

# **BUSINESS PLAN Agency of Internet Marketing «DIGITAL-Effect» (with financial model)**

https://marketpublishers.com/r/BB6EA247990EN.html

Date: October 2014

Pages: 109

Price: US\$ 750.00 (Single User License)

ID: BB6EA247990EN

## **Abstracts**

## **Business Plan Description**

Project purpose: attraction of investment for the expansion of the agency of effective marketing «DIGITAL-Effect», which provides the services of system marketing in offline and online environments on the territory of Siberian Federal District (further – SFD) and Far East.

#### Direction of activities:

organization of business-events;

brand promotion in the Internet (SMM, SMO, SEO, e-mail-marketing, content-marketing);

reputation management;

complex PR-support in the Internet, reputation management, promotion, publicity;

subscription services.

## Project target audience:

brand-managers of companies and corporations (advertising campaigns for the support of brand/product);



marketing departments of companies and enterprises (routine work, remote servicing);

PR-agencies (all directions and types of services);

Separate individuals, companies, organizers and founders of events, representatives of the sphere of event marketing.



## **Contents**

#### 1. INFORMATION ABOUT THE PROJECT

## 1.1. Information about the Project

#### 2. MARKET ANALYSIS

- 2.1. General Analysis of Marketing services of the Russian Federation
- 2.2. Market of Internet Marketing in Russia
- 2.3. State of Social Networks Development in Russia
- 2.4. Specificity of Differentiation of Marketing and Advertising Services in Novosibirsk Region
- 2.5. General Conclusion

## 3. COMPETITIVE ENVIRONMENT

#### 4. MARKETING PLAN

- 4.1. Site Usability
- 4.2. Search Engine Optimization
- 4.3. Contextual Advertising
- 4.4. Social Media Marketing
- 4.5. Advertising on Sites Home Page

#### 5. ORGANIZATIONAL PLAN

- 5.1. Project Personnel
- 5.2. Calculation of «Cost Price of Employees» and Motivation

#### 6. FINANCIAL PLAN

- 6.1. Project Assumption (Basic Parameters)
- 6.2. Sales Volume (Services Sales)
- 6.3. Project Revenue
- 6.4. Number of Personnel
- 6.5. Wages of Personnel
- 6.6. Project Wage Fund
- 6.7. Tax on Wage Fund



- 6.8. Basic Costs by Project
  - 6.8.1. Operational Costs
  - 6.8.2. Commercial Costs
  - 6.8.3. Administrative Costs
  - 6.8.4. Total Costs of All Categories by Years
- 6.9. Taxes
- 6.10. Volume of Necessary Investment
- 6.11. Capital Expenditure
- 6.12. Profit and Loss Statement
- 6.13. Cash Flow Statement
- 6.14. Calculation of Discount Rate by WACC-Method
- 6.15. Cash Flow by Years
- 6.16. Financial Indicators

## 7. SENSITIVITY ANALYSIS

INFORMATION ABOUT THE «VTSConsulting» COMPANY



## **List Of Tables**

#### LIST OF TABLES

- Table 1. Organization of Business Events
- Table 2. Brand Promotion in Internet
- Table 3. Reputation Management
- Table 4. Estimation of Work Quality of Leading Agencies of Integrated Communications
- Table 5. Estimation of Work Quality of Leading Event-Agencies
- Table 6. ?OP-25 of Largest Advertisers in Russia by Results of 2013, mln RUB (VAT Included)
- Table 7. ?OP-20 of Companies Having the Largest Advertising Budget on the Territory of the Russian Federation (RF) in 2013, mln RUB (VAT Included)
- Table 8. Absolute Indicators and Dynamics of Novosibirsk Media Market by Segments, 2012-2013
- Table 9. Marketing Plan (Project Implementation)
- Table 10. Project Advertising Budget
- Table 11. Project Basic Parameters
- Table 12. Seasonal Project Loading
- Table 13. Sales Volume (Services Sales)
- Table 14. Sales Volume (Services Sales) by Years
- Table 15. Project Revenue
- Table 16. Project Revenue by Years
- Table 17. Number of Personnel
- Table 18. Wages of Personnel
- Table 19. Wages Fund
- Table 20. Taxes on Wages Fund
- Table 21. Operational Costs
- Table 22. Operational Costs by Years
- Table 23. Commercial Costs
- Table 24. Commercial Costs by Years
- Table 25. Administrative Costs
- Table 26. Administrative Costs by Years
- Table 27. Total Costs of All Categories by Years
- Table 28. Taxes
- Table 29. Total Taxes by Years
- Table 30. Volume of Necessary Investment
- Table 31. Capital Expenditure
- Table 32. Profit and Loss Statement



