

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

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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 Pro gramme Chair is Lieutenant Colonel Jose Carlos Dias Rouco both from the Mili tary 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 organi sation This Conference provides a forum for discussion collaboration and intel lectual 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 Lithuania Netherlands New Zealand Poland Portugal Republic of Korea Romania Russia Scotland South Africa Syria The Netherlands Turkey UAE UK United Arab Emirates USA **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

Pulp and Paper Magazine of Canada ,1930 **Business Research Yearbook** ,2007 **Papers and Discussions Presented** ,1955 **Data Mining and Knowledge Discovery** Belur V. Dasarathy,1999 The incorporation of new technology into aviation has had an enormous impact Advances in microelectronics stealth technology engine design and electronic sensors and displays have converted simple aircraft into formidable flying machines In this book recognized experts in aviation helmet mounted displays summarize 25 years of knowledge and experience in HMD visual acoustic and biodynamic performance and user issues such as sizing fitting and emergency egress **PAS Memo** American Planning Association. Planning Advisory Service,1994 *Management and Business Automation* ,1961 **Construction Labor Report** ,2003 **Strategic Management of Financial Institutions-survival in 21st Century** ,2006 **How to Make Product Innovation Processes More Sustainable? A Literature Review** Nicole Kaczmar,2020-03-18 Bachelor Thesis from the year 2013 in the subject Business economics General grade 2 0 LMU Munich Wirtschaftswissenschaften language English abstract This paper addresses the pressing and rapid shift toward greater sustainability in businesses due to the advanced stage of environmental degradation The viability and competitiveness of a business is secured through sustainable

product innovation development which has been proven by the latest sustainable products and services The term sustainability is precisely aligned with sustainable product innovation thinking and processes In addressing this issue of product sustainability I provide a concept for fostering sustainable innovation thinking and define certain sustainability criteria linked to each stage of the product innovation process It has been shown that the reconciliation of sustainable criteria with the product innovation process is challenging Limitations arising from sustainable product innovation development such as greenwashing are discussed and reveal that the concept of sustainability has not been implemented properly in business practice so far In particular there is also a lack of scientific studies regarding the holistic approach to sustainable product innovations Generally fundamental innovation theories need to be improved by sustainability criteria because keeping up with the sustainability trend will be one of the most challenging and important tasks in the future for businesses to maintain their competitiveness

Printers' Ink Monthly ,1928 *Entrepreneurship, Growth and Public Policy* Zoltán J. Ács,2008 This work synthesises Zoltan Acs key contribution to the field of entrepreneurship Working at the intersection of geography innovation and growth the papers pave the way for the remaking of economic society in the 21st century *Small Business Sourcebook* ,1999 A guide to the information services and sources provided to 100 types of small business by associations consultants educational programs franchisers government agencies reference works statisticians suppliers trade shows and venture capital firms Paper Trade Journal ,1926 **Proceedings of the American Power Conference** ,1997 Office Appliances; The Magazine of Office Equipment ,1920 **Marketing Your Consulting and Professional Services** Richard A. Connor,Jeffrey P. Davidson,1990 Here is a blueprint for professionals business people and technicians specialists who want to enter the consulting field or market their firms professional services more effectively and profitably This second edition is revised to serve as a marketing handbook for the 1990s and beyond and is based on the same client centered leveraged approach as the original edition showing how servicing fewer clients markets can generate greater profits It contains principle based practices and strategies culled from over 20 years of experiences in 600 firms effectively converting theory into practical reality for professionals who need to know what to do and how to do it

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