



FIVE-YEAR BUSINESS PLAN

2026 – 2030

TechWave IT Solutions | Information Technology Firm

Tubmanburg, Bomi County, Republic of Liberia

Ride the Wave of Innovation

Prepared October 2026 | Confidential: for management, lenders and prospective partners

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1. Executive Summary

TechWave IT Solutions (“TechWave”) is an information technology firm based in Tubmanburg, the capital of Bomi County, Liberia. Under the promise *“Ride the Wave of Innovation”*, TechWave will bring dependable, professional technology services to a region where schools, clinics, government offices, NGOs, small businesses and households currently rely on long trips to Monrovia, or on informal providers, for even basic IT needs.

This plan sets out how TechWave will launch in 2026 and grow over five years into the leading IT service provider in Bomi County and the wider north-western Liberia corridor. The business combines six complementary service lines so that recurring income (support contracts, training) steadies the project-based income (installations, software).

Plan at a glance

TechWave will open with a start-up budget of **\$60,000**, reach **\$95,000** in revenue in Year 1 and grow to **\$527,000** by Year 5, a cumulative five-year revenue of **\$1,436,000**. The business is projected to be profitable from Year 1, with net profit before tax rising from **\$6,450** to **\$118,550**, and to grow from a team of 5 to 20 people.

Key highlights

- **Clear local gap:** few formally registered IT providers operate in Bomi County; customers lose time and money travelling for repairs, networking, software and training.
- **Six service lines:** IT support and managed services; hardware sales; networking, CCTV and solar power installations; software and web development; a Training Academy; and digital and business services.
- **Resilient model:** solar and battery backup is built into the offering because unreliable grid power is the region’s biggest operating risk and also a major sales opportunity.
- **Community impact:** digital skills training, local jobs for graduates and youth, and affordable access to technology for schools and small businesses.

Financial snapshot

USD	2026	2027	2028	2029	2030
Revenue	\$95,000	\$167,000	\$264,000	\$383,000	\$527,000
Gross profit	\$49,750	\$90,800	\$147,160	\$217,350	\$302,350
Operating expenses	\$43,300	\$67,200	\$101,200	\$139,700	\$183,800
Net profit before tax	\$6,450	\$23,600	\$45,960	\$77,650	\$118,550
Net margin	6.8%	14.1%	17.4%	20.3%	22.5%

Funding request: TechWave seeks **\$60,000** in total start-up funding. A proposed structure is 40% owner/founder contribution (\$24,000) and 60% from a development loan, grant, or strategic investor (\$36,000). Section 9.6 details how the funds will be used.

2. Company Overview

2.1 Business description

TechWave IT Solutions is a technology services and training company headquartered in Tubmanburg, Bomi County. It designs, supplies, installs, supports and teaches technology for organisations and individuals. The brand identity – a wave rising from a laptop, framed by the words *Ride the Wave of Innovation* – expresses the company's purpose: helping its customers and community move forward on the wave of digital change instead of being left behind it.

2.2 Vision, mission and values

Element	Statement
Vision	To be the most trusted technology partner in Bomi County and north-western Liberia, making modern IT accessible, reliable and affordable.
Mission	To deliver professional IT products, services and training that help local institutions and businesses work better, and that give young Liberians the skills to build careers in technology.
Values	Reliability (we show up and we follow up), Integrity (honest pricing and advice), Innovation (practical solutions that fit local conditions), Community (we hire, train and buy locally where we can), Excellence (certified, careful workmanship).

2.3 Legal structure and registration

TechWave will be registered as a limited liability company with the Liberia Business Registry (LBR), obtain a tax identification and register with the Liberia Revenue Authority (LRA), secure the relevant business and municipal permits for Bomi County, and enrol employees with the National Social Security and Welfare Corporation (NASSCORP). Where applicable, the company will apply for the sector approvals required for telecommunications-related and security-equipment work. Final registration steps will be confirmed with the relevant authorities and a local legal adviser before launch.

