



Formation au logiciel : Business Plan Pro (Paolo Alto software) Contenu technique détaillé de la formation

Moyens pédagogiques : Méthodes démonstratives sous forme de présentation, simulations et exercices pratiques. Chaque point abordé durant la formation fait l'objet de manipulations et d'exercices d'applications. Méthode TTL (teach to learn). Bilan de compétence. Test. Sessions de TPs de réalisations liés aux projets professionnels des stagiaires assistées par le (s) formateur (s). En fin de stage : Aperçu des dernières nouveautés logicielles et évolutions technologiques dans les domaines concernés. Ressources pédagogiques disponibles : plus de 100 000 tutoriaux vidéo accessibles. Salles informatisées équipées en licences logicielles pour l'éducation / connexion web haut débit / accessoires audiovisuels. Sessions en studio d'enregistrement et tournages vidéo en plateau et en extérieur (pour les formations audiovisuelles).

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1.0 Executive Summary

This is a summary of the key points of your business plan, as outlined in the following chapters.

2.0 Company Summary

Describe your company, who you are, where you operate.

2.1 Start-up Summary

Summarizes your Start-up table numbers, both expenses and assets. These occur before you are

open for business.

Table: Start-up

Start-up

Requirements

Start-up Expenses

Start-up Assets

Cash Required

Start-up Inventory

Other Current Assets

Long-term Assets

Non-cash Assets from Start-up

Cash Requirements from Start-up

Additional Cash Raised

Cash Balance on Starting Date

Total Assets

Liabilities and Capital

Liabilities

Current Borrowing

Long-term Liabilities

Accounts Payable (Outstanding Bills)

Other Current Liabilities (interest-free)

Total Liabilities

Capital

Planned Investment

Owner

Investor

Additional Investment Requirement

Total Planned Investment

Loss at Start-up (Start-up Expenses)

Total Capital

Total Capital and Liabilities

Total Funding

7.2 Projected Profit and Loss

Explains the important points of your Profit and Loss projections, such as percentage increase

in sales and profits, your gross margins, and key budget items.

Table: Profit and Loss

Pro Forma Profit and Loss

Sales

Direct Cost of Sales

Other Costs of Sales

Total Cost of Sales

Gross Margin

Expenses

Payroll

Expense

Depreciation

Rent

Utilities

Insurance

Total Assets
Total Requirements

3.0 Services

Describes the products and/or services you offer, how they are provided and by whom, and

plans for future service offerings. Your Plan Title Here

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4.0 Market Analysis Summary

Describes the different groups of target customers included in your market analysis and explain

why you are selecting these as targets.

Table: Market Analysis

Market Analysis

Potential Customers Growth CAGR

5.0 Strategy and Implementation Summary

Summarizes the organizational strategy for target marketing, sales and marketing activities,

and product/service development.

5.1 Sales Forecast

This topic explains the Sales Forecast table.

Table: Sales Forecast

Sales Forecast

Sales

Total Sales

Direct Cost of Sales

Subtotal Direct Cost of Sales

5.2 Milestones

Describes the milestones (measurable activities) laid out in the Milestones table.

Table: Milestones

Milestone Start Date End Date Budget Manager Department

6.0 Management Summary

Describes the management and personnel structure of the company, including any gaps that

need to be filled.

7.0 Financial Plan

Summarizes the financial aspects of your business plan. Your Plan Title Here

7.1 Start-up Funding

Explains where your funding will come from, in what form (as investments and/or loans), and how

this funding will cover the start-up requirements outlined in the Start-up table.

Table: Start-up Funding

Start-up Funding

Start-up Expenses to Fund

Start-up Assets to Fund

Total Funding Required

Assets

Payroll Taxes

Other

Total Operating Expenses

Profit Before Interest and Taxes

EBITDA

Interest Expense

Taxes Incurred

Net Profit

Net Profit/Sales

7.3 More help

Business Plan Pro contains full instructions and examples for every topic, Excel-compatible

formulas and linked data between tables for a financially correct plan, automatic full-color

charts, and more, in a format favored by banks and the Small Business Administration (SBA).

TP & Réalisation de différents projets