



# COMPANY ANALYSIS MASTUKI SUPPLIER TRADING

### TECHNOLOGY ENTERPRENEURSHIP (ENT600: CASE STUDY)

FACULTY : FACULTY OF COMPUTER AND MATHEMATICAL SCIENCES

**PROGRAMME**: BACHELOR OF SCIENCE (HONS.) STATISTICS

GROUP : CS2416E

**PROJECT TITLE** : COMPANY ANALYSIS FOR TECHNOLOGY ENTREPRENEURSHIP

**PREPARED BY**: FARAH HANISAH BINTI IBRAHIM

LECTURER : MADAM YUSRINA HAYATI NIK MUHAMMAD NAZIMAN

DATE OF SUBMISSION

29<sup>TH</sup> NOVEMBER 2020

#### ACKNOWLEDGMENT

In the name of Allah, the most beneficent and merciful who give us strength and knowledge to complete this case study report. This report is a part of our course work for subject Technology Entrepreneurship (ENT600). This has proved to be a great experience.

We would like to express our gratitude to our subject lecturer, **Madam Yusrina Hayati Nik Muhammad Naziman** who gave us this opportunity to fulfil this report. She always gives us moral support and guided about this topic. Other than that, she also invites us to join online seminar and talk about business and entrepreneurship for us to more understood about this subject. She had been very kind and patient while suggesting us the guidelines of this report. We thank her for her overall support.

Other than that, also not to be forgotten to the owner of the Mastuki Supplier Trading, Mr. Mastuki Bin Hj. Noor and their staffs for their kindness in helping us during the process of completing this report. Beside that the purpose we choose Mastuki Supplier Trading as our topic because we want to get more information about how Mastuki Supplier Trading works by expending this business and make profit.

We are also thankful to everyone especially our family and our friends who always supported us, for that we have completed our report smoothly. They always give us many advices which helped us a lot in preparing this case study.

## TABLE OF CONTENTS

| TITLE PAGE                                    | <u>PAGE</u> |
|---|-------------|
| ACKNOWLEDGEMENT                               | 1           |
| TABLE OF CONTENT                              | 2 - 3       |
| LIST OF FIGURES                               | 3           |
| LIST OF TABLES                                | 3           |
| EXECUTIVE SUMMARY                             | 4           |
| CHAPTER 1: INTRODUCTION                       | •           |
| 1.1 BACKGROUND OF THE STUDY                   | 5           |
| 1.2 PROBLEM STATEMENT                         | 6           |
| 1.3 PURPOSE OF THE STUDY                      | 7           |
| CHAPTER 2: COMPANY INFORMATION                |             |
| 2.1 COMPANY BACKGROUND                        | 8           |
| 2.2 ORGANIZATIONAL STRUCTURE                  | 9           |
| 2.3 PRODUCTS/SERVICES                         | 10          |
| 2.4 TECHNOLOGY                                | 11          |
| 2.5 BUSINESS, MARKETING, OPERATIONAL STRATEGY | 12 – 15     |
| 2.6 FINANCIAL ACHIEVEMENTS                    | 16          |
| CHAPTER 3: COMPANY ANALYSIS                   |             |
| 3.1 SWOT                                      | 17          |
| CHAPTER 4: FINDINGS AND DISCUSSION            |             |
| 4.1 FINDINGS                                  | 18          |
| 4.1.1 TIME CONSUME TO PACK THE PRODUCTS       | 18          |
| 4.1.2 LOCATION IS HARD TO FIND                | 18          |
| 4.1.3 COMPETITORS FROM THE SAME PRODUCT LINE  | 18          |
| 4.2 DISCUSSION                                |             |
| 4.2.1 CUT THE TIME TO PACK THE PRODUCTS       | 19          |

| 4.2.2 LOCATION TO BE KNOWN                     | 19      |
|--|---------|
| 4.2.3 COMPETE WITH COMPETITORS                 | 19      |
| CHAPTER 5: CONCLUSION                          | 20      |
| CHAPTER 6: RECOMMENDATION AND IMPROVEMENT      | 21      |
| REFERENCES                                     | 22      |
| APPENDICES                                     | 23 - 25 |
|  |         |
|  |         |
| LIST OF FIGURES                                |         |
| FIGURE 2.2: ORGANIZATIONAL STRUCTURE           | 11      |
| FIGURE 2.6: TOTAL AVERAGE SALES FORECAST CHART | 18      |
|  |         |
|  |         |
| LIST OF TABLES                                 |         |
| TABLE 2.1: COMPANY BACKGROUND                  | 10      |
| TABLE 2.6: TOTAL AVERAGE SALES FORECAST        | 18      |

#### **EXECUTIVE SUMMARY**

This project has been done to help students to improve their entrepreneurship skill and student can apply technology solution in real life. To complete this case study, we got an opportunity to interview the owner of the Mastuki Supplier Trading. Mastuki Supplier Trading is a supplier company that supply various types of chips and 'kuih raya'. Other than that, they also produce spicy cassava chips as their main production of this company. Mastuki Supplier Trading located at Batu Pahat, Johor.

In this case study, we need to ask about the problem that faced by the company, analyse the problem and find solution for the company. SWOT analysis have been chosen to complete our report. While gathering the information by using SWOT analysis, we were able to identify the strengths, weakness, opportunities and threats of the company. Based on this analysis, we found a few problems that faced by Mastuki Supplier Trading such as take longer period to pack their product, the location of the company is not strategic and there are many competitors that need to compete.

To complete this technology entrepreneurship (ENT 600) subject we are required to make an innovation for this company to help them in solve their problems. We found a great technology that can help Mastuki Supplier Trading in production process. Thus, in this report we will explained in detailed about how our technology can help Mastuki Supplier Trading.