2.4 Location

Tubmanburg is the administrative centre of Bomi County, north-west of Monrovia. The county has a long history linked to iron-ore mining at Bomi Hills and has been rebuilding its institutions, schools and commercial life in the post-conflict period. Operating from the county capital places TechWave next to the customers who matter most: the county administration, district offices, schools, health facilities, banks and microfinance institutions, NGOs and the town's market traders, while keeping Monrovia within reach for sourcing equipment and for larger projects.

2.5 Goals for the five years

- Become the first-choice IT provider in Bomi County within 24 months of opening.
- Serve at least **100 active institutional and business clients** by 2030.
- Train at least **1,500 people** in digital skills through the TechWave Training Academy by 2030.
- Grow revenue to **\$527,000** and reach a net margin above 20%.
- Open a second service point in a neighbouring county by Year 4 and create **20 jobs** by Year 5.

3. Products and Services

TechWave's offering is built around the everyday technology needs of Bomi County. Each service line supports the others: a school that buys computers is a natural customer for networking, support, solar backup and student training.

3.1 IT support and managed services

Monthly or annual support contracts for offices, schools, clinics and businesses: on-site and remote troubleshooting, preventive maintenance, antivirus and updates, backup management, email and cloud set-up, printer and network upkeep, and a guaranteed response time. This is TechWave's recurring-revenue foundation.

3.2 Hardware and accessories sales

Laptops, desktops, printers, routers, UPS units, power banks, storage, cables, toner and accessories from reputable brands, with warranty handling and after-sales support. Stock is kept for fast-moving items; other items are ordered on request.

3.3 Networking, CCTV and solar installations

Structured cabling, office and campus Wi-Fi, point-to-point links, CCTV and access control, and – critically – solar and battery backup systems sized for IT loads, small offices, clinics and shops. Solar addresses the single biggest operational pain point in the region.

3.4 Software and web development

Websites, business email, mobile-friendly web applications and custom systems such as student records, inventory, point-of-sale, church and community management tools, with data export to Excel and PDF. A reusable set of templates lowers cost and delivery time for local institutions.

3.5 TechWave Training Academy

A 10-seat computer lab offering short courses: computer fundamentals, Microsoft Office, internet and email, digital marketing, web design, introductory programming, networking and basic hardware repair. Courses are offered to youth, job seekers, civil servants, teachers and NGO staff, with certificates of completion and corporate or sponsored cohorts.

3.6 Digital and business services

Printing, scanning, laminating, document typing, CV and proposal preparation, online applications and registrations, photocopying and branded stationery. These services bring steady daily foot traffic into the shop.

3.7 Competitive advantage

- Local presence and quick response compared with providers based hours away in Monrovia.
- One-stop capability: power, network, hardware, software and training from a single accountable firm.
- Warranty-backed products and certified workmanship rather than informal, unguaranteed repairs.
- Training pipeline that produces future customers, staff and word-of-mouth advocates.
- Community-rooted brand with transparent, USD-clear pricing and written quotations.

4. Market Analysis

A note on data

The market figures and customer counts in this plan are planning assumptions. A short customer survey and site visits in Tubmanburg and surrounding districts are scheduled in the pre-launch period (see the 90-day action plan) to validate demand and pricing before major spending.

4.1 Market context

Liberia's digital economy is young and expanding. Mobile networks (such as Orange Liberia and Lonestar Cell MTN) have extended coverage, smartphone use is rising, banks and mobile-money providers are digitising services, and government agencies, schools and NGOs increasingly require electronic records and reporting. At the same time, county towns like Tubmanburg remain under-served by professional IT providers, especially for installation, support and structured training. That combination of rising demand and thin supply is TechWave's opportunity.

