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# Экспресс-отчет

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Анализ рынка станций управления насосами с ЧРП

Апрель 2023

г. Санкт-Петербург

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## **Описание исследования**

**Цель:** экспресс-анализ рынка станций управления насосами с ЧРП.

**География:** Российская Федерация.

### **Задачи:**

1. Анализ зон технологической применимости продукции;
2. Оценка размера рынка;
3. Анализ потребителей оборудования с предполагаемым объемом потребления;
4. Анализ конкурентов;
5. Возможности использования продукции в других сегментах.

**Методика:** кабинетное исследование.

**Ограничения:** задачи, поставленные и решаемые в настоящем отчете являются общими и не могут рассматриваться как комплексное исследование рынка.

## Answers

1. The first two terms of the series are  $1$  and  $2$ . The common difference is  $1$ . The  $n$ th term of the series is  $a_n = 1 + (n-1) \cdot 1 = n$ . The sum of the first  $n$  terms is  $S_n = \frac{n}{2}(1+n) = \frac{n(n+1)}{2}$ .
2. The first term of the series is  $1$ . The common ratio is  $2$ . The  $n$ th term of the series is  $a_n = 1 \cdot 2^{n-1} = 2^{n-1}$ . The sum of the first  $n$  terms is  $S_n = \frac{1(1-2^n)}{1-2} = 1-2^n$ .
3. The first term of the series is  $1$ . The common ratio is  $\frac{1}{2}$ . The  $n$ th term of the series is  $a_n = 1 \cdot \left(\frac{1}{2}\right)^{n-1} = \left(\frac{1}{2}\right)^{n-1}$ . The sum of the first  $n$  terms is  $S_n = \frac{1(1-\left(\frac{1}{2}\right)^n)}{1-\frac{1}{2}} = 2(1-\left(\frac{1}{2}\right)^n)$ .
4. The first term of the series is  $1$ . The common ratio is  $3$ . The  $n$ th term of the series is  $a_n = 1 \cdot 3^{n-1} = 3^{n-1}$ . The sum of the first  $n$  terms is  $S_n = \frac{1(1-3^n)}{1-3} = \frac{1-3^n}{-2} = \frac{3^n-1}{2}$ .
5. The first term of the series is  $1$ . The common ratio is  $4$ . The  $n$ th term of the series is  $a_n = 1 \cdot 4^{n-1} = 4^{n-1}$ . The sum of the first  $n$  terms is  $S_n = \frac{1(1-4^n)}{1-4} = \frac{1-4^n}{-3} = \frac{4^n-1}{3}$ .
6. The first term of the series is  $1$ . The common ratio is  $5$ . The  $n$ th term of the series is  $a_n = 1 \cdot 5^{n-1} = 5^{n-1}$ . The sum of the first  $n$  terms is  $S_n = \frac{1(1-5^n)}{1-5} = \frac{1-5^n}{-4} = \frac{5^n-1}{4}$ .
7. The first term of the series is  $1$ . The common ratio is  $6$ . The  $n$ th term of the series is  $a_n = 1 \cdot 6^{n-1} = 6^{n-1}$ . The sum of the first  $n$  terms is  $S_n = \frac{1(1-6^n)}{1-6} = \frac{1-6^n}{-5} = \frac{6^n-1}{5}$ .
8. The first term of the series is  $1$ . The common ratio is  $7$ . The  $n$ th term of the series is  $a_n = 1 \cdot 7^{n-1} = 7^{n-1}$ . The sum of the first  $n$  terms is  $S_n = \frac{1(1-7^n)}{1-7} = \frac{1-7^n}{-6} = \frac{7^n-1}{6}$ .
9. The first term of the series is  $1$ . The common ratio is  $8$ . The  $n$ th term of the series is  $a_n = 1 \cdot 8^{n-1} = 8^{n-1}$ . The sum of the first  $n$  terms is  $S_n = \frac{1(1-8^n)}{1-8} = \frac{1-8^n}{-7} = \frac{8^n-1}{7}$ .
10. The first term of the series is  $1$ . The common ratio is  $9$ . The  $n$ th term of the series is  $a_n = 1 \cdot 9^{n-1} = 9^{n-1}$ . The sum of the first  $n$  terms is  $S_n = \frac{1(1-9^n)}{1-9} = \frac{1-9^n}{-8} = \frac{9^n-1}{8}$ .

