

BUSINESS PROFILE OF GLOBAL HOSE MANAGEMENT AND MINING SERVICES

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- **Introduction:**

Global Hose Management and Mining Service will provide hydraulic hoses, fitting and couplings. lubrication and fire suppression services to all mining industries, marine, ports and Harbor, Oil and Gas sectors and constructions firm.

- **Location:**

Global Hose Management and Mining Service is going to have contracts with mining companies in Burkina Faso and will be focusing on Kiaka Gold, of West African Resources, SFTP PW Mining, Lilium Mining and Hounde etc. our main office would be in Ouaga.

- **Company:**

The company will offer hydraulic hoses, lubrications and fire suppression services globally. Global Hose Management and Mining Service is organized in Burkina in order to create job for the youths mining community and Ouagadougou as a whole. We have technical expertise very well experienced in the field of hose management and fire suppression services to move the company to develop and grow in a fast paste.

- **Services:**

Global Hose Management and Mining Services will provide services such as: assembling of High-pressure Hydraulic Hoses, medium and low-pressure Hydraulic Hoses, Installation of Oil Lube and Auto- Grease Lubrication systems, Maintenance of existing oil lube and auto-grease systems. Installations of fire suppression systems and maintenance services.

- **The market segment:**

As Global Hose Management and Mining Services head office will be located in Ouaga and serve the target surrounding mining companies across the country, marine, ports and harbor, Oil and gas sector in the region to other countries in Africa. With the scope of the market segmentation, the company would have positioned herself for financial growth in the first and second year of.

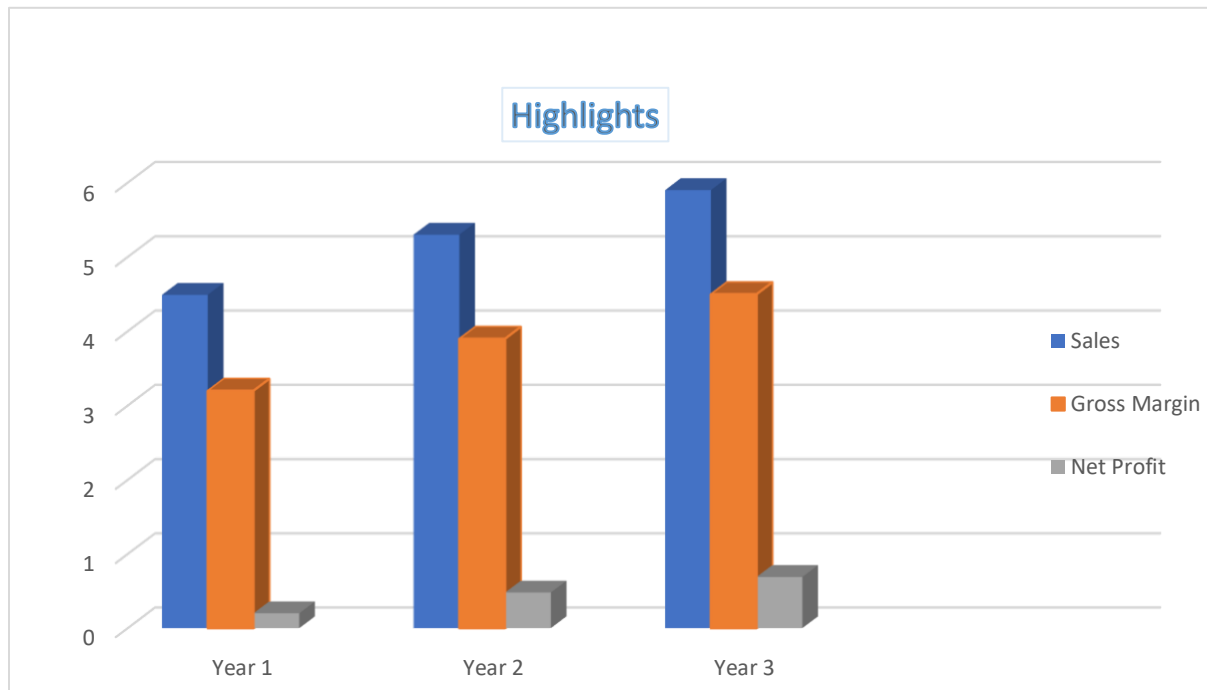
- **Financial consideration:**

The financial plan for GHMMS is to obtain grants from the bank to support the initial financial strength of the company. The grant will be used to build the company's first on-site hydraulic hose workshop in the mines once the contracts are awarded, including purchase of office equipment, hiring employees and launching an advertising program for the company.

The major focus for grant funding is as follows:

- Building of the company's first satellite workshop on mining site of our client
- Building of central warehouse and office in Ouagadougou
- Payments of shipments of goods
- Hiring of employees
- Others

Chart: Highlights



1.1 Objectives

The objective of Global Hose Management and Mining Services is outlined below:

- To create a service, center whose goal is to exceed customers' expectations and becomes a number one leading hose management service in Africa.
- Increasing sales to over \$250,000 by end of the month for the first year with approximately \$3,000,000 by end of first year.
- To increase the number of client's service by at least 20% per year through superior performance and word of mouth referrals.
- To have a clientele return rate of 90% by end of first year.
- Become an established company in the mining community by end of the fifth year
- To hire local employees and train them on our range of products and services to help stimulate the economy within the locality and the country as a whole.
- To provide quality and excellent services in the mining, marine, ports and harbor areas around the globe.

1.2 Mission

Our mission and goals are to give our clients quality workmanship at a more reasonable price than that of our competitors. We will have experience technicians to deliver a quality service to our clients faster than our competitors from the formation of the company.

1.3 Keys to Success

1. Superior customer service: provide fast, friendly and quality service.
2. Environment: provide a clean, upscale, odor- free enjoyable environments conducive to giving professional trusting service.
3. Convenience: offering clients a wide range of service in one environment.
4. Location: provide an easily accessible location for customers convenience.
5. Reputation: credibility, integrity, honesty, and 100% dedication
6. Continues training of technical staffs to provide excellence and quality work done.
7. Accurate stock management and excellent stock - replenishment system to all sites.

2.0 Company Summary

It has been the desire of [G.H.M M. S] to start and run better hose management service for the clients, with the experience of over 20 years, it has been a concern of the directors to give the clients excellent service, on- time delivery for what they pay for.

2.2 Start – up – Summary

The data obtained for the start- up comes from a thoroughly researched done in the mining industries across the globe, which indicates, that the clients need a more unique excellent hose management service than that of our competitors. In which [G.H.M.M.S] is more capable to deliver such excellency to our clients as we have a more competent and proactive leaders who have been in the business and knows what the clients demand is. Therefore, we have taken into account between the shortcomings of our competitors. In terms of stock availability, on – time delivery service, professionalism, quality and client's satisfaction has been all captured by our data. With this information [G.H.M M. S] is ready to give the best of service ever to her cherished clients and to increase a maximum profit for the company with limited years.

Table: Start – Up

Start - Up	
Requirements:	
Start – Up Expenses:	
Legal	\$ 2,000
Stationary etc.	\$ 500
Insurance	\$ 500
Marketing and Products	\$ 20,000
Office equipment and Supplies	\$ 3,000
Shipments of Goods	\$ 30,000
Establishing of Workshop on site/Ouaga main office	\$ 10,000
Other – Up Expenses	\$ 34,000
Total Start – Up Expenses	\$ 100,000