4.2 Target customers

Segment	Typical needs	Revenue role
Government offices and county administration	Computers, networking, records systems, printing, training	Projects and annual support contracts
Schools, colleges and universities	Labs, student records, Wi-Fi, solar backup, ICT training	Projects, software, Academy partnerships
Clinics, health facilities and NGOs	Reporting systems, laptops, power, CCTV, staff training	Managed services, installations
Banks, microfinance, shops and SMEs	POS, CCTV, networks, accounting tools, websites	Installations, support, hardware
Churches, associations and community groups	Records, projectors, sound and display, websites	Hardware, software, support
Youth, students and job seekers	Skills, certificates, CV and application services	Academy fees, digital services
Households	Laptops, repairs, home Wi-Fi, small solar kits	Retail sales and repairs

4.3 Competition

Competition falls into three groups: (1) informal repair and phone shops with limited capability and no warranty; (2) Monrovia-based vendors and contractors who serve Bomi County only occasionally and at higher travel cost; and (3) general electronics traders who sell products but do not install, support or train. TechWave differentiates by being permanently local, formally registered, warranty-backed and capable across the whole technology stack.

4.4 SWOT analysis

Strengths	Weaknesses
• Local presence and community ties • Broad six-line service mix • Strong, recognisable brand • Low overhead in a county town • Training academy builds loyalty	• New company with limited track record • Small initial capital and team • Dependence on a few key technicians • Import dependence for equipment
Opportunities	Threats
• Unmet demand across institutions and SMEs • Solar plus IT bundles • NGO and donor-funded projects • Digitisation of records and payments • Youth demand for skills	• Unreliable electricity and road conditions • Currency and import-price swings • Slow payment by institutions • Larger Monrovia firms entering the county • Theft and counterfeit goods

5. Marketing and Sales Strategy

5.1 Positioning

TechWave positions itself as “**the local IT team you can call**”: professional, certified, honest on price and quick to respond. All communication carries the TechWave wave identity and the tagline *Ride the Wave of Innovation*.

5.2 Marketing channels

- **Direct institutional outreach:** structured visits and demonstrations to the county administration, schools, clinics, NGOs, banks and churches, followed by written proposals.
- **Shop and brand presence:** a visible, branded storefront and service desk in Tubmanburg; branded uniforms, signage, receipts and a motorbike for field service.
- **Digital marketing:** a company website, Google Business listing, WhatsApp Business catalogue and Facebook pages for offers, training intakes and customer tips.
- **Radio and community events:** local radio spots, school and church tech-days, open days at the Training Academy, and sponsorship of youth coding or typing competitions.
- **Referral programme:** discounts or service credits for customers who refer new clients.
- **Partnerships:** with equipment brands, solar suppliers, NGOs and training institutions for supply, co-delivery and funding.

5.3 Pricing approach

Pricing is value-based and transparent, quoted in US dollars (with Liberian dollar equivalents on request), and benchmarked against Monrovia prices plus a fair allowance for delivery and local service. Bundles (for example, *laptop + UPS + one year support* or *office Wi-Fi + CCTV + solar backup*) increase average order value and customer retention. Support contracts are offered in Bronze, Silver and Gold tiers with defined response times.

5.4 Sales process

Step	Activity	Owner
1. Lead	Walk-ins, referrals, outreach visits, social media enquiries	Sales and admin officer
2. Assess	Site visit or call, needs analysis, photographs and measurements	Lead technician
3. Propose	Written quotation or proposal within 48 hours	Managing director
4. Deliver	Procurement, installation or service, testing and handover	Technical team
5. Support	Warranty, follow-up call at 14 days, annual review, upsell	Account lead

5.5 Sales targets

Indicator	2026	2027	2028	2029	2030
Active clients (cumulative)	30	55	75	90	100+
Support contracts in force	6	15	28	40	55
Academy graduates (annual)	120	220	320	400	450

6. Operations Plan

6.1 Premises and layout

TechWave will lease a street-facing commercial space in central Tubmanburg with room for: a customer reception and retail area; a repair and configuration workshop; a 10-seat training lab; and a small storeroom for stock. Premises will be secured with CCTV, an alarm, a reliable solar-plus-battery power system and an internet link with a backup connection.