**Table**

- 1. Introduction
- 2. Methodology
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**Table 1: Effectiveness of various control strategies (1990-2000)**

The following table shows the effectiveness of various control strategies in reducing the number of cases over time. The strategies include: 1) No control, 2) Isolation, 3) Quarantine, 4) Masking, 5) Social distancing, 6) Vaccination, and 7) Combination of strategies. The effectiveness is measured as the percentage reduction in cases compared to the no-control scenario.

**Table 2: Effectiveness of various control strategies (1990-2000)**



The graph illustrates the effectiveness of various control strategies over time. The y-axis represents the percentage of cases reduced, ranging from 0 to 100. The x-axis represents the year. The blue line represents 'Isolation' and the red line represents 'Quarantine'. Both strategies show a steady increase in effectiveness over the decade, with Quarantine reaching approximately 85% and Isolation reaching approximately 75% by 2000.

**Table 3: Effectiveness of various control strategies (1990-2000)**



The stacked bar chart shows the effectiveness of various control strategies over time. The y-axis represents the percentage of cases reduced, ranging from 0 to 100. The x-axis represents the year. The bars are stacked with 'Isolation' (blue) at the bottom and 'Quarantine' (red) on top. The total height of the bars increases over time, indicating a cumulative effect of the strategies.

**Table 4: Effectiveness of various control strategies (1990-2000)**

- 1) Isolation
- 2) Quarantine
- 3) Masking
- 4) Social distancing
- 5) Vaccination
- 6) Combination of strategies

The following table shows the effectiveness of various control strategies in reducing the number of cases over time. The strategies include: 1) Isolation, 2) Quarantine, 3) Masking, 4) Social distancing, 5) Vaccination, and 6) Combination of strategies. The effectiveness is measured as the percentage reduction in cases compared to the no-control scenario.

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Figure 1: Diagram illustrating the relationship between the different components of the system.



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### Figure 1: Heating distribution system

The heating distribution system is a network of pipes and components that circulate heat throughout a building. It typically includes a boiler or heat pump, a control panel, radiators, and a network of pipes. The system is designed to provide consistent and efficient heating to all rooms.



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Financial Summary			Key Metrics		Notes	
Item	Value	Unit	Metric 1	Metric 2	Category	Details
Revenue	1000	USD	100	100	Income	...
Expenses	500	USD	50	50	Costs	...
Profit	500	USD	50	50	Net	...

Financial Summary: Revenue 1000 USD, Expenses 500 USD, Profit 500 USD. Key Metrics: Metric 1 100, Metric 2 100. Notes: ...

Key Metrics: Metric 1 100, Metric 2 100. Notes: ...

Notes: ...



Bar chart showing seven data points with values ranging from approximately 100 to 200. The bars are colored in shades of blue.

## Case 2: Business operations

Many business operations are in a state of flux, with significant changes in the way they are conducted. This is due to a variety of factors, including technological advances, changes in consumer behavior, and the need to adapt to a rapidly changing market. As a result, businesses are being forced to re-evaluate their operations and find ways to improve efficiency and reduce costs.

One of the most significant changes in business operations is the move towards automation. This is being driven by the need to reduce costs and improve efficiency. Automation is being used in a wide range of areas, from manufacturing to customer service. This has led to a significant increase in productivity and a reduction in the number of employees required to run a business. However, automation has also led to a loss of jobs in many areas, particularly in manufacturing. This has led to a significant increase in unemployment and a loss of income for many people.

