





### **RAZER INC**

# TECHNOLOGY ENTERPRENEURSHIP (ENT600) CASE STUDY

FACULTY : APPLIED SCIENCE

PROGRAMME : BACHELOR IN TECHNOLOGY MARINE (HONS.)

**SEMESTER :** 4

**PROJECT TITLE :** RAZER GAMING HEADSET

STUDENT'S NAME : MUHAMMAD FAREEZ AIZAT BIN SEMSUDIN

MATRIC NO.: 2019405866

CLASS : RAS2544B

LECTURER : DR. SHAFIQ SHAHRUDDIN

#### ACKNOWLEDGEMENT

In the name of Allah, the Most Gracious and Most Merciful. I am really grateful to Allah S.W.T giving me strength and opportunity to complete this case study. I experienced so much during this process, the internet connection problem, the lock down in UiTM and other problem did not stop me to complete this assignment.

First and foremost, I would like to sincerely thanks to my lecturer Dr. Shafiq Shahruddin for his guidance, his understanding about my internet connection problem and most importantly, he really has good personality that make us easy and comfortable to communicate with him. It has been a great pleasure and honour to have him as our lecturer for this subject. I would specially thank to Dr for constantly motivating me to work harder and help me in this subject.

Lastly, I also want to thanks to my parents, family and friends who always give me motivation to finish this case study. They also give me privacy and not disturbing me when they see me doing the assignment. May Allah s.w.t, The Almighty bless everyone who had directly or indirectly helped me to finish this case study.

## TABLE OF CONTENT

ACKNOWLEDGEMENT
EXECUTIVE SUMMARY4
1. INTRODUCTION
1.1 Background of The Study
1.2 Problem Statement
1.3 Purpose of The Study5
2. COMPANY INFORMATION
2.1 Background
2.2 Organizational Structure
2.3 Products/Services
2.4 Business, marketing, operational strategy
3. COMPANY ANALYSIS
3.1 SWOT10
4. FINDINGS AND DISCUSSION
4.1 Findings11
4.2 Discussion11
5. RECOMMENDATION AND IMPROVEMENT
6. CONCLUSION
7. REFERENCES 8. APPENDICES14

#### **EXECUTIVE SUMMARY**

Razer makes gaming laptops, smartphones, and PC peripherals such as mice, audio players, keyboards, mouse mats, and game pads, many of which are aimed at gamers. Razer has also launched Razer Comms, a VOIP app. By market volume, the Razer DeathAdder gaming mouse is the company's most successful product. Approximately 5% of professional players use Razer mice. The majority of Razer brands are named for predatory or venomous species, such as snakes (mice), insects (mouse mats), arachnids (keyboards), marine creatures (audio), and felines (console peripherals). The Razer Blade laptops and Razer Edge are the only exceptions, since they are named after bladed objects.

In November 2017, Razer released the first gaming device, the Razer Phone, marking the company's first foray into the smartphone market. The Razer Inc. was also threatened by the ever-changing and unpredictable manufacturing costs. It means Razer will have to prepare for situations in which prices will skyrocket. Precautionary preparation causes production delays, which may damage Razer, Next, and the supply of alternative goods. Razer's desire to lift premiums is hampered by the availability of replacement options, as consumers can quickly turn to another good or service. This will have a major effect on Razer, as it will have to conquer this qualitative aspect.

### 2.3. Products/Services

	Razer has won the Best of CES for an unprecedented
	seven years in a row, including People's Choice Award,
	Best PC, Best Gaming Device and Best Concept, among
	others
CES	
	Razer's range of gaming keyboards have been receiving
	recognition from publications including numerous
	Editor's Choice awards, Best Gaming Keyboard, Best
KEYBOARD	Mechanical Keyboard and Best Keyboard for Gaming.
	The Razer Blade family of gaming laptops and ultrabooks
	have been winning awards for innovation and quality,
	including Best Laptop, Best Innovation, Best
	Ultraportable Laptop and numerous Editor's Choice
SYSTEM	Awards.
STOTEM	Razer's Mice have won numerous awards over the years
1 10 1	from renowned publications including Best Wireless
	Gaming Mouse, Best Mouse for Gaming, Most Popular
	Mouse, Best Overall Mouse and numerous Editor's
-25	Choice Awards.
MICE	
	Razer's audio products have been winning awards across
	the board, such as Best Gaming Headset, Best Soundbar
	for Gaming, Platinum Award for Speakers, Speaker of the
17 Alexandre	Year, Top Headset and numerous Editor's Choice
	Awards.
AUDIO	
	Razer's Gaming lifestyle products such as the Leviathan
1.200	Mini and The Nabu Smartband have won awards from
Y T	prestigious tech publications such as Stuff Magazine,
	Engadget and Tweaktown.
CAMINO LIEESTVI E	
GAMING LIFESTYLE	