6.2 Equipment and technology

- Workshop tools, multimeters, cable testers, crimping and fibre tools, soldering stations, diagnostic and imaging tools.
- 10 training computers, a projector, a whiteboard and a printer for the Academy.
- Ticketing and job-tracking software, accounting and stock-control software, and cloud backup.
- A motorbike for field work, later supplemented by a small service vehicle.

6.3 Suppliers and logistics

Equipment will be sourced from established distributors in Monrovia and regional importers, with direct import from vetted international suppliers as volumes grow. TechWave will keep two or more suppliers for key items, hold safety stock of fast-moving products, and build in extra lead time for rainy-season road conditions.

6.4 Quality and customer care

- Standard operating procedures for installation, testing, handover and documentation.
- Written warranties and a 48-hour response commitment for contract customers.
- Customer feedback after every job, reviewed monthly; target satisfaction of 90% or higher.
- Health and safety practices for electrical, solar and work-at-height tasks.

6.5 Data protection and ethics

TechWave will handle customer data confidentially, use access controls and encrypted backups for any system it manages, and never install unlicensed software for customers. Staff sign confidentiality and code-of-conduct agreements.

7. Organisation and Management

7.1 Leadership and structure

The Managing Director sets strategy, leads sales to key institutions and oversees finance. A Lead Technician heads service delivery; a Software Developer leads web and systems projects; a Sales and Admin Officer runs the front desk and customer records; and a Trainer runs the Academy. Additional roles are added as revenue allows. An advisory board of two or three respected local professionals (for example from education, finance and community leadership) will be formed in Year 2.

7.2 Staffing plan

Role	2026	2027	2028	2029	2030
Managing director	1	1	1	1	1
Lead technician / operations	1	1	1	2	2
Field technicians and installers	1	2	4	5	7
Software and web developers	1	1	2	2	3
Trainers / Academy staff	0	1	1	2	2
Sales, admin and accounts	1	2	3	4	5
Total headcount	5	8	12	16	20

Note: Year 1 headcount counts the founder-manager. Average annual employment cost per head rises from about \$4,800 to about \$5,900 over the plan as roles become more senior and salaries are adjusted for experience.

7.3 Recruitment and retention

- Recruit locally first, including graduates and Academy top performers, and offer structured on-the-job training.
- Fund professional certifications (for example CompTIA, Cisco, vendor solar and CCTV certifications) for key technicians.
- Reward performance with bonuses tied to customer satisfaction and project delivery.
- Provide NASSCORP enrolment, clear contracts and growth paths to keep skilled staff in Bomi County.

8. Five-Year Strategic Roadmap

Year 1 (2026): Foundation

- Complete registration, permits, premises fit-out and equipment purchase.
- Launch core services: IT support, hardware sales, networking and solar installs, digital services.
- Win first 30 clients, including schools, NGOs and county offices; sign the first 6 support contracts.
- Launch website and social channels; begin short training courses (Year 1 revenue target: \$95,000).

Year 2 (2027): Growth

- Open the full Training Academy lab and run monthly intakes.
- Expand solar and CCTV offering; introduce Bronze, Silver and Gold support tiers.
- Deliver the first custom software systems (for example student records) and productise them for resale.
- Reach \$167,000 revenue; hire to a team of 8.

Year 3 (2028): Expansion

- Serve neighbouring districts and counties; register as a supplier for NGO and public procurement.
- Add a dedicated installations crew and a small service vehicle.
- Strengthen vendor partnerships and obtain partner status with at least two major brands.
- Reach \$264,000 revenue; team of 12.

Year 4 (2029): Consolidation and scale

- Open a second service point in a neighbouring county.
- Launch community Wi-Fi and managed-network packages for businesses and campuses.
- Introduce an internship and youth incubation programme through the Academy.
- Reach \$383,000 revenue; team of 16.