Another significant change in business operations is the move towards digitalization. This is being driven by the need to reach a wider audience and to provide a better customer experience. Digitalization is being used in a wide range of areas, from marketing to sales. This has led to a significant increase in sales and a reduction in the number of employees required to run a business.

Finally, another significant change in business operations is the move towards sustainability. This is being driven by the need to reduce costs and to improve the reputation of a business. Sustainability is being used in a wide range of areas, from manufacturing to customer service. This has led to a significant increase in sales and a reduction in the number of employees required to run a business.

Figure 1: Bar chart showing the percentage of businesses that have adopted various technologies in the last five years.



The chart shows that cloud computing is the most widely adopted technology, with 85% of businesses having adopted it in the last five years. This is followed by big data at 65%, artificial intelligence at 60%, blockchain at 45%, internet of things at 35%, virtual reality at 25%, and augmented reality at 55%.

The data suggests that businesses are increasingly adopting technologies that can help them to reduce costs and improve efficiency. This is particularly true for cloud computing, which is being used to reduce the need for physical infrastructure and to improve the way that data is stored and accessed.

Overall, the data shows that businesses are being forced to adopt new technologies in order to remain competitive in a rapidly changing market. This is leading to a significant increase in productivity and a reduction in the number of employees required to run a business.

1. The first step in the process of creating a business plan is to determine the purpose of the plan. This is typically done by identifying the goals and objectives of the business.

2. The second step is to conduct a market analysis. This involves researching the industry, identifying competitors, and understanding the needs and preferences of the target market.

Market Segment	Market Size	Growth Rate	Competition
Market Segment 1	100,000	5%	High
Market Segment 2	200,000	10%	Medium
Market Segment 3	300,000	15%	Low
Market Segment 4	400,000	20%	None

3. The third step is to develop a financial plan. This involves estimating the costs of the business, determining the revenue streams, and calculating the profit margins. It is important to include a detailed budget and cash flow statement.

4. The fourth step is to create a marketing and sales strategy. This involves identifying the target market, developing a unique value proposition, and determining the most effective marketing channels. It is also important to establish a sales process and track the results of the marketing efforts.

5. The final step is to write the business plan. This involves combining all the information gathered in the previous steps into a cohesive document that clearly outlines the business's vision, strategy, and financial projections.

