



Hak cipta dan penggunaan kembali:

Lisensi ini mengizinkan setiap orang untuk menggubah, memperbaiki, dan membuat ciptaan turunan bukan untuk kepentingan komersial, selama anda mencantumkan nama penulis dan melisensikan ciptaan turunan dengan syarat yang serupa dengan ciptaan asli.

Copyright and reuse:

This license lets you remix, tweak, and build upon work non-commercially, as long as you credit the origin creator and license it on your new creations under the identical terms.

BUSINESS PROPOSAL FOR BAKMI AYAM JOE

Final Project Proposal

Submitted for partial fulfilment of the course curriculum



Name : Vincent Jeremy

Student ID 00000033691

Program : Hotel Operations

Faculty : Business

UNIVERSITAS MULTIMEDIA NUSANTARA

TANGERANG

2022

FINAL PROJECT PROPOSAL VALIDATION BAKMI AYAM JOE

BY

Name : Vincent Jeremy

Student ID 00000033691

Faculty : Business

Program : Hotel Operations

Tangerang, 7 January 2021

Advisor,

Examiner,

Anton Harianto, M. M. Par.

NIDN. 0304097304

Head Examiner,

Adestva Avu Armielia, S.ST.M.Si.Par

NIDN. 0328107302

Head of Hotel Operations Program,

Oqke Prawira, S.ST.M.Si.Par

NIDN. 0428108007

Ogke Prawira, S.ST.M.Si.Par NIDN. 0428108007

i

NON-PLAGIARISM DECLARATION FORM FINAL PROJECT PROPOSAL

Hereby, I:

Name : Vincent Jeremy

Student ID 00000033691

Program : Hotel Operations

Advisor : Anton Harianto, M.M. Par.

Who wrote the Final Project Proposal with the title:

BAKMI AYAM JOE

Confirm that this proposal is my own work, is not copied from any other person's work (published or unpublished), and has not previously submitted for assessment either at Universitas Multimedia Nusantara or elsewhere. Every citation and quotes from different sources have been mentioned in the reference part in this proposal. If fraud is found in the proposal one day, I accept to receive the sanction, which is failing in my final project and must redo it.

Tangerang, 7 January 2021

Vincent Jeremy

NIM. 00000033691

M U L T I M E D I A N U S A N T A R A

PREFACE

This Final Project proposal can be done perfectly by the writer with the help from the others. There is no words can explain how glad and gratefully the writer is towards the help and support given while doing this report to be finished on time. First of all, the writer wants to thank the Lord, who always bless and guide the writer in every situation to complete this report. Thank you to parents for providing the writer with adequate facilities that can be easily used in the making process of this proposal. The writer also wants to thank Mr. Oqke Prawira as the Head of the Hotel Operation and the head examiner of this project, also to Ms. Adestya Ayu as the examiner for agreeing to this report's completion.

Especially for Mr. Anton Harianto, as the advisor who taught and guide the writer in the making process of this report, so the contents of this proposal are true and good in quality. Not only that, but the writer also want to thanks all the rest of the lecturers, including Ms. Yoanita Alexandra, Ms. Septi Fahmi Choirisa, and Mr. Ringkar Situmorang for the support and help by giving directions and providing knowledge to the writer. Finally, the writer also wants to thank all friends who help the writer by giving motivation, support, encouragement, and effort to fill in the writer's market survey to help the research for this report. Thank you for all the willingness and support so that this report can be finished well by the writer.

UNIVERSITAS MULTIMEDIA NUSANTARA

TABLE OF CONTENT

FINAL PROJECT PROPOSAL VALIDATION FORM	i
NON-PLAGIARISM DECLARATION FORM	ii
PREFACE	iii
TABLE OF CONTENTS	iv
TABLE OF PICTURES	V
TABLE OF CHARTS	
LIST OF TABLES	
LIST OF APPENDIX	viii
EXECUTIVE SUMMARY	ix
CHAPTER I COMPANY OVERVIEW	1
A. Industry Analysis	1
B. Company Description	
C. Products and Services.	
CHAPTER II MARKETING PLAN	
A. Market Size	7
B. Competitor Analysis	9
C. Sales Goals	
D. Marketing Strategy	
CHAPTER III OPERATIONAL PLAN	
A. Location & Facilities	
B. Manufacturing or Service Methods	15
C. Supplies and Suppliers	15
D. Control Procedures	16
CHAPTER IV FINANCIAL PLAN	
A. Capital Needs	27
B. Financial Statements Overview	27
C. Break-Even Point	24
CHAPTER V EXHIBITION	25
A. Location and Venue	25
R Rudget	25

APPENDIX		29
REFERENCE .		28
D. Media and	Promotion	27
C. Product Pre	esentation	26