Year 5 (2030): Leadership

- Be recognised as the leading IT firm in Bomi County and north-western Liberia.
- Evaluate a Monrovia sales office and larger system-integration projects.
- Develop a recurring software-as-a-service product for institutions.
- Reach \$527,000 revenue; team of 20; net margin above 20%.

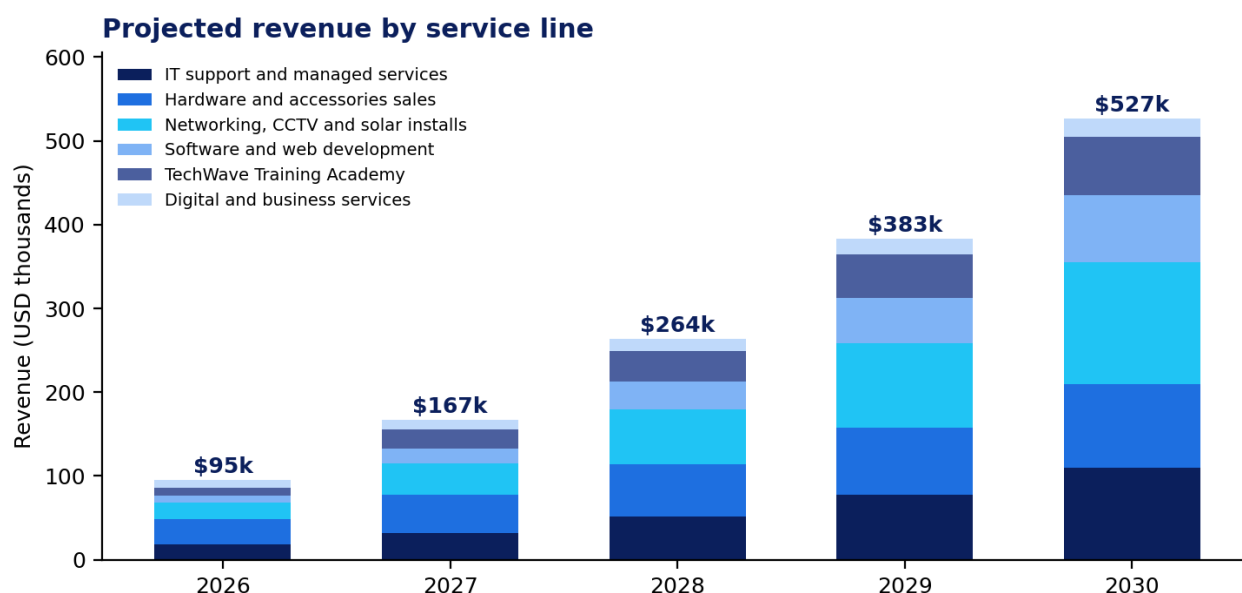
9. Financial Plan

Basis of preparation

All figures are in US dollars, which is widely used for business transactions in Liberia, and are forward-looking estimates based on the assumptions in Appendix A. They should be reviewed and updated with actual quotations, local price data and an accountant before the plan is submitted to lenders.

