

# **Business Concept Paper for New Dimension Entertainment LLC DBA Rave-Nation.com**

**Team Leader: Shawheen Amirkhizi**

## **Problem**

Ravers are people that actively attend Electronic Dance Music (EDM) Concerts AKA "techno concerts" or "raves". Ravers enjoy the electronic music played at these concerts and are influenced by the culture of electronic music genres. Ravers want unique and customized products that will make them stand out from others. They also want them for specific dates, usually the date of the next concert they are attending. These products are often rare so there are only a few suppliers. Many companies that do offer them do not offer a variety of different products, have poor customer service and a lack of customization. Also many of these companies are located outside the US, and they can take quite some time to ship out orders. Ravers often require their products by the date of their next concert. This is a big shortfall to ordering from overseas and from multiple companies.

## **Products**

Rave-Nation.com offers rare and customizable products in one place. Ravers can find nearly everything they need for their next event at one website instead of multiple websites. Our customization allows customers to purchase just part of an outfit instead of the whole thing, make requests for specialized clothing, and provide custom options and additions to many products, such as adding spikes, extra lenses, and extra decals to goggles. Rave-Nation has two product types: **Apparel** – Clubwear and items not generally seen in everyday society such as Cyber falls, and Fluffy boot covers. **Accessories** – Products used at a rave, such as Glowsticks, LED Glowsticks, and LED Hula Hoops.

## **Customer**

Ravers can be defined as anyone that enjoys Electronic Dance Music (EDM) and frequently goes to EDM Concerts. These individuals want to be seen as unique and they express this uniqueness at raves through clothing and accessories. The majority of ravers are between the ages of 18 and 25, many of which are collegestudents. Three main types of ravers: **Kandi Ravers**- Dress in lots of colors and wear a lot of fur. They also wear beaded jewelry, and enjoy fast paced music. **Gogo Girls**- Typically paid dancers that work in groups with similar outfits of fluffies, clubwear, and hosiery. **Cyber Ravers** – Wear black clothes with bright colors. Interested in LED gas masks, LED goggles, and UFO pants.

## **Market**

**Market Size:** Actual market size is hard to determine. The largest EDM Concerts and festivals have attendances between 100k and 200k people. Below are estimates on the size of the largest Dance Parties in the US. Some of the below events happen multiple times in one year. The CEO of Insomniac Events, the promotion company in charge of the Electric Daisy Carnival stated: "We're doing 16 festivals in 2012," (Amter, 2011). Again it is hard to find list style statistics, but there are tens of DJs that have the ability to attract tens of thousands ravers with their name alone. These events are occurring every weekend and many weekdays of the year, across the entire US. The bigger events with attendances in the 100 thousands, happen frequently as well. Six of these largest events are listed below but this is not a complete list of 100 thousand + person events.

Electric Daisy Carnival – 140,000 (Wake, 2012)

Ultra Music Festival – 150,000 (Wake, 2012)

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**ECMLG2015-11th European Conference on Management Leadership and Governance** José Carlos Dias Rouco, 2015-10-26 These Proceedings represent the work of contributors to the 11th European Conference on Management Leadership and Governance held this year at the Military Academy Lisbon Portugal on the 12-13 November 2015. The Conference Chair is Major General Joao Vieira Borges from and the Programme Chair is Lieutenant Colonel Jose Carlos Dias Rouco both from the Military Academy Lisbon Portugal. Keynote presentations are given by Colonel Nuno Lemos Pires from the Military Academy and Lt Col Paulo Fernando Viegas Nunes from the National Defence Institute Lisbon Portugal. The Conference offers an opportunity for scholars and practitioners interested in the issues related to Management Leadership and Governance to share their thinking and research findings. These fields of study are broadly described as including issues related to the management of the organisations resources, the interface between senior management and the formal governance of the organisation. This Conference provides a forum for discussion, collaboration and intellectual exchange for all those interested in any of these fields of research or practice. With an initial submission of 163 abstracts after the double blind peer review process, there are 64 Academic research Papers, 8 PhD Research Papers and 2 Masters research paper in these Conference Proceedings. These papers reflect the truly global nature of research in the area with contributions from Belgium, Canada, China, Colombia, Czech Republic, Denmark, Finland, Germany, Italy, Japan, Kazakhstan

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**The Lean Engineering Travel Guide** Cécile Roche, Luc Delamotte, 2023-10-12 Lean is an essential way of working in a world that is accelerating and becoming more complex. It revalues the human dimension in the company by encouraging individual thinking and initiative and gives meaning to teams that are more and more challenged by competitiveness and innovation. This book is designed as a travel guide. The first part includes all the traditional sections from the front end of a travel guide including some basic vocabulary tips and a historical section about some of the pioneers of Lean in Engineering. The journey begins in the second part which explains a number of Lean Engineering practices in some detail and the best itineraries to develop better products discussing the underlying intentions and offering advice for implementation. Numerous concrete cases illustrate this part with case material drawn from the authors' own experiences. Part Three is a brief guide to where and how to get started. Currently there are no books on Lean Engineering written by practising engineers who have themselves experienced the adjustment of Lean principles to the business and challenges of new product development. The authors describe tools and practices that have already been widely tested and improved by many engineers with different cultures and skills in the Thales Group and other companies. Lean Engineering as we describe it has thus been able to demonstrate its effectiveness for several years. In addition, the authors describe new unique practices invented within the framework of their activities and which thus do not exist anywhere else e.g. causal influence diagram, CID, Pull Scheduling Board.

*A Comprehensive Guide to Business Incubation* Sally Hayhow, 1996

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**ECIE 2016 11th European Conference on Innovation and Entrepreneurship** Minna Tunkkari Eskelinen, Iris Aaltio, 2016

**Pulp and Paper Magazine of Canada**, 1930

**Managerial Opportunity Recognition in Business Model Innovation** Marijan Topic, 2017-11-06 Master's Thesis from the year 2017 in the subject Business economics Business Management Corporate Governance Friedrich Alexander University Erlangen Nuremberg language English abstract The goal of this Master's thesis is to examine the relationship between managerial OR and business model innovations BMIs in established organizations. In order to meet the complexity of the topic, this thesis is focused on factors that hinder or help managers in recognizing business opportunities. Focusing on incumbent firms, this paper conducts further research to identify the main influencing factors including challenges, vulnerabilities, and obstacles. The thesis is divided into six parts starting with a brief description of the research topic including the problem position and objective. Second a

literature review is conducted to summarize the state of research including theoretical foundations In today s scientific literature the two fields of research BMI OR are by no means treated independently from each other For the time being BMI and OR are considered independently of each other It is then shown exactly how current literature treats managerial OR with respect to BMI The results are then synthesized into a summary highlighting what is known and not known The areas of controversy in the literature are identified and questions are formulated that need further research The third part of the thesis consists of expert interviews Derived from the literature review a guideline for interviews is developed to treat the research gaps in an appropriate way and to meet the complexity of the task setting The explorative survey aims to identify the challenges and drivers of managerial OR in BMI and to identify approaches that have not yet been addressed in scientific literature to a significant extent The core of the analysis is the splitting of the BM into the elements value proposition value creation and value capture This ensures that all the facets of a company s BM are accurately addressed and form the basis for high quality results In order to cover a broad range the paper does not focus on a certain industry The interviews are conducted with an array of decision makers in organizations that have attempted or are currently attempting to innovate their BM at the business unit level or the corporate level

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