Date	Description	Debit	Credit	Balance
1/1/2020	Opening Balance			1000.00
1/5/2020	Bank of America	50.00		950.00
1/10/2020	Wells Fargo	75.00		875.00
1/15/2020	Chase	100.00		775.00
1/20/2020	Bank of America	25.00		750.00
1/25/2020	Wells Fargo	50.00		700.00
1/30/2020	Chase	75.00		625.00
2/5/2020	Bank of America	100.00		525.00
2/10/2020	Wells Fargo	125.00		400.00
2/15/2020	Chase	150.00		250.00
2/20/2020	Bank of America	175.00		75.00
2/25/2020	Wells Fargo	200.00		(125.00)
2/30/2020	Chase	225.00		(350.00)
3/5/2020	Bank of America	250.00		(600.00)
3/10/2020	Wells Fargo	275.00		(875.00)
3/15/2020	Chase	300.00		(1175.00)
3/20/2020	Bank of America	325.00		(1500.00)
3/25/2020	Wells Fargo	350.00		(1850.00)
3/30/2020	Chase	375.00		(2225.00)
4/5/2020	Bank of America	400.00		(2625.00)
4/10/2020	Wells Fargo	425.00		(3050.00)
4/15/2020	Chase	450.00		(3500.00)
4/20/2020	Bank of America	475.00		(3975.00)
4/25/2020	Wells Fargo	500.00		(4475.00)
4/30/2020	Chase	525.00		(5000.00)
5/5/2020	Bank of America	550.00		(5550.00)
5/10/2020	Wells Fargo	575.00		(6125.00)
5/15/2020	Chase	600.00		(6725.00)
5/20/2020	Bank of America	625.00		(7350.00)
5/25/2020	Wells Fargo	650.00		(7975.00)
5/30/2020	Chase	675.00		(8600.00)
6/5/2020	Bank of America	700.00		(9200.00)
6/10/2020	Wells Fargo	725.00		(9875.00)
6/15/2020	Chase	750.00		(10525.00)
6/20/2020	Bank of America	775.00		(11175.00)
6/25/2020	Wells Fargo	800.00		(11825.00)
6/30/2020	Chase	825.00		(12450.00)
7/5/2020	Bank of America	850.00		(13050.00)
7/10/2020	Wells Fargo	875.00		(13675.00)
7/15/2020	Chase	900.00		(14275.00)
7/20/2020	Bank of America	925.00		(14850.00)
7/25/2020	Wells Fargo	950.00		(15400.00)
7/30/2020	Chase	975.00		(15925.00)
8/5/2020	Bank of America	1000.00		(16425.00)
8/10/2020	Wells Fargo	1025.00		(16900.00)
8/15/2020	Chase	1050.00		(17350.00)
8/20/2020	Bank of America	1075.00		(17775.00)
8/25/2020	Wells Fargo	1100.00		(18175.00)
8/30/2020	Chase	1125.00		(18550.00)
9/5/2020	Bank of America	1150.00		(18900.00)
9/10/2020	Wells Fargo	1175.00		(19175.00)
9/15/2020	Chase	1200.00		(19375.00)
9/20/2020	Bank of America	1225.00		(19500.00)
9/25/2020	Wells Fargo	1250.00		(19625.00)
9/30/2020	Chase	1275.00		(19700.00)
10/5/2020	Bank of America	1300.00		(19750.00)
10/10/2020	Wells Fargo	1325.00		(19775.00)
10/15/2020	Chase	1350.00		(19775.00)
10/20/2020	Bank of America	1375.00		(19650.00)
10/25/2020	Wells Fargo	1400.00		(19300.00)
10/30/2020	Chase	1425.00		(17800.00)
11/5/2020	Bank of America	1450.00		(16250.00)
11/10/2020	Wells Fargo	1475.00		(14625.00)
11/15/2020	Chase	1500.00		(12925.00)
11/20/2020	Bank of America	1525.00		(11150.00)
11/25/2020	Wells Fargo	1550.00		(9200.00)
11/30/2020	Chase	1575.00		(7000.00)
12/5/2020	Bank of America	1600.00		(5300.00)
12/10/2020	Wells Fargo	1625.00		(3600.00)
12/15/2020	Chase	1650.00		(1900.00)
12/20/2020	Bank of America	1675.00		(200.00)
12/25/2020	Wells Fargo	1700.00		(1700.00)
12/30/2020	Chase	1725.00		(3400.00)

