status; companies need be initiative and creative and be ahead of consumer needs.

Marketing Balance;

Companies must always move forward , innovating products and services , staying in touch with customers needs and new advantages rather than relying on past strengths like moving forward especially means incorporating the internet and digital efforts into marketing plans , marketers must balance increasing spending on traditional marketing communications.

Marketing accountability ;

Markets are always questionable if they invest financial including profitability in terms of progressing with different organizations during the base.

Organisations recognise that the value and the profits comes from the customers, the employees and distributors and supplier relations their marketing and business performance and a broader variety of financial measures to assess the direct and indirect value their marketing efforts create.

Marketing in an organisation;

We now the market is highly useful in different organization because having a bad marketing it will have different issues to the customers.

The markets need to deal and manage all possible touch points for example, product functions, employee training and package designs including marketing is needed to manage key process such as production, innovation and new-business development.

However we can see this organisation has an impact in the business industry not only the finance part but also the marketing organisation helps to develop better the business distributors to help the business to increase including with other many different facts are the most important purpose and interruption for the business.

The operations of the company are all aligned with the marketing philosophy and the operations of the company challenges and management skill and creativity to operate rationalise and integrated internal marketing programme with all staff.

Conclusion;

The business industry are one of the most important and helpful way to become a good entrepreneur , we saw and we can notice that the business industry has different factors and different roles , for example the marketing , the finance , the profits and many organisation .

The financial part has a huge important role in the business industry, we saw that this part it's the most important because you need to calculate the profit and the budget with different part such as the insurance, the benefits and others stuffs.

During with this process we can go through others process that are linked to the financial status, developing new industries and different ideas, and challenges because this can also provide to reach our goals and challenges those we will have to deal during the process until the results and the situation and the evolution .

The marketing place it can be dramatically different from even 10 years ago, with new marketing behaviours, opportunities and challenge emerging.

The contemporary environment is a world immense complexly, contradiction and change, including global with stunning technological development where there are 3 different components.

Costs and Prices

Number of units in calculation	
Product/service components	Component cost
Remove the cloth	£200
Washing interior windows	£200
Vacuum cleaner	£200
Collection of washing clothes	£150
Cleaning Tables and chairs	£200
Total disinfestation	£ 300
Cleaning large appliance on outside	£ 250

Washing floors	£ 150
Cleaning the bathrooms	£ 200
washing interior windows	£150
Floor cleaning	£200
Cleaning the sink	£250
Cleaning surfaces with tiles	£230
Cleaning for disabled and elderly people	£350
Washing and dry clothes	£250
Change off bed sheets	£180
Feeding pets	£220
Cleaning the house	£300
Total product/service cost	£10,520
Cost per unit	£5.400
Profit margin (£)	£1,000
Price per unit	£4,120
Profit margin (%)	5%
Mark up (%)	0%

Sales and Costs

		Mon th	1	2	3	4	5	6	7	8	9	10	11	12	Tota l
A	Month name		January	Feb	March	Apr	May	June	July	Aug	Sep	October	Nov	Dec	12 Mon ths
Sales forecast															
B	Product/service		£												
	Systems		1,000	1000	1129	1200	1200	1365	1500	1200	1100	1230	1320	1200	£8k
	Services														
	Training														
	Other														
C	Product/ service														
	Services		£75	£69	£58	£90	£60	£89	£55	£65	£59	£45	£65	90	£760
Costs forecast															

D	Product/s ervice													
	Training	£80	£89	£50	£89	£50	£150	£120	£90	£65	£78	£88	£65	£1k

Survival Budget

		Estimated costs	Monthly cost (£)
A		Mortgage/rent	£1,200
		Council tax	£120
		Gas, electricity and oil	£200
		Water rates	£35
		All personal and property insurances	£500
		Clothing	£200
		Food and housekeeping	£300
		Telephone	£ 80
		Hire charges (TV, DVD etc.)	£120
		Subscriptions (clubs, magazines etc.)	£300
		Entertainment (meals and drinks)	£250
		Car tax, insurance, service and maintenance	£180
		Children's expenditure and presents	£230
		Credit card, loan and other personal debt repayments	£270
		National Insurance	£80
B		Total costs (£)	£2,650
C		Estimated income	Monthly income (£)
		Income from family/partner	0%
		Part time job	£500