TABLE OF PICTURES

Picture 1.1 Bakmi Ayam Joe Logo	2
Picture 1.2 Original Chicken Bakmie	4
Picture 1.3 Chicken Bakmie with Dumplings	5
Picture 1.4 Chicken Bakmie with Meatball	5
Picture 1.5 Bakmie Ayam Joe Packaging	5
Picture 1.6 Bakmie Ayam Joe in Go-Food Illustration	6
Picture 2.1 Bakmi Ayam Bangka By Kojay	9
Picture 2.2 Bakmi Ayam Banyumas	10
Picture 2.3 Bakmi Ayam Dadu - Sudimara Barat	10
Picture 2.4 Original Chicken Bakmie	12
Picture 2.5 Chicken Bakmie with Dumplings	12
Picture 2.6 Chicken Bakmie with Meatball	12
Picture 3.1 Bakmi Ayam Joe Kitchen	14
Picture 3.2 Bakmie Ayam Joe Maps	14
Picture 5.1 Universitas Multimedia Nusantara	25
Picture 5.2 Original Chicken Bakmie	26
Picture 5.3 Chicken Bakmie with Dumplings	26
Picture 5.4 Chicken Bakmie with Meatball	27
Picture 5.5 Bakmie Avam Joe's Brochure	27

UNIVERSITAS MULTIMEDIA NUSANTARA

TABLE OF CHARTS

Chart 2.1 Domicile Chart		7
Chart 2.2 Gender Chart		7
Chart 2.3 Age Chart		8
Chart 2.4 Occupation Chart		8
Chart 2.5 Customer's Interest in Food Chart		8
Chart 2.6 How to Consuming Chart		8
Chart 3.1 Manufacturing Methods	1	4



LIST OF TABLE

Table 1.1 Bakmi Ayam Joe's Development Timeline	3
Table 2.1 SWOT Analysis	11
Table 2.2 Bakmie Ayam Joe Products	12
Table 2.3 Bakmie Ayam Joe Product Pricing	13
Table 3.1 Bakmie Ayam Joe Facilities	14
Table 3.2 Supplies and Suppliers of Bakmie Ayam Joe	
Table 3.3 Working Schedule	17
Table 3.4 Employees Salary	17
Table 4.1 Total Investment of Bakmie Ayam Joe	18
Table 4.2 Original Chicken Bakmie Pricing	19
Table 4.3 Chicken Bakmie with Dumplings Pricing	19
Table 4.4 Chicken Bakmie with Meatball Pricing	20
Table 4.5 Revenue Projection of Bakmie Ayam Joe	21
Table 4.6 Cost of Good Sold (COGS) of Bakmie Ayam Joe	21
Table 4.7Operating Expenses of Bakmie Ayam Joe	22
Table 4.8 Income Statements of Bakmie Ayam Joe	22
Table 4.9 Fixed and Variable Cost of Bakmie Ayam Joe	23
Table 4.10 BEP of Bakmie Ayam Joe Products	24
Table 4.11 ROI of Bakmie Ayam Joe Products	24
Table 5.1 Budgeting for Exhibition	25

M U L T I M E D I A N U S A N T A R A

LIST OF APPENDIX

Appendix 1.1 The Writer's Curriculum	Vitae20
Appendix 1.2 Advisory Form	2



EXECUTIVE SUMMARY

Bakmie Ayam Joe is a noodle shop that engaged in the food business industry. This is a start-up business that provides an authentic fresh noodle dishes with a high-quality standard. There is a total of three menu provided by this company. Including the original chicken bakmie, chicken bakmie with dumplings, and also chicken bakmie with meatball. The noodle used by the company is a special made fresh noodle that has a chewy texture and delicious in the taste. The products will be packed in a special plastic box with Bakmie Ayam Joe logo.

There is a total of two highly dedicated kitchen workers who can produce a high quality and fresh noodle products to ensure the satisfaction of every customers. The primary target of Bakmie Ayam Joe is from all gender, including the male and female customer. The age of the targeted customers are from 17 to 30 years old. For the occupation, they are mostly students and employees who love to eat noodle dishes as the subtitute of rice dishes. In running the business,

The daily sales target of Bakmie Ayam Joe is around 35 Portions of Bakmie dishes. Bakmie Ayam Joe products pricing is range from Rp20,000 to Rp25,000 depends on the variety choosen. The price of one portion original chicken bakmie is around Rp20,000. For one portion of chicken bakmie with dumplings is Rp25,000. Last but not least, the price for one portion chicken bakmie with meatball is also Rp25,000. Bakmie Ayam Joe is dedicated to provide a delicious and high quality bakmie products with affordable price to ensure the satisfaction of every customers.

UNIVERSITAS MULTIMEDIA NUSANTARA