

Executive Summary

The project's objective is to establish a consultancy firm to support the construction industry stakeholders, property owners, Architect/Engineering consultants, Main-contractor, and Facility Managers. The services provided are Quantity surveying and commercial management for clients to succeed in their business. The QS4YOU project was designed to operate in the lean business model. The company operated in a lean business model to eliminate waste and be efficient while delivering effective services to the complete spectrum of the construction industry. The services were outlined in response to the identified market gap and are in huge demand within the construction industry in Sri Lanka and Middle Eastern countries.

The entrepreneurship project operates in a virtual platform where the client posts their requirement with necessary details; then, the administrative team will interact with the client and obtain the full clarification and specifically deliverable. Based on the deliverable, the tailor made package was agreed upon with the client upfront, and this agreement switched the works to the next phase of the production of documentation. The documents are produced by professional associates who are assigned on a contract with the QS4YOU organisation. The Professional associates are a huge bank of resources of the organisation, who are experts in various fields coupled with specialised qualifications. Upon completion of the service, payment flow settled down the account transition. The business revenue generated through service call closeout to the client's satisfaction as per agreed deliverables.

The entrepreneur is an Engineer cum quantity surveyor whose rich experience and broad knowledge in the business's core service is the critical driver in the service business. The Network created by the entrepreneur is the backbone of the resource pool, which is spread across the globe and brings the latest knowledge to business to provide the best in class service to clients, differentiating the business from competitors. In other words, this business helps the professionals to earn their second income while capitalising on their rich knowledge, which will uplift the social wellbeing of their families and society. Most specifically, the organisation helps the professionals who have lost their jobs due to the current economic downturn.

The business was projected to have a favourable benefit-cost analysis. After successful implementation and running the business from November 2021 to February 2022, the company returned the predicated result and financials, which is a massive success to the

professional supply chain of the organisation. The comprehensive income statement and Financial Position of the entrepreneurship project were audited and certified to witness the business's financial success.

Further, the business was established in Sri Lanka. It extended the service within Sri Lanka and other parts of the world, especially the Middle East, which bring foreign revenues to the country to support the macroeconomy of Sri Lanka and provide financial support to valued families of the professional associates and staff, as a socially responsible business to the nation and the society.

The project was well planned to use a Gantt chart with time-bound actions with responsibilities to achieve the objectives, and it was meticulously followed daily and weekly to achieve the result. The project management knowledge gained from the MBA model was the backbone of this task. However, some of the element delivery was affected due to macro-environmental challenges. Fortunately, those items were not in the project's critical path delivery, and necessary remedial actions were planned to overcome those issues using the contingency mindset as the world is not perfect.

The project outcome indicated that enhanced business expansion is vital to address the construction industry stakeholders; therefore, the business will be moving to the next phase. This phase will upgrade the virtual portal with enhanced features to track the works and the status to give an instant report to our clients, and a mobile application fully integrated into the business will provide dedicated access for busy business clients and create more collaboration and confidence for long term success.