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## ***2.0 Executive Summary***

### **2.1 The Purpose of the Plan**

This document outlines a proposed microcomputer consulting service and will help in identifying requirements for starting and operating the business outlined here. In order to do this, the report will review the market or markets that might exist, determine what competition exists in those markets and identify the skills and equipment needed. Financial performance is projected and funding requirements are considered.

The information contained in this report will serve two main purposes: to determine the viability of the proposed business and to measure its ongoing operations.

### **2.2 The Company**

#### **Market Needs to be Met**

Accounting Management Systems (AMS) will provide consulting services to small and medium sized businesses to assist in selecting and implementing available microcomputer accounting systems.

Many smaller and medium-sized businesses today need to implement or upgrade their accounting and business reporting systems. These businesses seldom have the necessary skills available to meet these needs in a successful or timely fashion. They simply want a solution that will meet their needs, works when it is supposed to, and is cost effective to implement.

#### **Competitive Advantages**

Accounting Management Systems will offer four and a half years of experience in the selecting and implementation of off-the-shelf micro-computer accounting programs. Other specific advantages include:

- Experience with proven microcomputer equipment and software.
- An existing network of contacts among resellers and other consultants.
- Formal training and practical experience in business management and operations.
- Polished communications skills.
- Low overhead costs.

#### **Competitive Weaknesses**

# Accounting Consulting Business Plan

**EW Minium**



## **Accounting Consulting Business Plan:**

Start and Run a Profitable Consulting Business Douglas A. Gray, 2004 Every year the demand for consultants of all kinds increases as organisations become leaner and more compact and outsourcing more commonplace This fully revised new edition provides essential information and practical step by step guidance on starting and developing a successful consulting practice It contains expert advice on the process of consultancy in terms of marketing and selling activities and how to conduct assignments Also covered is how to run a consultancy as a business including setting up business planning record and administrative systems and legal taxation and insurance considerations Essential reading for the would be consultant it has much to offer the established practitioner too

How to Open and Operate a Financially Successful Consulting Business Kristie Lorette, 2011 Companies organizations or individuals hire consultants to provide advice to themselves or to clients for a fee to help solve a particular problem or provide certification within the area of their expertise A recent survey by the Association of Management Consulting Firms found entry level consultants earn an average of 65 000 annually while senior partners earn an average of more than 300 000 including bonuses and profit sharing Self employed business consultants may earn 35 to 400 per hour depending on their market A majority of consultants have gained their expertise from previous employment There are as many consultants as there are areas of expertise one thing they all have in common is that they are well paid The business of consulting is growing rapidly According to the Bureau of Labor Statistics consulting in particular business and IT consulting are becoming one of the fastest growing business segments in the U S economy There has never been a better time to start your consulting business and get ahead of the competition This new book is a comprehensive and detailed study of the business side of providing consulting services If you enjoy meeting people having a home based business traveling problem solving and using your expertise this may be the perfect business for you Keep in mind it looks easy but as with any business looks can be deceiving To avoid the pitfalls use this complete manual to arm yourself with everything you need including sample business forms agreements and contracts worksheets and checklists for planning starting and running day to day operations and dozens of other valuable timesaving tools of the trade that every entrepreneur should have Here is the manual you need to cash in on this highly profitable segment of the service industry While providing detailed instruction examples and case studies the author leads you through establishing your office learning how to draw up a winning business plan the Companion CD ROM has the actual business plan you can use in MS Word and provides dozens of forms you will need in your business You will learn basic cost control systems the best sales and marketing techniques and pricing formulas This book will teach you how to hire and keep a qualified professional staff if you even need one to use subcontractors to deploy word of mouth marketing to get new clients to use the power of the Internet to network get referrals evaluate consulting opportunities do your own sales planning have great customer service get reimbursed for expenses proposals and sales presentations track competitors do your own accounting be certified as a

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