

Success Plan

BECOMING A FSP PREFERRED PARTNER

Please customize this business plan template to tell us why you would be the ideal candidate for being a JCI FSP Preferred Partner.



Building Your
Legacy

(Business Name)



EXECUTIVE SUMMARY

This summary is meant to
introduce us to your business.



INTRODUCTION

(Example) Eagle Systems has been serving the commercial facilities in and around the Dallas, TX market for 20 years. Eagle Systems' owner Frank Dover has over 35+ years of industry knowledge which has allowed him to build an amazing team of Sales, PM, Engineers, and technicians who can handle any size project.

Eagle Systems Inc. is currently using X-Product line which we are looking to move away from or add to our portfolio due to these reasons... Or adding this line will give us the ability to be in specific markets / verticals our current line does not offer.

As a growing company, it is our goal to continue to expand our knowledge and expertise to build a larger customer base and by being a JCI FSP integrator we can achieve those goals.



BUSINESS BIOGRAPHY

[Name of business] is a [type of business] that was founded in [year] by [founder's name]. Our mission is to [insert mission statement here]. We are based in [city, state/province, country] and serve the [local/regional/national/international] market(s).

Our team consists of [number] highly qualified [professionals/experts/etc.], who are dedicated to providing [superior/exceptional/etc.] [products/services] to our customers. We are committed to [ethical/sustainable/etc.] business practices and strive to [make a positive impact on our community/industry/etc.].



MARKET/TERRITORY

Including current sales force, tech force, current revenue and how and what you want to grow that to

Name of business] operates in the [specific industry/market] sector, targeting [customer demographic/type of business] in [region/territory] . Our current sales force consists of [number] [sales professionals/representatives] who cover [territory/region] .

We have a strong [technical team/department] consisting of [number] [technical professionals/experts] who are responsible for [developing/maintaining] our [products/services/technology].

Last year, our total sales was [amount], and we are looking to grow this to [amount] in the next [number] years through [strategies/tactics] such as [expanding our sales force/entering new markets/launching new products/etc.].



VERTICALS/BUILDING SOLUTIONS

In addition to our core business in the [industry/market] sector, we also have a presence in the following verticals:

- [Vertical 1]
- [Vertical 2]
- [Vertical 3]

Our expansion into these verticals has allowed us to [diversify our revenue streams/tap into new markets/etc.], and we are continually looking for opportunities to grow in these areas.

LONG-TERM OVERVIEW

Over the long-term (your plan for the next 3 years as a JCI FSP integrator), we envision [name of business] as a [market leader/innovator/etc.] in the [industry/market] sector. Our goal is to [achieve specific growth targets/expand our presence in certain markets/etc.], while maintaining our commitment to [ethical/sustainable/etc.] business practices and providing [exceptional/superior] [products/services] to our customers.

We plan to achieve this through a combination of [strategies/tactics] such as [expanding our sales force/entering new markets/launching new products/etc.], and by continuing to invest in the development of our [products/services/technology/team].

JCI FSP Fiscal Year	FY23 October 2023 to September 2024				
Fiscal Period	Q1	Q2	Q3	Q4	Total
Calendar Period	Oct - Dec.	Jan. - March	April - June	July - Sept.	10/2023 - 09/2024
Headquarter	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Additional Offices	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Additional Offices	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Additional Offices	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

JCI FSP Fiscal Year	FY23 October 2024 to September 2025				
Fiscal Period	Q1	Q2	Q3	Q4	Total
Calendar Period	Oct - Dec.	Jan. - March	April - June	July - Sept.	10/2024 - 09/2025
Headquarter	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Additional Offices	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Additional Offices	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Additional Offices	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

JCI FSP Fiscal Year	FY24 October 2025 to September 2026				
Fiscal Period	Q1	Q2	Q3	Q4	Total
Calendar Period	Oct - Dec.	Jan. - March	April - June	July - Sept.	10/2025 - 09/2026
Headquarter	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Additional Offices	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Additional Offices	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Additional Offices	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Total	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00

3 Year Total	\$0.00
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MISCELLANEOUS

[In this section, the business can add any additional information you feel is important for us to know. This could include details about your competitive advantage, partnerships, current challenges, future plans, etc.]