

<u>CAPACITACION BASICO PERSONAL</u>					
	2015	2016	2017	2018	2019
Mes 1		0	0	0	0
Mes 2		3	3	4	4
Mes 3		3	3	4	4
Mes 4		3	5	6	6
Mes 5		3	5	6	7
Mes 6		3	6	6	5
Mes 7	5	5	4	4	4
Mes 8	5	5	5	4	3
Mes 9	5	5	6	5	6
Mes 10	5	5	6	5	6
Mes 11	7	6	6	5	6
Mes 12	5	4	5	5	5
Total P	32	45	54	54	56
Precio	450,000	465,000	480,000	496,000	513,000
Total	14,400,000	20,925,000	25,920,000	26,784,000	28,728,000

Mes 1
Mes 2
Mes 3
Mes 4
Mes 5
Mes 6
Mes 7
Mes 8
Mes 9
Mes 10
Mes 11
Mes 12
Total P
Precio
Total

CAPACITACION FINANZAS

2015	2016	2017	2018	2019
	0	0	0	0
	2	2	2	2
	2	2	3	2
	2	2	2	3
	2	2	2	2
	0	0	0	0
2	2	1	3	3
3	3	2	2	2
4	4	3	2	4
4	2	2	2	2
5	3	2	2	2
0	0	0	0	0
18	22	18	20	22
1,800,000	1,860,000	1,917,000	1,979,000	2,100,000
32,400,000	40,920,000	34,506,000	39,580,000	46,200,000

CAPACITACION INTERMEDIO PERSONAL

	2015	2016	2017	2018	2019
Mes 1		0	0	0	0
Mes 2		3	4	4	4
Mes 3		3	4	4	4
Mes 4		3	5	6	6
Mes 5		5	6	7	5
Mes 6		1	6	6	5
Mes 7		2	4	4	4
Mes 8	5	4	5	5	5
Mes 9	5	4	5	5	6
Mes 10	5	4	6	5	5
Mes 11	7	4	7	4	6
Mes 12	4	1	5	4	5
Total P	26	34	57	54	55
Precio	580,000	600,000	619,000	639,000	660,000
Total	15,080,000	20,400,000	35,283,000	34,506,000	36,300,000

CAPACITACION AVANZADO PERSONAL

	2015	2016	2017	2018	2019
Mes 1		0	0	0	0
Mes 2		3	4	4	3
Mes 3		3	4	4	4
Mes 4		3	5	6	6
Mes 5		4	7	5	6
Mes 6		2	7	6	7
Mes 7		5	4	4	4
Mes 8		5	4	5	5
Mes 9	5	5	4	6	6
Mes 10	6	5	6	6	6
Mes 11	6	6	6	6	7
Mes 12	5	6	4	6	6
Total P	22	47	55	58	60
Precio	750,000	775,000	798,000	824,000	850,000
Total	16,500,000	36,425,000	43,890,000	47,792,000	51,000,000

	CAPACITACION PERSONAL				
	2015	2016	2017	2018	2019
BASICO	14,400,000	20,925,000	25,920,000	26,784,000	28,728,000
INTERMEDIO	15,080,000	20,400,000	35,283,000	34,506,000	36,300,000
AVANZADO	16,500,000	36,425,000	43,890,000	47,792,000	51,000,000
TOTAL	45,980,000	77,750,000	105,093,000	109,082,000	116,028,000

	CAPACITACION COLEGIOS				
	2015	2016	2017	2018	2019
BASICO	32,400,000	40,920,000	34,506,000	39,580,000	46,200,000
TOTAL VTA	78,380,000	118,670,000	139,599,000	148,662,000	162,228,000

	2015	2016	2017	2018	2019
BASICO	32	45	54	54	56
INTERMEDIO	26	34	57	54	55
AVANZADO	22	47	55	58	60
TOTAL	80	126	166	166	171

GASTOS	1,925,000	23,100,000
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PORTAFOLIO	%	GASTOS	PRECIO	COSTO	MARGEN DE UTILIDAD	UNIDADES DE EQUILIBRIO MES
BASICO	40%	770,000	450,000	300,000	150,000	2
INTERMEDIO	30%	577,500	580,000	300,000	280,000	1
AVANZADO	10%	192,500	750,000	300,000	450,000	1
CAPACITACIÓN COLEGIO	20%	385,000	1,800,000	300,000	1,500,000	0
	100%	1,925,000	3,580,000		2,380,000	

UNIDADES DE EQUILIBRIO AÑO	INGRESOS MINIMOS MENSUALES	INGRESOS MINIMOS ANUALES
24	900,000	10,800,000
12	580,000	6,960,000
12	750,000	9,000,000
0	0	0
48	2,230,000	26,760,000

GASTOS PREOPERATIVOS	
Gastos notariales	60,000
registro menrcantil	100,000
pagina web	2,500,000
lanzamiento	1,000,000
adecuacion locativa	3,000,000
TOTAL GP	6,660,000

INFLACIÓN	3.20%	3.05%
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GASTOS DE VENTAS	
internet dominio	10,000
publicidad y mercadeo	100,000
hosting	15,000
transporte	200,000
arrendamiento	700,000
investigacion	400,000
TOTAL	1,425,000

2015	2016	2017
120,000	123,840	127,617
1,200,000	1,238,400	1,276,171
180,000	185,760	191,426
2,400,000	2,476,800	2,552,342
8,400,000	8,668,800	8,933,198
400,000	412,800	425,390
12,700,000	13,106,400	13,506,145

GASTOS ADMINISTRATIVOS	
honorarios contador	100,000
mantenimiento	100,000
poliza de seguro	100,000
seguridad	200,000
TOTAL	500,000

2015	2016	2017
1,200,000	1,238,400	1,276,171
1,200,000	1,238,400	1,276,171
1,200,000	1,238,400	1,276,171
2,400,000	2,476,800	2,552,342
6,000,000	6,192,000	6,380,856

3.20%	3.25%
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2018	2019
131,701	135,981
1,317,009	1,359,811
197,551	203,972
2,634,017	2,719,623
9,219,061	9,518,680
439,003	453,270
13,938,342	14,391,338

2018	2019
1,317,009	1,359,811
1,317,009	1,359,811
1,317,009	1,359,811
2,634,017	2,719,623
6,585,043	6,799,057

EQUIPOS	CANTIDAD	PRECIO	IVA	PRECIO UNITARIO CON IVA	PRECIO TOTAL CON IVA
PROYECTOR	2	300,000	16.00%	48,000	696,000
PORTATIL	2	1,000,000	16.00%	160,000	2,320,000
				TOTAL	3,016,000

PORTATIL	1	1,000,000	16.00%	160,000	1,160,000
COMPUTADORES	2	4,000,000	16.00%	640,000	9,280,000
IMPRESORA	1	150,000	16.00%	24,000	174,000
TELEVISOR	1	500,000	16.00%	80,000	580,000
TELEFONO	1	60,000	16.00%	9,600	69,600
TABLERO	1	18,000	16.00%	2,880	20,404
					14,300,004

MUEBLES Y ENSERES					
ESCRITORIOS	3	260,000	16.00%	41,600	904,800
SILLAS ESPECIALES	3	150,000	16.00%	24,000	522,000
SILLAS	6	80,000	16.00%	12,800	556,800
					1,983,600

PAPELERIA (Inv)	100	12,655	16.00%	2,025	1,467,980
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