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Date	Description	Debit	Credit	Balance	Interest	Total	Savings	Current	Checking	Other	Total	Total
1/1/2024	Opening Balance			1000.00		1000.00					1000.00	1000.00
1/15/2024	Deposit		500.00	1500.00		1500.00					1500.00	1500.00
1/31/2024	Withdrawal	200.00		1300.00		1300.00					1300.00	1300.00
2/15/2024	Deposit		750.00	2050.00		2050.00					2050.00	2050.00
2/28/2024	Withdrawal	150.00		1900.00		1900.00					1900.00	1900.00
3/15/2024	Deposit		600.00	2500.00		2500.00					2500.00	2500.00
3/31/2024	Withdrawal	300.00		2200.00		2200.00					2200.00	2200.00
4/15/2024	Deposit		800.00	3000.00		3000.00					3000.00	3000.00
4/30/2024	Withdrawal	400.00		2600.00		2600.00					2600.00	2600.00
5/15/2024	Deposit		900.00	3500.00		3500.00					3500.00	3500.00
5/31/2024	Withdrawal	500.00		3000.00		3000.00					3000.00	3000.00
6/15/2024	Deposit		700.00	3700.00		3700.00					3700.00	3700.00
6/30/2024	Withdrawal	600.00		3100.00		3100.00					3100.00	3100.00
7/15/2024	Deposit		850.00	3950.00		3950.00					3950.00	3950.00
7/31/2024	Withdrawal	700.00		3250.00		3250.00					3250.00	3250.00
8/15/2024	Deposit		950.00	4200.00		4200.00					4200.00	4200.00
8/31/2024	Withdrawal	800.00		3400.00		3400.00					3400.00	3400.00
9/15/2024	Deposit		1000.00	4400.00		4400.00					4400.00	4400.00
9/30/2024	Withdrawal	900.00		3500.00		3500.00					3500.00	3500.00
10/15/2024	Deposit		1100.00	4600.00		4600.00					4600.00	4600.00
10/31/2024	Withdrawal	1000.00		3600.00		3600.00					3600.00	3600.00
11/15/2024	Deposit		1200.00	4800.00		4800.00					4800.00	4800.00
11/30/2024	Withdrawal	1100.00		3700.00		3700.00					3700.00	3700.00
12/15/2024	Deposit		1300.00	5000.00		5000.00					5000.00	5000.00
12/31/2024	Withdrawal	1200.00		3800.00		3800.00					3800.00	3800.00

Date	Description	Amount	Balance
1/1/2025	Opening Balance		1000.00
1/5/2025	Deposit	500.00	1500.00
1/10/2025	Withdrawal	200.00	1300.00
1/15/2025	Deposit	300.00	1600.00
1/20/2025	Withdrawal	100.00	1500.00
1/25/2025	Deposit	400.00	1900.00
1/30/2025	Withdrawal	300.00	1600.00
2/5/2025	Deposit	200.00	1800.00
2/10/2025	Withdrawal	150.00	1650.00
2/15/2025	Deposit	350.00	2000.00
2/20/2025	Withdrawal	250.00	1750.00
2/25/2025	Deposit	450.00	2200.00
2/30/2025	Withdrawal	350.00	1850.00
3/5/2025	Deposit	250.00	2100.00
3/10/2025	Withdrawal	180.00	1920.00
3/15/2025	Deposit	380.00	2300.00
3/20/2025	Withdrawal	280.00	2020.00
3/25/2025	Deposit	480.00	2500.00
3/30/2025	Withdrawal	380.00	2120.00
4/5/2025	Deposit	280.00	2400.00
4/10/2025	Withdrawal	200.00	2200.00
4/15/2025	Deposit	400.00	2600.00
4/20/2025	Withdrawal	300.00	2300.00
4/25/2025	Deposit	500.00	2800.00
4/30/2025	Withdrawal	400.00	2400.00
5/5/2025	Deposit	300.00	2700.00
5/10/2025	Withdrawal	220.00	2480.00
5/15/2025	Deposit	420.00	2900.00
5/20/2025	Withdrawal	320.00	2580.00
5/25/2025	Deposit	520.00	3100.00
5/30/2025	Withdrawal	420.00	2680.00
6/5/2025	Deposit	320.00	3000.00
6/10/2025	Withdrawal	240.00	2760.00
6/15/2025	Deposit	440.00	3200.00
6/20/2025	Withdrawal	340.00	2860.00
6/25/2025	Deposit	540.00	3400.00
6/30/2025	Withdrawal	440.00	2960.00
7/5/2025	Deposit	340.00	3300.00
7/10/2025	Withdrawal	260.00	3040.00
7/15/2025	Deposit	460.00	3500.00
7/20/2025	Withdrawal	360.00	3140.00
7/25/2025	Deposit	560.00	3700.00
7/30/2025	Withdrawal	460.00	3240.00
8/5/2025	Deposit	360.00	3600.00
8/10/2025	Withdrawal	280.00	3320.00
8/15/2025	Deposit	480.00	3800.00
8/20/2025	Withdrawal	380.00	3420.00
8/25/2025	Deposit	580.00	4000.00
8/30/2025	Withdrawal	480.00	3520.00
9/5/2025	Deposit	380.00	3900.00
9/10/2025	Withdrawal	300.00	3600.00
9/15/2025	Deposit	500.00	4100.00
9/20/2025	Withdrawal	400.00	3700.00
9/25/2025	Deposit	600.00	4300.00
9/30/2025	Withdrawal	500.00	3800.00
10/5/2025	Deposit	400.00	4200.00
10/10/2025	Withdrawal	320.00	3880.00
10/15/2025	Deposit	520.00	4400.00
10/20/2025	Withdrawal	420.00	4000.00
10/25/2025	Deposit	620.00	4600.00
10/30/2025	Withdrawal	520.00	4080.00
11/5/2025	Deposit	420.00	4500.00
11/10/2025	Withdrawal	340.00	4160.00
11/15/2025	Deposit	540.00	4700.00
11/20/2025	Withdrawal	440.00	4260.00
11/25/2025	Deposit	640.00	4900.00
11/30/2025	Withdrawal	540.00	4360.00
12/5/2025	Deposit	440.00	4800.00
12/10/2025	Withdrawal	360.00	4440.00
12/15/2025	Deposit	560.00	5000.00
12/20/2025	Withdrawal	460.00	4540.00
12/25/2025	Deposit	660.00	5200.00
12/30/2025	Withdrawal	560.00	4640.00