9.1 Revenue projection by service line

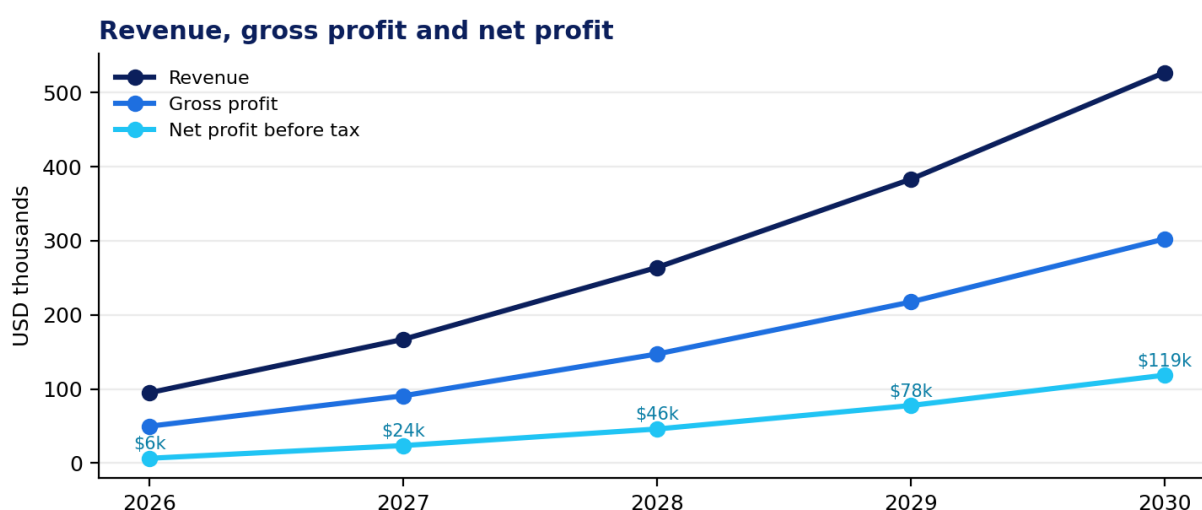
Service line	2026	2027	2028	2029	2030
IT support and managed services	\$18,000	\$32,000	\$52,000	\$78,000	\$110,000
Hardware and accessories sales	\$30,000	\$45,000	\$62,000	\$80,000	\$100,000
Networking, CCTV and solar installs	\$20,000	\$38,000	\$65,000	\$100,000	\$145,000
Software and web development	\$8,000	\$18,000	\$34,000	\$55,000	\$80,000
TechWave Training Academy	\$10,000	\$22,000	\$36,000	\$52,000	\$70,000
Digital and business services	\$9,000	\$12,000	\$15,000	\$18,000	\$22,000
Total revenue	\$95,000	\$167,000	\$264,000	\$383,000	\$527,000
Year-on-year growth	—	76%	58%	45%	38%



9.2 Income statement (profit and loss)

USD	2026	2027	2028	2029	2030
Revenue	\$95,000	\$167,000	\$264,000	\$383,000	\$527,000
Cost of sales	(\$45,250)	(\$76,200)	(\$116,840)	(\$165,650)	(\$224,650)
Gross profit	\$49,750	\$90,800	\$147,160	\$217,350	\$302,350
Gross margin	52.4%	54.4%	55.7%	56.7%	57.4%
Salaries and wages	(\$24,000)	(\$40,000)	(\$62,000)	(\$88,000)	(\$118,000)
Rent and premises	(\$3,600)	(\$4,800)	(\$7,200)	(\$9,600)	(\$12,000)
Power, internet and utilities	(\$3,600)	(\$4,800)	(\$6,600)	(\$8,400)	(\$10,800)
Marketing and promotions	(\$2,400)	(\$4,000)	(\$6,000)	(\$8,500)	(\$11,000)
Transport and fuel	(\$2,400)	(\$3,600)	(\$5,400)	(\$7,200)	(\$9,000)
Licences, insurance and compliance	(\$1,500)	(\$2,000)	(\$3,000)	(\$4,000)	(\$5,000)
Training and staff development	(\$800)	(\$1,500)	(\$2,500)	(\$3,500)	(\$5,000)
Admin, software and miscellaneous	(\$2,000)	(\$3,000)	(\$4,500)	(\$6,000)	(\$8,000)
Depreciation	(\$3,000)	(\$3,500)	(\$4,000)	(\$4,500)	(\$5,000)
Total operating expenses	(\$43,300)	(\$67,200)	(\$101,200)	(\$139,700)	(\$183,800)
Net profit before tax	\$6,450	\$23,600	\$45,960	\$77,650	\$118,550
Net margin	6.8%	14.1%	17.4%	20.3%	22.5%

Income tax, payable to the Liberia Revenue Authority at the rates in force, is not deducted above; the owner should plan for it when estimating after-tax earnings and reinvestment capacity.



