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The resulting estimates and constructed pro forma financial statements indicated a profitable outcome for CIC. Thus, Davids decision should be to pursue the CIC venture with JTL. II. Case Background In 1996, while on vacation from business school, David Grant was contemplating on opening an internet cafe in his hometown - Kingston, Jamaica.

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David Grant is planning to open a first of its kind internet caf, Caribbean Internet Caf (CIC), in his home. town of Kingston, Jamaica. This caf would offer brewed coffee and other

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beverages, baked goods sourced from local bakeries, and a unique feature that no other caf in the city offers, Internet service.

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