		Date	
No.	Particulars	Debit	Credit
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Date	Description	Debit	Credit	Balance	Debit	Credit	Balance	Debit	Credit	Balance	Debit	Credit	Balance	Debit	Credit	Balance	Debit	Credit	Balance	
1900	Jan 1																			
	Jan 2																			
	Jan 3																			
	Jan 4																			
	Jan 5																			
	Jan 6																			
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	Feb 28																			
	Feb 29																			
	Mar 1																			

Year	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030																																																																																																																																												
Population	10000	10500	11000	11500	12000	12500	13000	13500	14000	14500	15000	15500	16000	16500	17000	17500	18000	18500	19000	19500	20000	20500	21000	21500	22000	22500	23000	23500	24000	24500	25000	25500	26000	26500	27000	27500	28000	28500	29000	29500	30000	30500	31000	31500	32000	32500	33000	33500	34000	34500	35000	35500	36000	36500	37000	37500	38000	38500	39000	39500	40000	40500	41000	41500	42000	42500	43000	43500	44000	44500	45000	45500	46000	46500	47000	47500	48000	48500	49000	49500	50000	50500	51000	51500	52000	52500	53000	53500	54000	54500	55000	55500	56000	56500	57000	57500	58000	58500	59000	59500	60000	60500	61000	61500	62000	62500	63000	63500	64000	64500	65000	65500	66000	66500	67000	67500	68000	68500	69000	69500	70000	70500	71000	71500	72000	72500	73000	73500	74000	74500	75000	75500	76000	76500	77000	77500	78000	78500	79000	79500	80000	80500	81000	81500	82000	82500	83000	83500	84000	84500	85000	85500	86000	86500	87000	87500	88000	88500	89000	89500	90000	90500	91000	91500	92000	92500	93000	93500	94000	94500	95000	95500	96000	96500	97000	97500	98000	98500	99000	99500	100000

Year	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025						
Population	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100				
GDP	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100			
Unemployment	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100		
Inflation	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100		
Interest Rate	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100		
Government Spending	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100		
Tax Revenue	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100		
Trade Balance	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100		
Public Debt	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100		
Foreign Reserves	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100		
Central Bank Assets	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100		
Central Bank Liabilities	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
Money Supply	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
Government Budget	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
Private Sector	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	
Household Sector	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Business Sector	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Financial Sector	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Government	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Private	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100
Foreign	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100	100

### Table 2: Market Segmentation

Market segmentation is a key strategy for businesses to better understand their customers and tailor their marketing efforts. It involves dividing a market into distinct groups of consumers based on shared characteristics.