	Working tax credit	£450
	Child benefits	£80
	Other benefits	0%
D	Total income (£)	£1.030
E	Total survival income required (£)	£3,680

Cash flow

Month	Pre stat	1	2	3	4	5	6	7	8	9	10	11	12	Total	
Month name		Jan	Feb	March	Apr	May	June	July	Aug	Sep	Oct	Nov	Dec		
Money in (£)															
Funding from The Prince's Trust	£	200	150	120	210	100	120	110	130	225	180	120	145	2K	
Funding from other sources	£	300	320	280	200	190	265	245	130	220	170	390	240	4K	
Own funds	£	50	100	90	50	40	120	80	55	70	120	250	400	1K	
Income from sales	£	1K	2,5K	2K	1,5K	3K	2K	1K	2,5K	1,2K	4K	2K	3K	10K	
Total money in (£)	0.00	1,2K	2K	550	3K	2,5K	1,5K	2,2K	4K	3,2K	2,5K	1,8K	2,2K	21K	
Money out (£)															
Repayments - The Prince's Trust	£	400	300	240	420	240	220	250	360	240	290	260	390	3K	
Survival Budget		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
Production costs	£	12k	9k	12k	13k	8k	11k	5k	9k	8k	7k	7k	9k	100k	
Payroll	£	7k	6k	8k	5k	7k	4k	5k	3k	4k	5k	6k	6k	66.000	
Rent	£	1k	0	650	0	0	1,2k	0	0	900	0	0	550	4k	

Other general and admin	£	1k	825	1k	1k	735	960	1,4k	640	780	800	950	900	11k
Loans payable	£	985	0	850	0	0	1k	2k	0	0	550	900	650	7k
Credit card payment	£	0	5k	2k	3k	5k	6k	4k	2k	5k	3k	2k	1k	39k
Owners draw	£	1k	1k	1k	1k	1k	1k	1k	1k	1k	1k	1k	1k	13k
Total money out (£)	0.00	26k	22k	23k	23k	22k	25k	18k	16k	12k	17k	18k	19k	241k
Balance (£)	0.00	300	500	800	300	300	200	300	200	500	500	200	200	44k
Opening balance	0.00	20k	20k	14k	23k	37k	34k	37k	20k	25k	15k	22k	30k	
Closing balance	0.00	20k	14k	23k	26k	34k	32k	34k	17k	20k	10k	20k	28k	

Costs Table

Cost Item	What is included and how you worked it out	Total cost
Repayments - The Prince's Trust	Money to repay the Prince's Trust their loan	0.00
Survival Budget	Money required to cover personal expenditure. See survival budget in business plan section 10 for further breakdown	0.00
Production Cost	Money to repay the services.	£100.000
Payroll	Money to save up.	£450
Rent	Monthly/Annually rate of payment	£1,200
Other general and administrative expenses	To contribute to the overall operations of the company	£2,500
Loans payable	They are versatile and decent and quickly approval.	£320
Owners draw	The amount of payment saved up from an expense	£250
Computer	Money invested on a technological device	£200-300
Multifunction device	To allow multiple actions done at once	£500

Desk	Have social interactions of work	£200
Telephone	Communicate across companies and make phone calls	£100
Packaging machine	To cover important material	£350-380
Chair	To be more attractive , impressive and comfortable	£50
Pump Truck	In case flammable substances catch fire	850
Insurance	To cover our services such as NHS	£80
Equipment	Necessary to use in other domains	£100-200
Professional services	To lower the risk of unwanted services	£200
Network maintenance	To read about others advantages as compared other commercial.	£50-60