9.3 Cash flow summary

USD	2026	2027	2028	2029	2030
Opening cash	\$19,000	\$28,450	\$50,550	\$92,510	\$164,660
Net profit before tax	\$6,450	\$23,600	\$45,960	\$77,650	\$118,550
Add back depreciation	\$3,000	\$3,500	\$4,000	\$4,500	\$5,000
Equipment reinvestment (capex)	\$0	(\$5,000)	(\$8,000)	(\$10,000)	(\$12,000)
Closing cash	\$28,450	\$50,550	\$92,510	\$164,660	\$276,210

The opening cash position is the \$19,000 working-capital reserve funded at start-up; the remaining start-up funds are invested in equipment, stock and set-up. Figures assume no owner drawings beyond the salaries budgeted, no tax payments and no loan repayments; actual cash flow will also depend on how quickly institutional customers pay.

9.4 Break-even analysis

With a gross margin of about 52% in Year 1 and operating expenses of \$43,300, TechWave's break-even revenue is approximately **\$82,683** per year (about \$6,890 per month). At the projected Year 1 revenue of \$95,000, break-even is reached after roughly **10 months** of trading, assuming sales are spread evenly through the year. Break-even revenue in later years is shown below.

USD	2026	2027	2028	2029	2030
Break-even revenue	\$82,683	\$123,595	\$181,549	\$246,170	\$320,366
Projected revenue	\$95,000	\$167,000	\$264,000	\$383,000	\$527,000
Safety margin	13%	26%	31%	36%	39%

9.5 Key financial ratios

Ratio	2026	2027	2028	2029	2030
Gross margin	52.4%	54.4%	55.7%	56.7%	57.4%
Net margin	6.8%	14.1%	17.4%	20.3%	22.5%
Revenue per employee	\$19,000	\$20,875	\$22,000	\$23,938	\$26,350
Payroll as % of revenue	25%	24%	23%	23%	22%

9.6 Start-up budget and use of funds

Item	Amount (USD)	Share
Tools, test equipment and workshop set-up	\$9,000	15%
Training lab computers and furniture (10 seats)	\$7,500	12%
Office / shop fit-out and rent deposit	\$5,000	8%
Opening stock: hardware, accessories, solar kits	\$12,000	20%
Motorbike for field service and deliveries	\$3,500	6%
Branding, website and launch marketing	\$2,500	4%
Business registration, licences and permits	\$1,500	2%
Working capital reserve (first 4 to 5 months)	\$19,000	32%
Total start-up requirement	\$60,000	100%

Proposed funding structure

Source	Amount (USD)	Share
Founder / owner contribution	\$24,000	40%
Development loan, grant or strategic investor	\$36,000	60%
Total	\$60,000	100%

The funding mix above is a proposal for discussion. Any loan should be sized so that annual repayments remain comfortably below operating cash flow; a grant or equity partner would reduce this pressure. Over the five years the business is projected to generate a cumulative net profit before tax of **\$272,210**, which supports repayment and reinvestment.

9.7 Return on investment

Cumulative net profit before tax over five years (\$272,210) compared with the \$60,000 start-up investment indicates a payback within the plan period, with the business owning a growing base of equipment, stock, customer contracts and brand value at the end of Year 5.

