



COMPANY ANALYSIS

# **KHIND HOLDINGS BERHAD**

TECHNOLOGY ENTREPRENEUR (ENT600): CASE STUDY

FACULTY	: FACULTY OF COMPUTER SCIENCE AND MATHEMATICS	
PROGRAMME	: BACHELOR OF INFORMATION TECHNOLOGY (HONS.)	
SEMESTER	: 6	
PROJECT TITLE	: KHIND HAIR DRYER	
NAME	: MUHAMMAD HAIKAL BIN MUHAMMAD JOHAN	
STUDENT ID	: 2019322189	
LECTURER	: DR. FARAH LINA AZIZAN	

### TABLE OF CONTENTS

ACKNOWLEDGEMENT	3
EXECUTIVE SUMMARY	4
INTRODUCTION	5
Background of Study	5
Purpose of the Study	6
Problem Statement	7
COMPANY INFORMATION	8
Background	8
Organizational Structure	9
Products	10
Business, marketing and Operational Strategy of KHIND	16
Business Strategy of KHIND.	16
Marketing strategy for KHIND company.	17
Operational strategy	18
PRODUCT ANALYSIS	19
Strength	19
Weakness	19
Opportunities	20
Threats	20
FINDINGS AND DISCUSSIONS	21
RECOMMENDATION AND IMPROVEMENT	
CONCLUSION	23
REFERENCES	24

#### ACKNOWLEDGEMENT

In the name of Allah S.W.T because of His Almighty and His utmost blessings, I could finish this case study report for Technology Entrepreneurship (ENT600) within the time duration given. My special thanks to my lecturer, Dr Farah Lina Binti Azizan, for her explementary guidance, monitoring and constant encouragement throughout this case study. The blessing, help, and guidance given by her will carry me along in the journey of life I am about to embark on. Finally, I would like to thank my dearest teammates Aiman, Fahmi, Islah and Farhan, for their support and for sharing their thoughts as I am completing this case study.

#### **EXECUTIVE SUMMARY**

This case study will elaborate on the introduction to the company that is selected to study the complexities in business sector of home appliances products, which is KHIND. The issues and problem statement of current products, specifically hair dryer will also be stated in the case study. And finally, the expectation of the future of the product will also be discussed thoroughly.

Based on the issues and problems stated, a careful findings and discussion will be made in the case study. We are also required to provide alternative solutions to the problems stated in the earlier phase of understanding the complexities of conduction business of home appliances products and services.

## Products

Khind has a wide range of items that may be classified into seven categories. There are more than two subcategories with various items in each category. Here are some of Khind's best-selling items.

Category of	Name of product	Description
product		
Small	Oven	
kitchen		An electric stove or electric
appliance		range is a stove with an
		integrated electrical heating
		device to cook and bake.
	Khind 22L Electric Oven OT2201	
	Food Chopper	
		A utensil that is typically a
		self-contained unit to hold
		food while a spring-loaded
Khind M		mechanism with blades
		chops the food beneath.
	Khind Multifunctional Food Chopper BLC99	Most often round in shape, a
		food chopper will have a handle, which works as a
		plunger connected to a set of
		evenly spaced metal
		chopping blades
		FF 5