Table 33. Cash Flow Statement

Table 34. Calculation of long-term profits over CAPM for portfolios of decimal groups NYSE/AMEX/NASDAQ

Table 35. Algorithm of Determining of Risk Level of Estimated Company

Table 36. Algorithm of Calculation of Specific Risk Premium

Table 37. Calculation of Discount Rate by WACC-Method

Table 38. Cash Flow by Years

Table 39. Accumulates Cash Flow

Table 40. Indicators of Project Economic Efficiency

#### LIST OF DIAGRAMS

Diagram 1. Differentiation and Amount of Enterprises of Novosibirsk Region by

Economic Directions of Activities and Forms of Ownership, H1 2014, units

Diagram 2. Forecast for Growth of Internetization Level in Different Spheres on the Territory of RF

Diagram 3. Dynamics of Growth of Marketing Agencies Amount for 2012-2013, units

Diagram 4. Dynamics of Growth Market Volume of Marketing Consulting on the

Territory of RF, for 2012-2013

Diagram 5. Forecast for Dynamics of Market Volume of Marketing Services on the Territory of RF in 2014

Diagram 6. Main Directions of Marketing Consulting Development in 2014

Diagram 7. Growth of Marketing Budget in Companies of RF in 2013

Diagram 8. Effectiveness of Internet Audience Attraction by Different Channels

Diagram 9. Terms of Partnership with Current Company

Diagram 10. Strategy of Internet Presence for the Next 3-12 Months

Diagram 11. Satisfaction of Result of Partnership with Current Company

Diagram 12. Changing of Investments into Internet Marketing

Diagram 13. Sources of Orders in Field of Internet Marketing

Diagram 14. Share of Received Orders in Total Profit of Internet Agencies

Diagram 15. Dynamics of Users Growth in Social Networks for 2008-2015

Diagram 16. Audience of Social Networks on the Territory of RF, Q2 2014

Diagram 17. Amount of Post (Massages) in Different Social Networks within Day, RF, 2014

Diagram 18. Dynamics of Absolute Indicators of Novosibirsk Media Space of 2012-2013, mln RUB

Diagram 19. Revenue Distribution among Different Segments of Novosibirsk Market in 2013, %.

Diagram 20. Growth of Internet Segment on the Territory of Novosibirsk and



Novosibirsk Region, 2012-2013, mln RUB

Diagram 21. Segmentation of Advertising Costs on Russian Market, 2008

Diagram 22. Segmentation of Advertising Costs on Russian Market, 2013



## I would like to order

Product name: BUSINESS PLAN Agency of Internet Marketing «DIGITAL-Effect» (with financial model)

Product link: <a href="https://marketpublishers.com/r/BB6EA247990EN.html">https://marketpublishers.com/r/BB6EA247990EN.html</a>

Price: US\$ 750.00 (Single User License / Electronic Delivery)

If you want to order Corporate License or Hard Copy, please, contact our Customer

Service:

info@marketpublishers.com

## **Payment**

To pay by Credit Card (Visa, MasterCard, American Express, PayPal), please, click button on product page <a href="https://marketpublishers.com/r/BB6EA247990EN.html">https://marketpublishers.com/r/BB6EA247990EN.html</a>

To pay by Wire Transfer, please, fill in your contact details in the form below:

| First name:   |                           |  |
|---------------|---------------------------|--|
| Last name:    |                           |  |
| Email:        |                           |  |
| Company:      |                           |  |
| Address:      |                           |  |
| City:         |                           |  |
| Zip code:     |                           |  |
| Country:      |                           |  |
| Tel:          |                           |  |
| Fax:          |                           |  |
| Your message: |                           |  |
|               |                           |  |
|               |                           |  |
|               |                           |  |
|               | **All fields are required |  |
|               | Custumer signature        |  |
|               |                           |  |
|               |                           |  |

Please, note that by ordering from marketpublishers.com you are agreeing to our Terms & Conditions at <a href="https://marketpublishers.com/docs/terms.html">https://marketpublishers.com/docs/terms.html</a>

To place an order via fax simply print this form, fill in the information below and fax the completed form to +44 20 7900 3970