COLEGIUL ENERGETIC
RÂMNICU VÂLCEA

YOUNG PEOPLE ENTREPRENEURSHIP SKILL DEVELOPMENT POSSIBILITIES

Erasmus+

STARTING UP YOUR BUSINESS

ALBOIU VLAD
Chief executive of nextsoft

10 steps

RESEARCH

1

RESEARCH

- Identify a business idea, balancing it with a little reality
- Ask yourself :
  - Is there a need for your anticipated products/services?
  - Who is the target audience?
  - Are there other companies offering similar products/services now?
  - How will your business fit into the market?

MAKE A PLAN

2

MAKE A PLAN

- Brainstorm Ideas -> turn them into reality
- Make up a business plan = a blueprint, a guide
- If you seek financial support -> write down a traditional, detailed business plan for validation
- If not -> simple one-page business plan should do

PLAN YOUR FINANCES

3

PLAN YOUR FINANCES

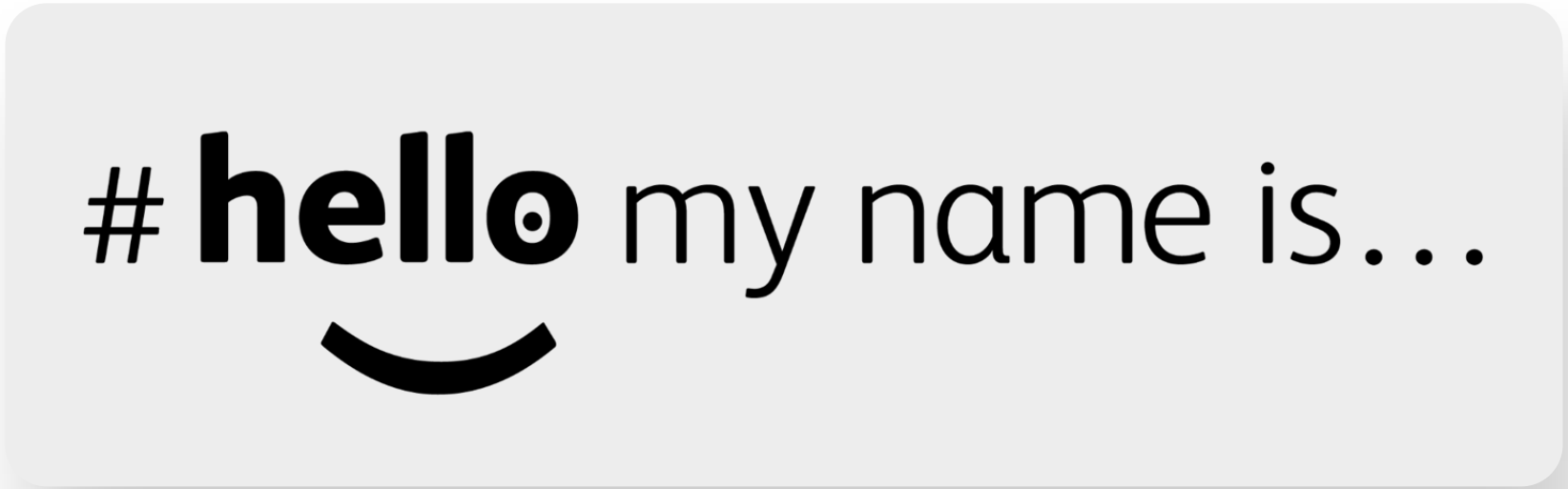
- Create worksheet estimating start-up costs
- Make sure you can cover the initial investment
- Take into account any ongoing expenses
- Address to financial institutions for further support

CHOOSE A BUSINESS STRUCTURE

4 CHOOSE A BUSINESS STRUCTURE

- Choose from :
  - Sole Proprietorship
  - Partnership
  - Corporation
  - Limited Liability Company (LLC)
- This will impact
  - Business name
  - Your liability
  - Taxes

REGISTER NAME



5

REGISTER NAME

- Business name plays an important role, do not forget to register yours
- Check for trademark or ownership
- Register domain name

LICENSES AND PERMITS

6

LICENSES AND PERMITS

- Research what licenses and permits apply to your business during the start-up process

CHOOSE ACCOUNTING SYSTEM

7 CHOOSE ACCOUNTING SYSTEM

- Create and manage budget
- Set rates and prices
- Conduct business with others
- File taxes

SET BUSINESS LOCATION

8

SET BUSINESS LOCATION

- Think about location, equipment, overall setup
- Decide on a place: home office, shared/private office, retail location

GET YOUR TEAM READY

9

GET YOUR TEAM READY

- Hire employees
- Assign job positions
- Assign job responsibilities

PROMOTE BUSINESS

10

PROMOTE BUSINESS

- Start attracting clients and customers
- Write a unique selling proposition (USP)*

* A unique selling proposition (USP), or unique selling position, is a statement that succinctly outlines how your business, product or service is different from that of your competition

next
soft

What is nextsoft ?

Our company offers software solutions based on customers‘ needs

What consumers look for in an app:

- To be functional software
- To suit their needs
- To be easy to use
- To have adaptive UI for different screen sizes
- To be fast and reliable

What we offer

Exactly what consumers want and:

- Future proofing
- Prolonged technical support
- Updates with additive features if necessary

To summarize:

Run on as many devices as possible without any headaches

Development process

Request

Process

Develop

Deploy

ACCOUNTING
SHOPPING
IDEAS
E-BUSINESS
WORLDWIDE
PAYMENTS
NETWORK

1/20

One disadvantage of E-Commerce is better availability of information.

True

False

Main menu

What should you do?

You'll be given a few questions about the E-Business. Your job is to respond with "True" or "False" for each of the questions.

It should take you about 2-3 minutes until you finish.

Afterwards, you can see how well you've done on the score page.
Good luck!
(^ ∇ ^)

I'm ready

ELECTRONIC
BUSINESS

Begin

Score

Learn more

Settings

Website

About

Close app

Your score
Here you can see how well you've done

2 Name **Vlad Alboiu** Score **20/20**

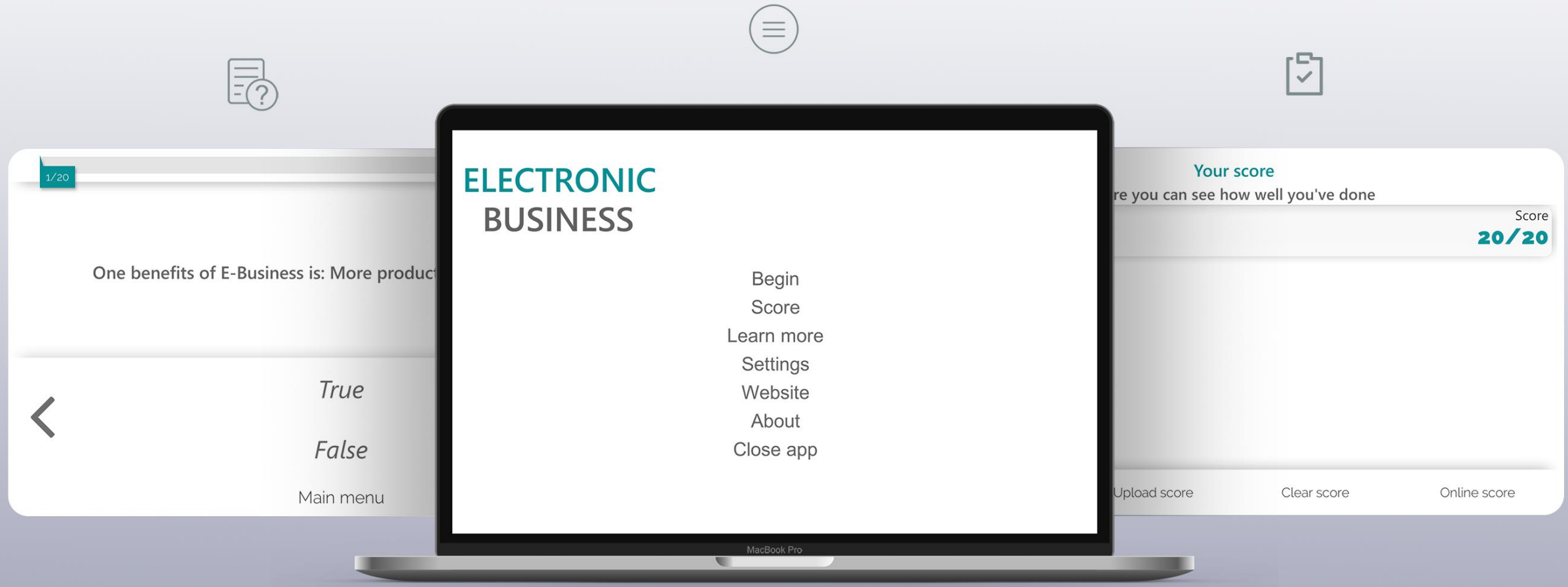
Fantastic

Date *03/03/2018*
Time *17:01*
Score *20/20*
Correct *20*
Wrong *0*
Duration *00:38*
Percentage *100.0%*