10. Risk Analysis and Mitigation

Risk	Impact	Mitigation
Unreliable grid electricity	High	Solar and battery backup at TechWave premises; sell power-backup bundles; keep generator as contingency.
Exchange-rate and import-price changes	High	Quote in USD with validity periods; hold selective safety stock; use multiple suppliers; build margin buffers.
Slow payment from institutions	Medium	Deposits of 40–60% on projects; milestone invoicing; late-payment terms in contracts; diversify client base.
Loss of key technical staff	Medium	Competitive pay, training and certification, bonuses, documentation of procedures and cross-training.
New competitors or Monrovia firms entering	Medium	Lock in support contracts, deepen relationships, offer bundles and fast local response.
Supply delays and rainy-season roads	Medium	Safety stock, advance ordering, two or more suppliers, flexible delivery schedules.
Theft, fire or equipment damage	Medium	CCTV and alarm, secure storeroom, insurance, inventory controls and staff vetting.
Counterfeit or poor-quality equipment	Medium	Buy only from authorised distributors; check serial numbers and warranties.
Regulatory and tax changes	Low–Medium	Keep compliance records current; use a local accountant and legal adviser; monitor LRA and regulator notices.
Lower-than-expected demand	Medium	Pre-launch survey; stage investment; flexible cost base; shift emphasis between service lines.

Contingency approach

If Year 1 revenue falls 20% below plan (about \$76,000), TechWave would defer non-essential hiring, reduce marketing and transport spend, and prioritise recurring-revenue contracts and high-margin services (support, software and training) until volumes recover.

11. Social and Community Impact

- **Jobs and skills:** 20 direct jobs by Year 5, plus indirect work for suppliers, transporters and trainees.
- **Education:** low-cost digital skills training reaching more than 1,500 people, with scholarships or discounts for women, youth and persons with disabilities.
- **Local institutions:** reliable ICT for schools, clinics and local government, improving records, reporting and service delivery.
- **Women in technology:** targeted Academy cohorts and internships to raise female participation in ICT.
- **Sustainability:** promotion of solar energy, responsible handling and recycling of electronic waste, and energy-efficient equipment.

12. Monitoring and Key Performance Indicators

The management team will review a one-page scorecard monthly and report quarterly to the advisory board and to funders. The plan will be refreshed every year.

KPI	Target	Frequency
Revenue versus budget	At least 95% of plan	Monthly
Gross margin	50% or higher overall	Monthly
Recurring revenue share (support and training)	35%+ by Year 3	Quarterly
Customer satisfaction	90% or higher	Per job and monthly
Response time for contract customers	Within 48 hours	Monthly
Debtor days (collection period)	Under 45 days	Monthly
Academy graduates	See Section 5.5	Per intake
Staff retention	Above 85%	Annually

Appendix A: Key Assumptions

- All amounts are in US dollars and are not adjusted for inflation or currency movements.
- Revenue by service line is built from expected client numbers, average project and contract values and Academy enrolments; Year 1 covers the first 12 months of trading, beginning in 2026.
- Cost of sales rates: IT support 20%%, hardware 72%%, installations 55%%, software 25%%, training 30%%, digital services 45%%.
- Operating expenses grow with team size and activity; depreciation is estimated on a straight-line basis for equipment.
- No income tax, loan interest, owner drawings or VAT are included in the projections.
- Customers (especially institutions) are assumed to pay within about 30–45 days; deposits are collected on installation projects.
- Demand, pricing and costs are to be validated through the pre-launch survey and supplier quotations.

Appendix B: First 90 Days Action Plan

Timeframe	Action
Days 1–30	Complete customer and price survey in Tubmanburg and nearby districts; finalise company name and registration with LBR; open a business bank account; obtain tax and municipal registrations; sign the premises lease.
Days 31–60	Fit out the shop, workshop and training lab; install solar and internet; purchase tools and opening stock; recruit core team; design signage, website and brochures.
Days 61–90	Soft launch with demo days for institutions; sign first support contracts; start first Academy intake; launch radio and social media campaign; set up accounting, stock and ticketing systems.

Appendix C: Document Control

Item	Detail
Company	TechWave IT Solutions
Location	Tubmanburg, Bomi County, Republic of Liberia
Plan period	2026 – 2030 (five years)
Prepared	October 2026
Review cycle	Annual update; quarterly progress review
Status	Draft for management and funder discussion

Disclaimer

This business plan contains forward-looking projections and planning assumptions prepared for management and prospective funders. It is not a guarantee of results and does not constitute legal, tax or investment advice. Professional advice should be obtained before relying on it for financial decisions.