There are several common market segmentation criteria, including demographic, geographic, psychographic, and behavioral. Each criterion offers a different perspective on how to categorize consumers.

For example, demographic segmentation might focus on age, gender, and income, while behavioral segmentation might focus on purchasing habits and brand loyalty.

Businesses often use a combination of these criteria to create detailed market segments.



Figure 1: Market Segmentation by Criteria

This chart illustrates the distribution of market segments based on different criteria. Demographic is the largest segment at 25%, followed by Geographic at 20%. Psychographic and Behavioral segments each represent 20% of the total, while the 'Other' category accounts for 15%.

Understanding these segments allows businesses to develop targeted marketing strategies that resonate with each group.

№	Наименование	Единица измерения	Количество	Стоимость	Средняя цена	Дата	Подпись	М.П.
1	Мука пшеничная	кг	100	15000	150	01.01.2023	Иванов	ИП
2	Мука пшеничная	кг	100	15000	150	01.01.2023	Иванов	ИП
3	Мука пшеничная	кг	100	15000	150	01.01.2023	Иванов	ИП
4	Мука пшеничная	кг	100	15000	150	01.01.2023	Иванов	ИП
5	Мука пшеничная	кг	100	15000	150	01.01.2023	Иванов	ИП
6	Мука пшеничная	кг	100	15000	150	01.01.2023	Иванов	ИП
7	Мука пшеничная	кг	100	15000	150	01.01.2023	Иванов	ИП
8	Мука пшеничная	кг	100	15000	150	01.01.2023	Иванов	ИП
9	Мука пшеничная	кг	100	15000	150	01.01.2023	Иванов	ИП
10	Мука пшеничная	кг	100	15000	150	01.01.2023	Иванов	ИП

THE BOARD OF DIRECTORS OF THE COMPANY HAS REVIEWED THE FINANCIAL STATEMENTS OF THE COMPANY FOR THE YEAR ENDED 31st MARCH 2018 AND IS SATISFIED THAT THE FINANCIAL STATEMENTS GIVE A TRUE AND FAIR VIEW OF THE FINANCIAL POSITION OF THE COMPANY AS AT THE BALANCE SHEET DATE AND OF THE PERFORMANCE OF THE COMPANY FOR THE YEAR ENDED 31st MARCH 2018.

THE FINANCIAL STATEMENTS HAVE BEEN PREPARED IN ACCORDANCE WITH THE REQUIREMENTS OF THE COMPANIES ACT 2006 AND THE FINANCIAL REGULATIONS 2008.

**STATEMENT OF FINANCIAL POSITION**

	2017	2016	2015	2014	2013	2012	2011	2010	2009	2008
ASSETS										
Fixed Assets	1,234,567	1,123,456	1,012,345	901,234	890,123	789,012	678,901	567,890	456,789	345,678
Current Assets	2,345,678	2,234,567	2,123,456	2,012,345	1,901,234	1,890,123	1,789,012	1,678,901	1,567,890	1,456,789
LIABILITIES										
Current Liabilities	1,234,567	1,123,456	1,012,345	901,234	890,123	789,012	678,901	567,890	456,789	345,678
LIABILITIES AND EQUITY										
Equity	2,345,678	2,234,567	2,123,456	2,012,345	1,901,234	1,890,123	1,789,012	1,678,901	1,567,890	1,456,789
LIABILITIES AND EQUITY	2,345,678	2,234,567	2,123,456	2,012,345	1,901,234	1,890,123	1,789,012	1,678,901	1,567,890	1,456,789



1. The first step in the process of identifying a problem is to define the problem clearly. This involves identifying the symptoms of the problem and determining the scope of the problem. Once the problem has been defined, the next step is to identify the causes of the problem. This involves identifying the factors that are contributing to the problem and determining the underlying causes. Once the causes have been identified, the next step is to develop a plan of action to address the problem. This involves identifying the steps that need to be taken to solve the problem and determining the resources that will be needed to implement the plan. Finally, the last step in the process is to evaluate the results of the plan and determine whether the problem has been solved.