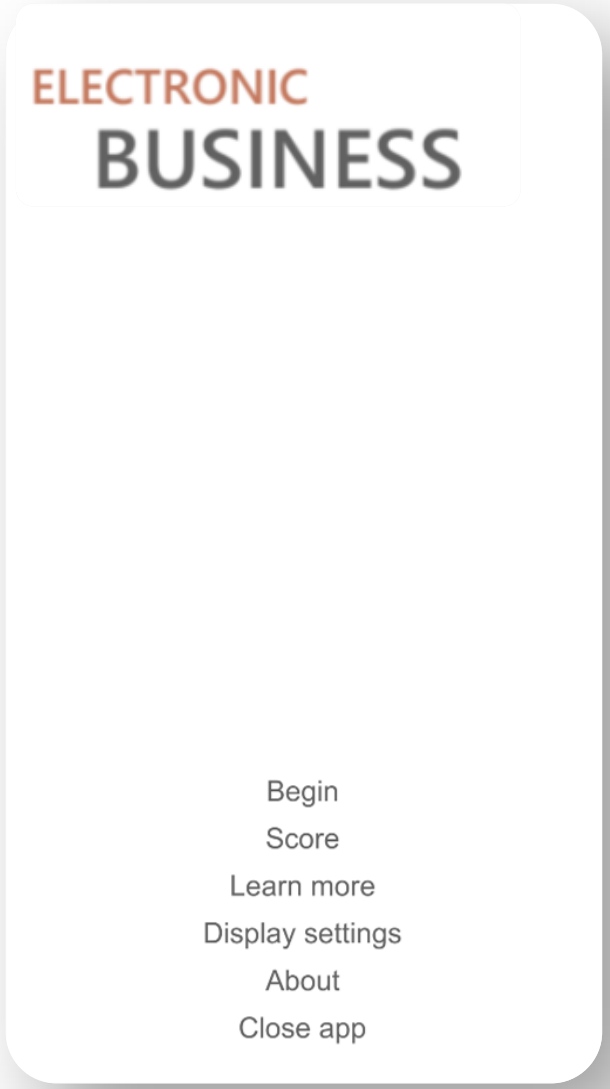
Upload score | Clear score | Online score

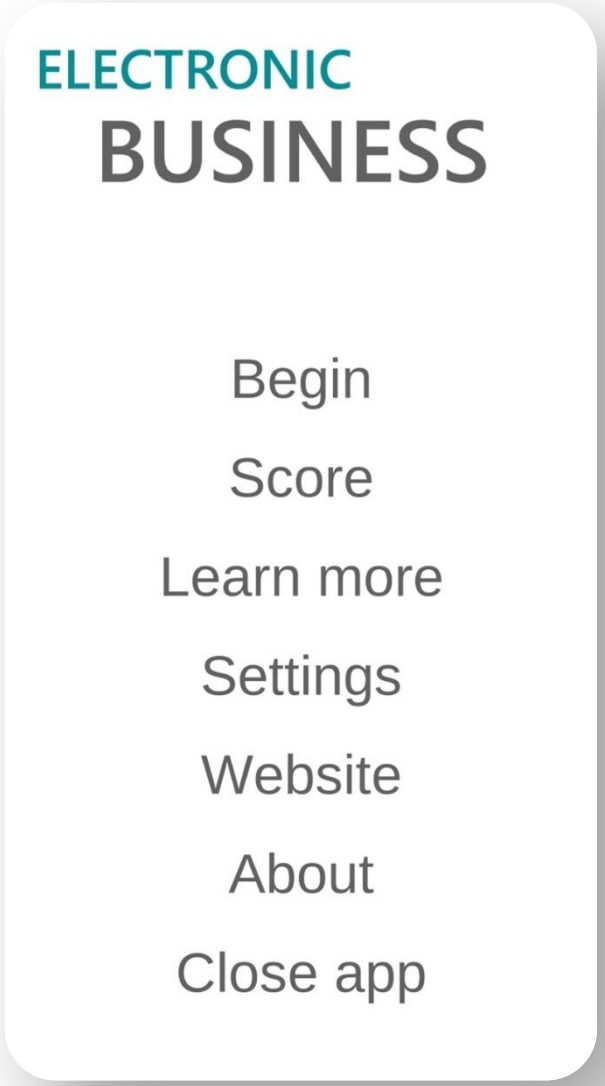
Learn more
You can improve your knowledge here

E-Business and E-Commerce



*unavailable on macOS at the moment


ELECTRONIC
BUSINESS
Begin
Score
Learn more
Display settings
About
Close app


ELECTRONIC
BUSINESS
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Score
Learn more
Settings
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Erasmus+

V1.0

Erasmus+

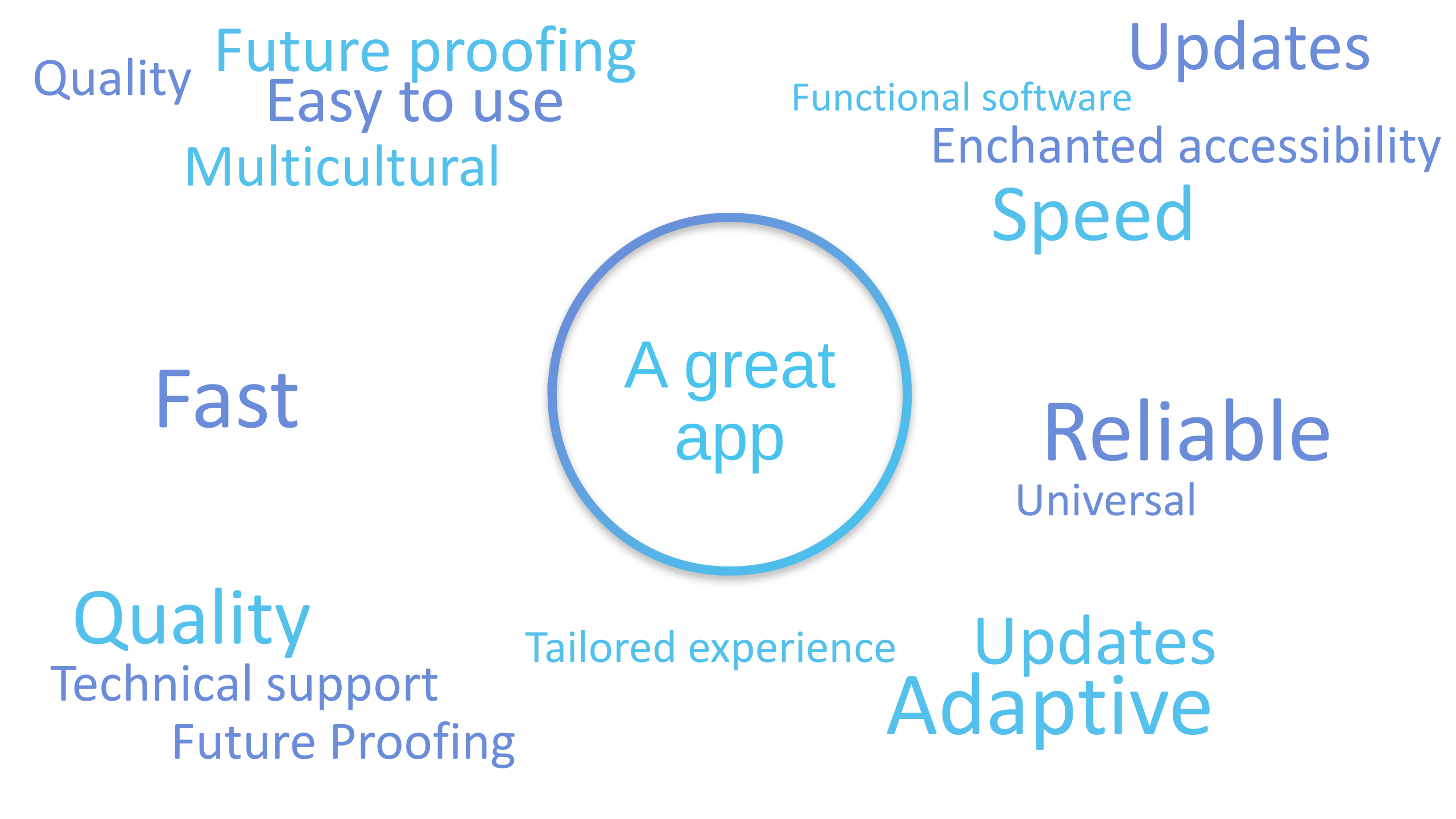
V1.2.0

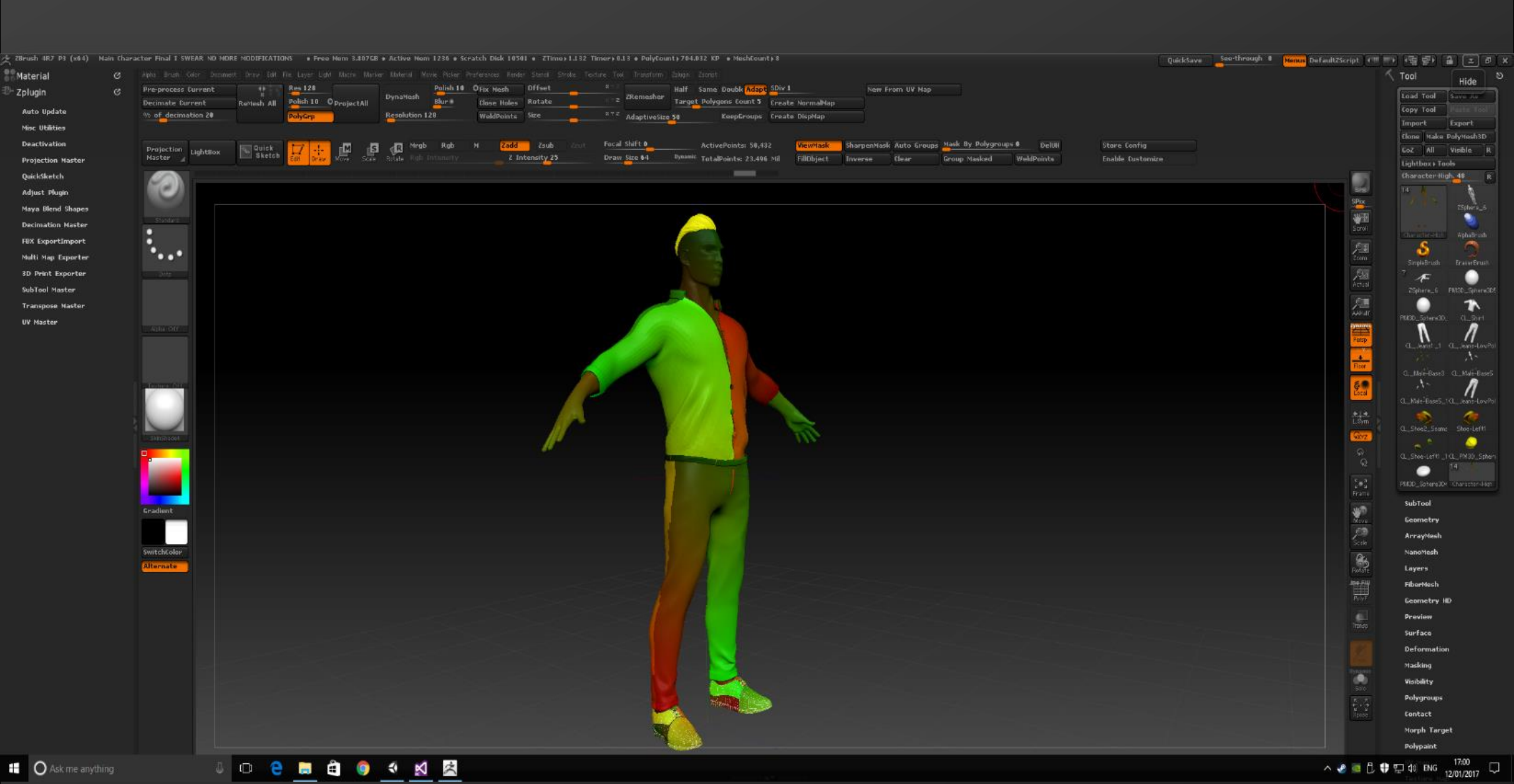
Easy to install

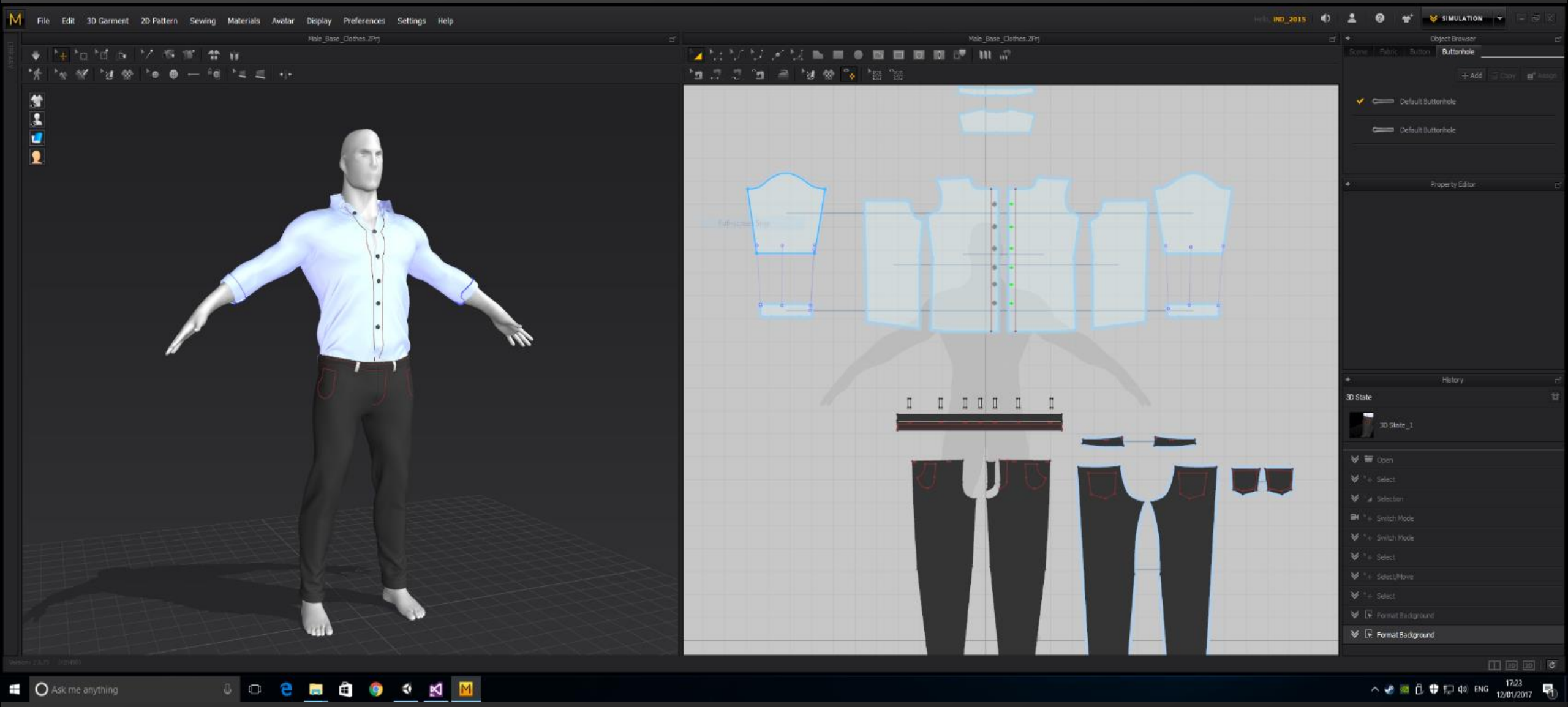
Download

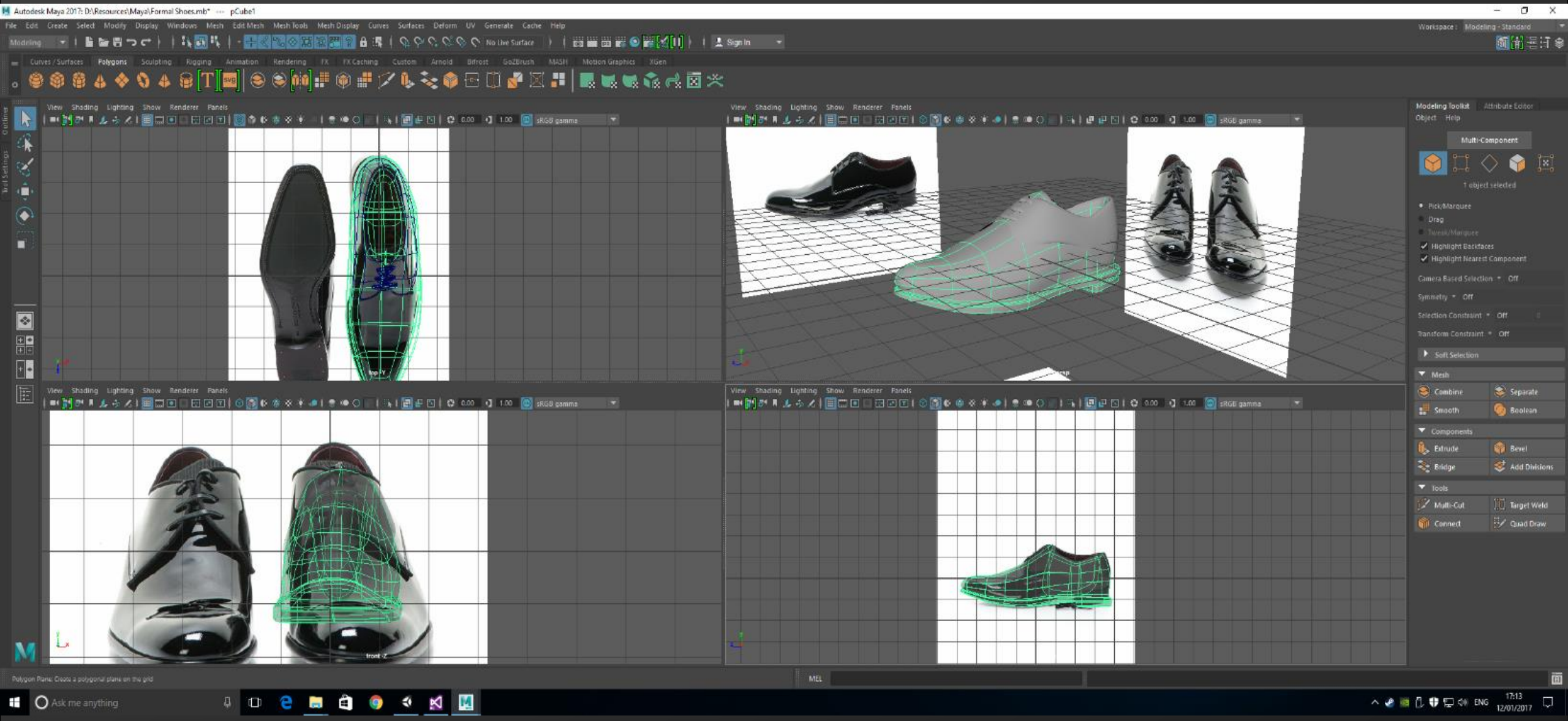
Follow on screen prompts

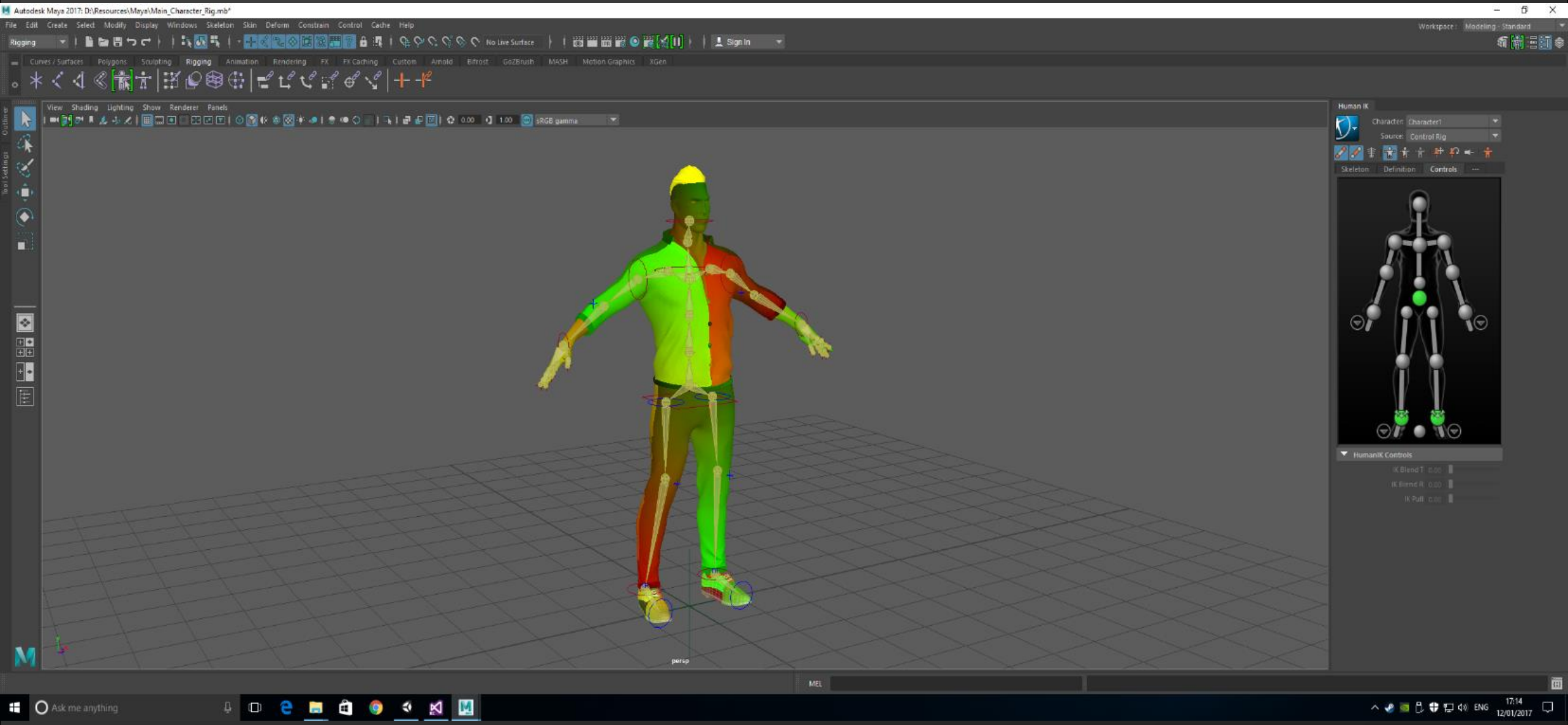
You’re ready to go

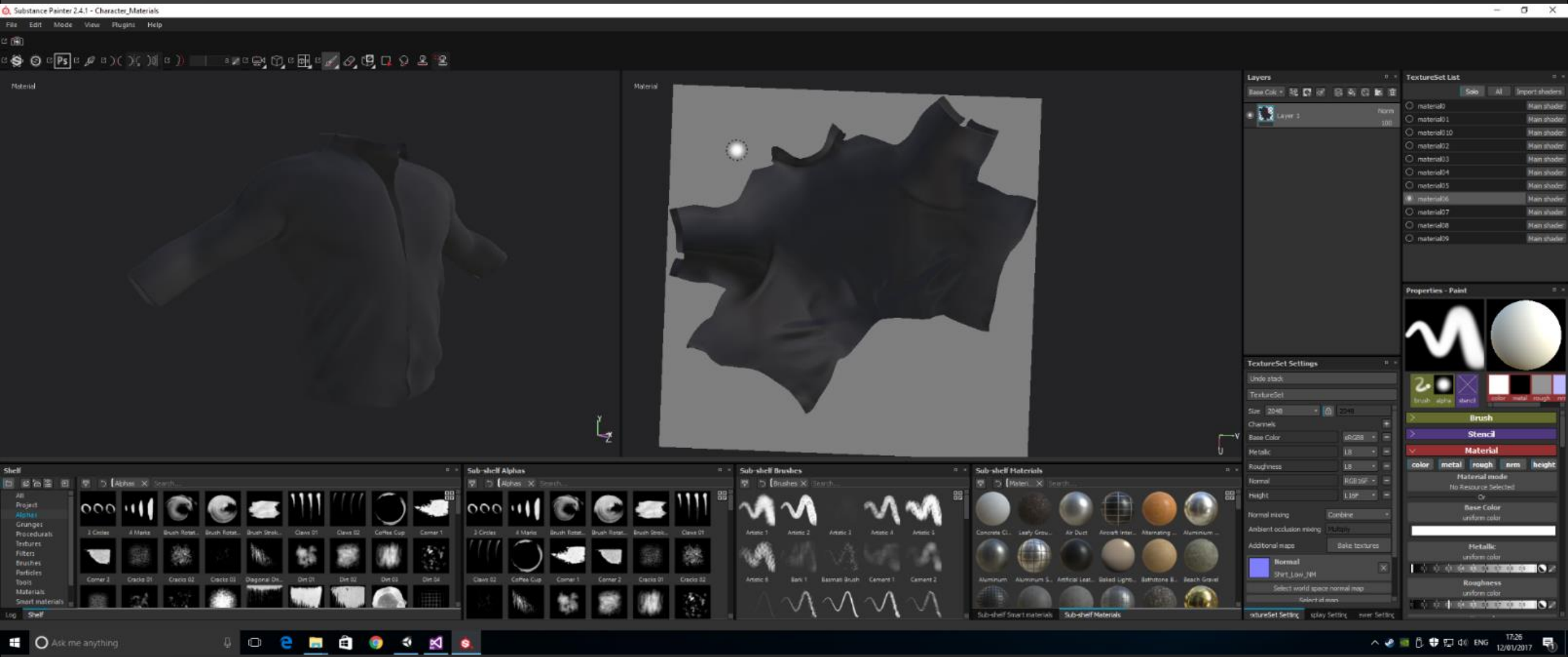

Quality
Future proofing
Easy to use