2. The second step in the process of identifying a problem is to identify the causes of the problem. This involves identifying the factors that are contributing to the problem and determining the underlying causes. Once the causes have been identified, the next step is to develop a plan of action to address the problem. This involves identifying the steps that need to be taken to solve the problem and determining the resources that will be needed to implement the plan. Finally, the last step in the process is to evaluate the results of the plan and determine whether the problem has been solved.

3. The third step in the process of identifying a problem is to develop a plan of action to address the problem. This involves identifying the steps that need to be taken to solve the problem and determining the resources that will be needed to implement the plan. Once the plan has been developed, the next step is to implement the plan. This involves carrying out the steps that have been identified in the plan and monitoring the progress of the plan. Finally, the last step in the process is to evaluate the results of the plan and determine whether the problem has been solved. This involves comparing the results of the plan to the original problem and determining whether the problem has been solved or if further action is needed.

4. The fourth step in the process of identifying a problem is to evaluate the results of the plan and determine whether the problem has been solved. This involves comparing the results of the plan to the original problem and determining whether the problem has been solved or if further action is needed. Once the results have been evaluated, the next step is to determine whether the problem has been solved. If the problem has been solved, the process is complete. If the problem has not been solved, the next step is to identify the causes of the problem and develop a new plan of action to address the problem.

Date		Time		Location		Weather		Observations	
1	10/10/2023	08:00	09:00	Field	Forest	Sunny	25°C	10 birds	100%
2	10/11/2023	08:00	09:00	Field	Forest	Cloudy	22°C	12 birds	100%
3	10/12/2023	08:00	09:00	Field	Forest	Rainy	18°C	8 birds	100%
4	10/13/2023	08:00	09:00	Field	Forest	Sunny	26°C	15 birds	100%
5	10/14/2023	08:00	09:00	Field	Forest	Sunny	27°C	18 birds	100%
6	10/15/2023	08:00	09:00	Field	Forest	Sunny	28°C	20 birds	100%
7	10/16/2023	08:00	09:00	Field	Forest	Sunny	29°C	22 birds	100%
8	10/17/2023	08:00	09:00	Field	Forest	Sunny	30°C	25 birds	100%
9	10/18/2023	08:00	09:00	Field	Forest	Sunny	31°C	28 birds	100%
10	10/19/2023	08:00	09:00	Field	Forest	Sunny	32°C	30 birds	100%

### Table 1: Summary of the proposed system architecture

#### System architecture (overall system)

The proposed system architecture is based on a multi-tier architecture. It consists of a client layer, a server layer, and a database layer. The client layer is responsible for the user interface and the server layer is responsible for the business logic. The database layer is responsible for the data storage and retrieval.

The system is designed to be scalable and flexible. It can handle a large number of users and can be easily extended to support new features. The system is also designed to be secure and reliable.

The system is implemented using a combination of Java, JavaScript, and SQL. The client layer is implemented using Java and JavaScript. The server layer is implemented using Java. The database layer is implemented using SQL.

The system is tested and validated to ensure that it meets the requirements. The system is also documented to ensure that it can be maintained and updated.

#### System architecture (server side)

The server side architecture is based on a multi-tier architecture. It consists of a web server, an application server, and a database server. The web server is responsible for the user interface and the application server is responsible for the business logic. The database server is responsible for the data storage and retrieval.



The system is designed to be secure and reliable. It can handle a large number of users and can be easily extended to support new features.

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