Multicultural
Updates
Functional software
Enchanted accessibility
Speed
Fast
A great app
Reliable
Universal
Quality
Technical support
Future Proofing
Tailored experience
Updates
Adaptive

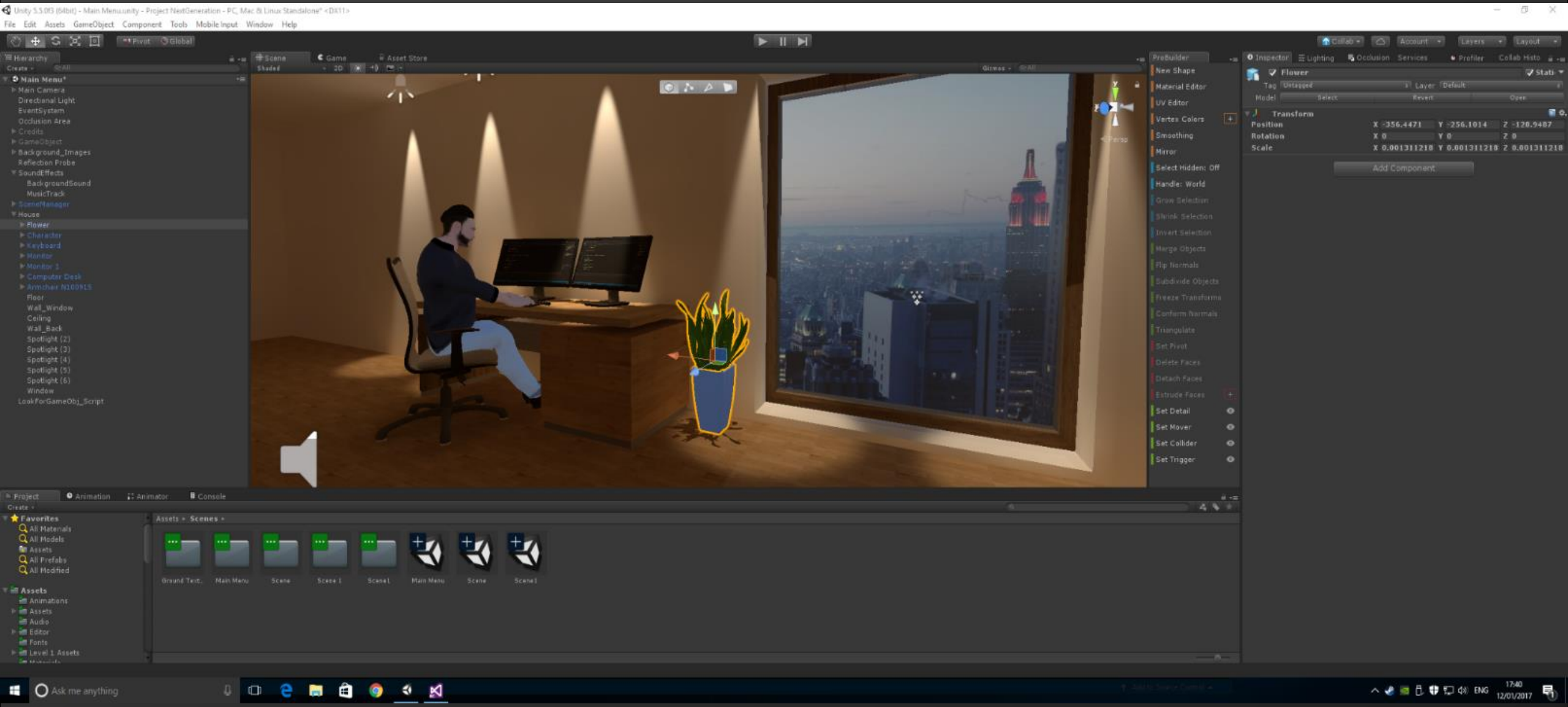

ZBrush 4R7 P3 (x64) Main Character Final I SWEAR NO MORE MODIFICATIONS
Material
Zplugin
Auto Update
Misc Utilities
Deactivation
Projection Master
QuickSketch
Adjust Plugin
Maya Blend Shapes
Decimation Master
FBX ExportImport
Multi Map Exporter
3D Print Exporter
SubTool Master
Transpose Master
UV Master
Gradient
SwitchColor
Alternate
Tool
Hide
SubTool
Geometry
ArrayMesh
NanoMesh
Layers
FiberMesh
Geometry HD
Preview
Surface
Deformation
Masking
Visibility
Polygroups
Contact
Morph Target
Polypaint
Ask me anything
ENG
17:00
12/01/2017

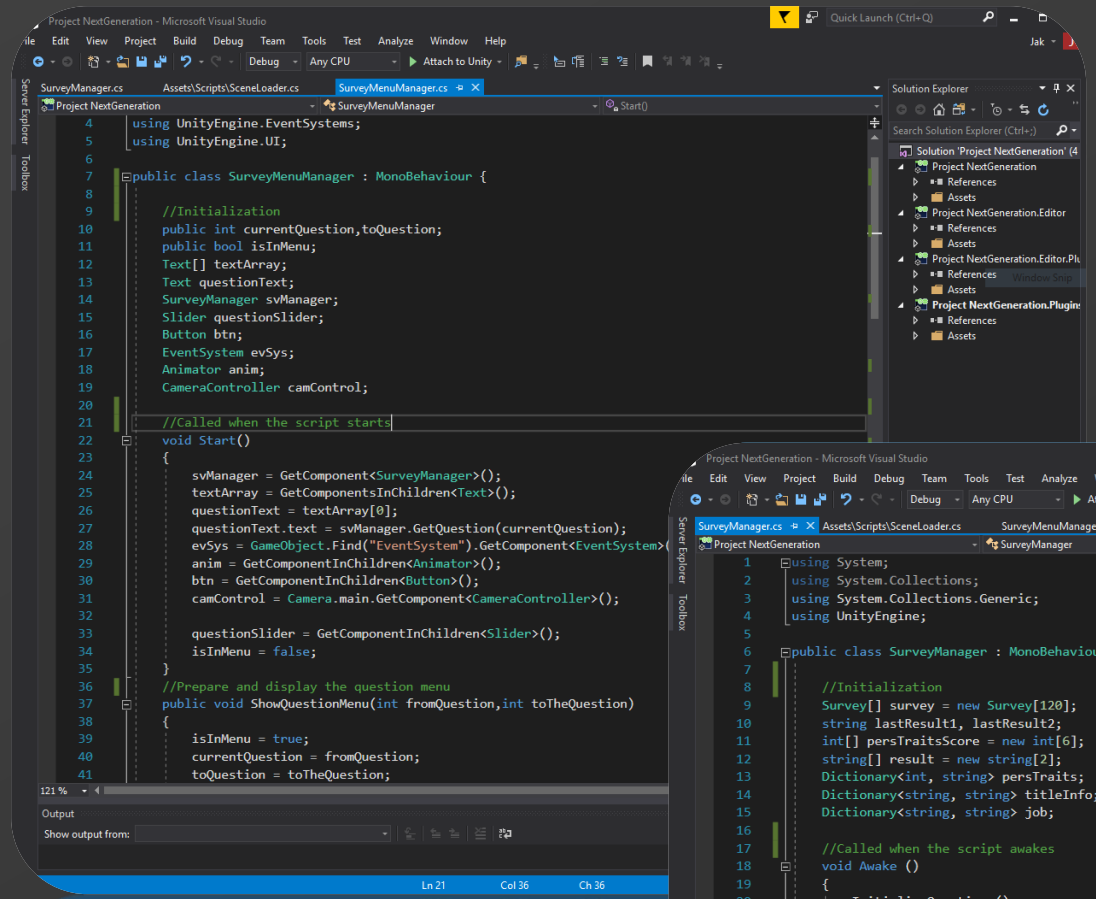

File
Edit
3D Garment
2D Pattern
Sewing
Materials
Avatar
Display
Preferences
Settings
Help
SIMULATION
Male_Base_Clothes.ZPrj
Male_Base_Clothes.ZPrj
Object Browser
Scene
Fabric
Button
Buttonhole
Add
Default Buttonhole
Default Buttonhole
Property Editor
History
3D State
3D State_1
Open
Select
Selection
Switch Mode
Switch Mode
Select
Select/Move
Select
Format Background
Format Background
Ask me anything
ENG
17:23
12/01/2017

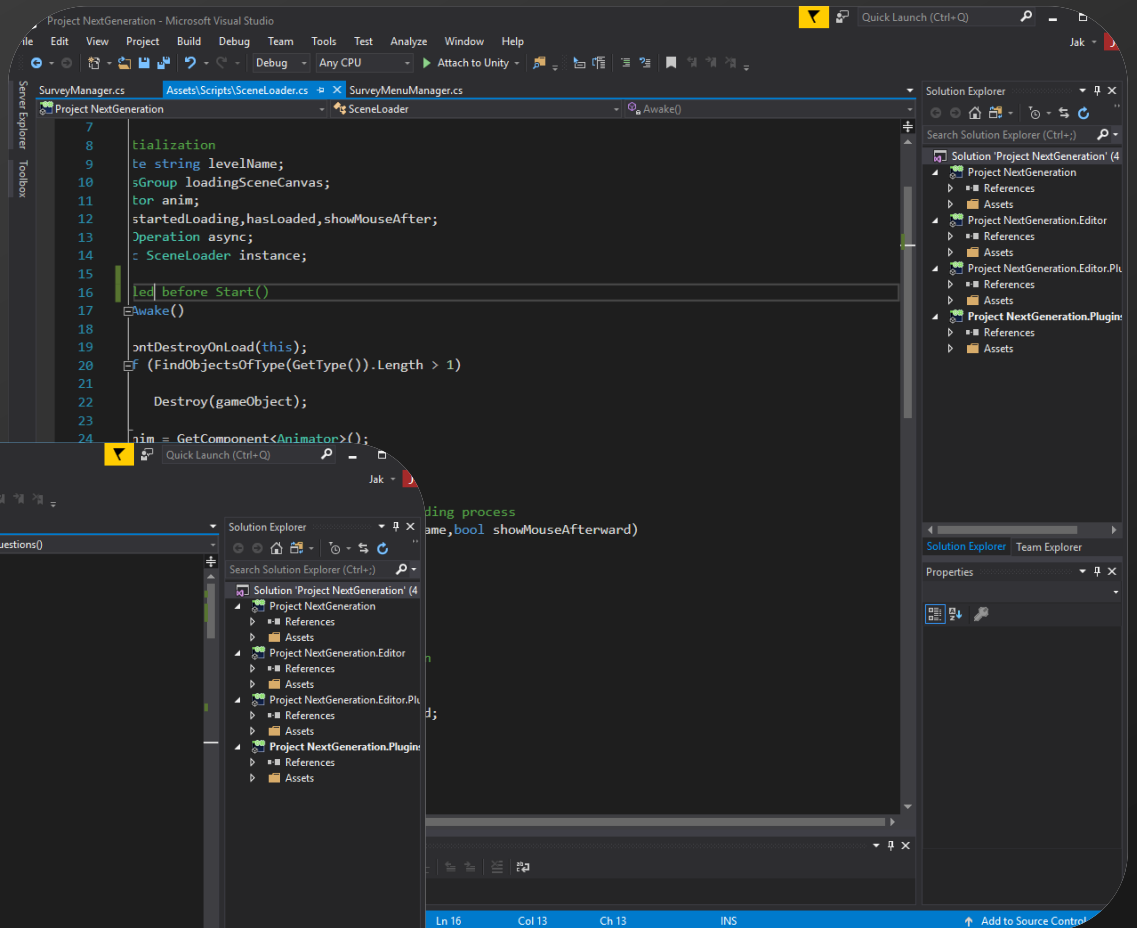

Autodesk Maya 2017: D:\Resources\Maya\Formal Shoes.mb* pCube1
File Edit Create Select Modify Display Windows Mesh Edit Mesh Mesh Tools Mesh Display Curves Surfaces Deform UV Generate Cache Help
Modeling
No Live Surface
Sign In
Workspace : Modeling - Standard
Curves / Surfaces Polygons Sculpting Rigging Animation Rendering FX FX Caching Custom Arnold Bifrost GoZBrush MASH Motion Graphics XGen
View Shading Lighting Show Renderer Panels
sRGB gamma
top -Y
front -Z
persp
Modeling Toolkit
Attribute Editor
Object Help
Multi-Component
1 object selected
Pick/Marquee
Drag
Tweak/Marquee
Highlight Backfaces
Highlight Nearest Component
Camera Based Selection Off
Symmetry Off
Selection Constraint Off
Transform Constraint Off
Soft Selection
Mesh
Combine
Separate
Smooth
Boolean
Components
Extrude
Bevel
Bridge
Add Divisions
Tools
Multi-Cut
Target Weld
Connect
Quad Draw
Polygon Plane: Create a polygonal plane on the grid
MEL
Ask me anything
ENG
17:13
12/01/2017

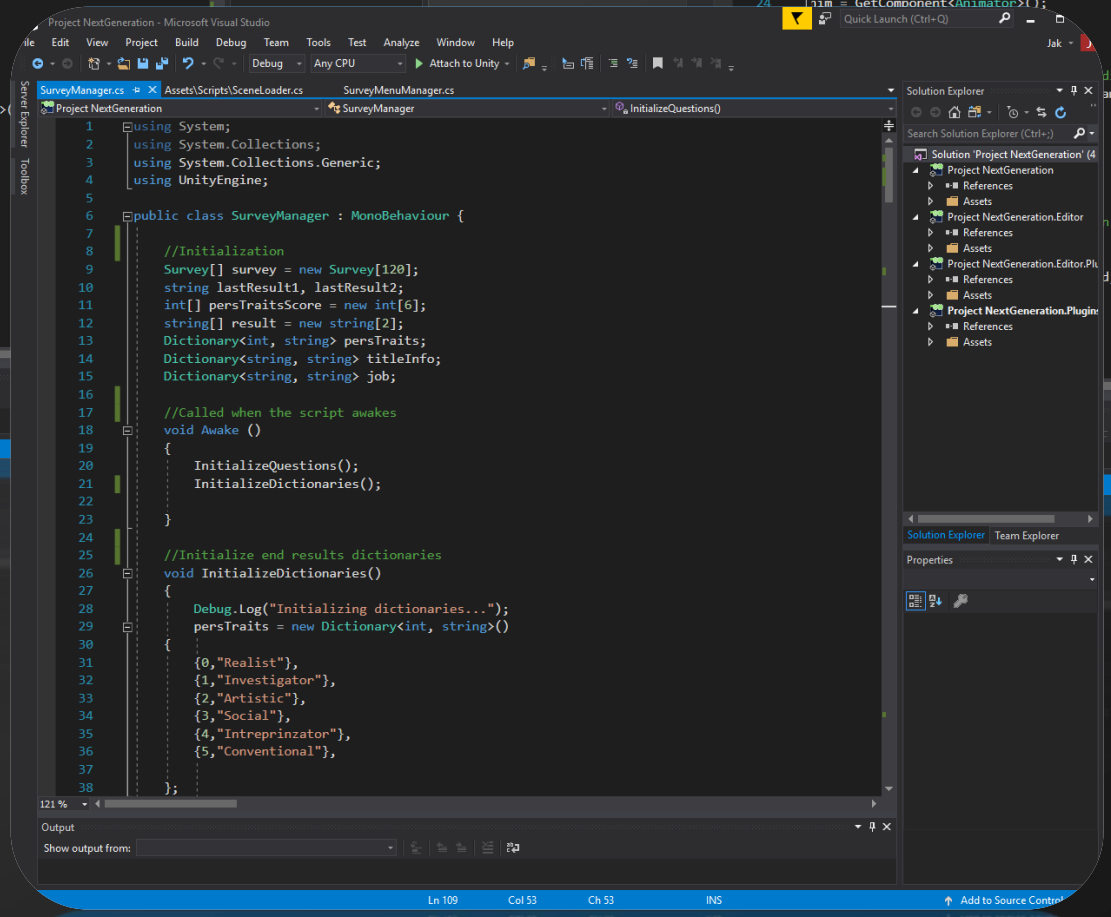

Autodesk Maya 2017: D:\Resources\Maya\Main_Character_Rig.mb*
File Edit Create Select Modify Display Windows Skeleton Skin Deform Constrain Control Cache Help
Rigging
Curves / Surfaces Polygons Sculpting Rigging Animation Rendering FX FX Caching Custom Arnold Bifrost GoZBrush MASH Motion Graphics XGen
View Shading Lighting Show Renderer Panels
sRGB gamma
Human IK
Character: Character1
Source: Control Rig
Skeleton Definition Controls
HumanIK Controls
persp
MEL
Ask me anything
ENG
17:14
12/01/2017

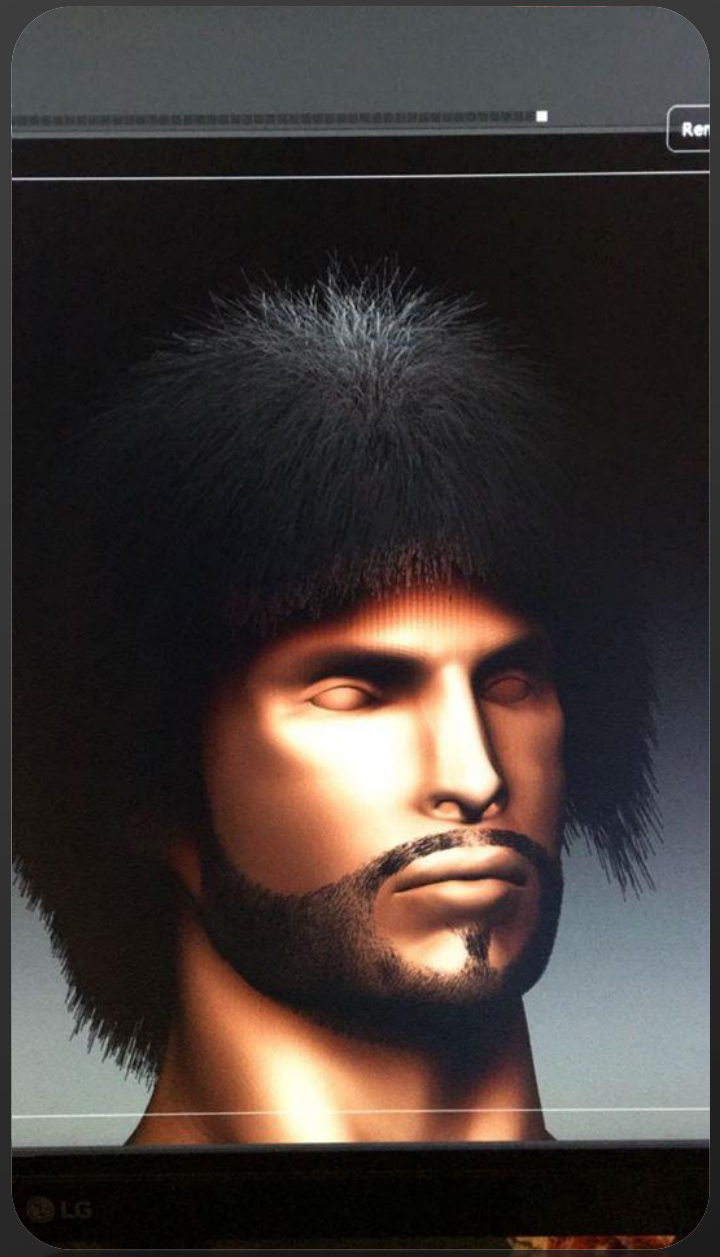

Substance Painter 2.4.1 - Character_Materials
File Edit Mode View Plugins Help
Material
Material
Layers
TextureSet List
TextureSet Settings
Properties - Paint
Brush
Stencil
Material
Shelf
Sub-shelf Alphas
Sub-shelf Brushes
Sub-shelf Materials
Ask me anything
ENG
17:26
12/01/2017


Unity 5.5.0f3 (64bit) - Main Menu.unity - Project NextGeneration - PC, Mac & Linux Standalone* <DX11>
File Edit Assets GameObject Component Tools Mobile Input Window Help
Hierarchy
Main Menu*
Main Camera
Directional Light
EventSystem
Occlusion Area
Credits
GameObject
Background_Images
Reflection Probe
SoundEffects
BackgroundSound
MusicTrack
SceneManager
House
Flower
Character
Keyboard
Monitor
Monitor 1
Computer Desk
Armchair N100915
Floor
Wall_Window
Ceiling
Wall_Back
Spotlight (2)
Spotlight (3)
Spotlight (4)
Spotlight (5)
Spotlight (6)
Window
LookForGameObj_Script
Scene
Game
Asset Store
ProBuilder
New Shape
Material Editor
UV Editor
Vertex Colors
Smoothing
Mirror
Select Hidden: Off
Handle: World
Inspector
Lighting
Occlusion
Services
Profiler
Flower
Transform
Position
Rotation
Scale
Add Component
Project
Animation
Animator
Console
Favorites
All Materials
All Models
All Prefabs
All Modified
Assets
Animations
Audio
Editor
Fonts
Level 1 Assets
Assets > Scenes >
Ground Text..
Main Menu
Scene
Scene 1
Scene1
Main Menu
Scene
Scene1
Ask me anything
ENG
17:40
12/01/2017

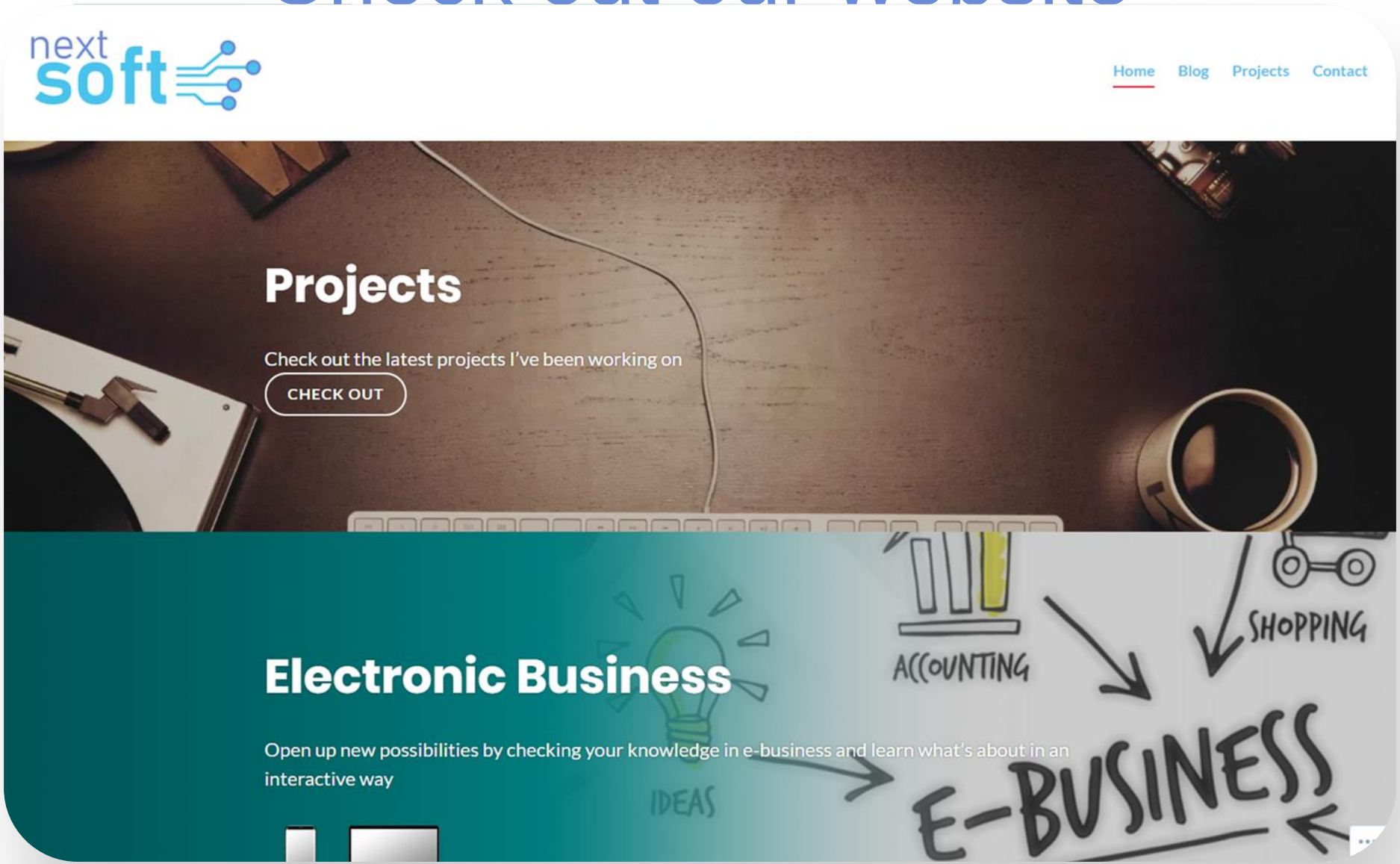

Project NextGeneration - Microsoft Visual Studio
SurveyManager.cs
Assets\Scripts\SceneLoader.cs
SurveyMenuManager.cs
Project NextGeneration
SurveyMenuManager
Start()
using UnityEngine.EventSystems;
using UnityEngine.UI;
public class SurveyMenuManager : MonoBehaviour {
//Initialization
public int currentQuestion,toQuestion;
public bool isInMenu;
Text[] textArray;
Text questionText;
SurveyManager svManager;
Slider questionSlider;
Button btn;
EventSystem evSys;
Animator anim;
CameraController camControl;
//Called when the script starts
void Start()
{
svManager = GetComponent<SurveyManager>();
textArray = GetComponentsInChildren<Text>();
questionText = textArray[0];
questionText.text = svManager.GetQuestion(currentQuestion);
anim = GetComponentInChildren<Animator>();
btn = GetComponentInChildren<Button>();
camControl = Camera.main.GetComponent<CameraController>();
questionSlider = GetComponentInChildren<Slider>();
isInMenu = false;
}
//Prepare and display the question menu
public void ShowQuestionMenu(int fromQuestion,int toTheQuestion)
{
isInMenu = true;
currentQuestion = fromQuestion;
toQuestion = toTheQuestion;
Solution Explorer
Output
Ln 21
Col 36
Ch 36


Project NextGeneration - Microsoft Visual Studio
SurveyManager.cs
Assets\Scripts\SceneLoader.cs
SurveyMenuManager.cs
Project NextGeneration
SceneLoader
Awake()
tialization
te string levelName;
sGroup loadingSceneCanvas;
tor anim;
startedLoading,hasLoaded,showMouseAfter;
Operation async;
: SceneLoader instance;
led before Start()
Awake()
ontDestroyOnLoad(this);
f (FindObjectsOfType(GetType()).Length > 1)
Destroy(gameObject);
nim = GetComponent<Animator>();
ding process
ame,bool showMouseAfterward)
Solution Explorer
Team Explorer
Properties
Ln 16
Col 13
Ch 13
INS


Project NextGeneration - Microsoft Visual Studio
SurveyManager.cs
Assets\Scripts\SceneLoader.cs
SurveyMenuManager.cs
Project NextGeneration
SurveyManager
InitializeQuestions()
using System;
using System.Collections;
using System.Collections.Generic;
using UnityEngine;
public class SurveyManager : MonoBehaviour {
//Initialization
Survey[] survey = new Survey[120];
string lastResult1, lastResult2;
int[] persTraitsScore = new int[6];
string[] result = new string[2];
Dictionary<int, string> persTraits;
Dictionary<string, string> titleInfo;
Dictionary<string, string> job;
//Called when the script awakes
void Awake ()
{
InitializeQuestions();
InitializeDictionaries();
}
//Initialize end results dictionaries
void InitializeDictionaries()
{
Debug.Log("Initializing dictionaries...");
persTraits = new Dictionary<int, string>()
{
{0,"Realist"},
{1,"Investigator"},
{2,"Artistic"},
{3,"Social"},
{4,"Intreprinzator"},
{5,"Conventional"},
};
Solution Explorer
Team Explorer
Properties
Output
Ln 109
Col 53
Ch 53
INS



Check out our website



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Download the apps and see the latest projects

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nextechsoft.wordpress.com

Made for

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Keep in mind

All data about “nextsoft” here is purely fictional having informational values, intended as an example for students starting up a business or individuals engaging in entrepreneurial activities.