

FUTUROS PRAGMÁTICOS <u>E NATIVOS VIRTUAIS</u>















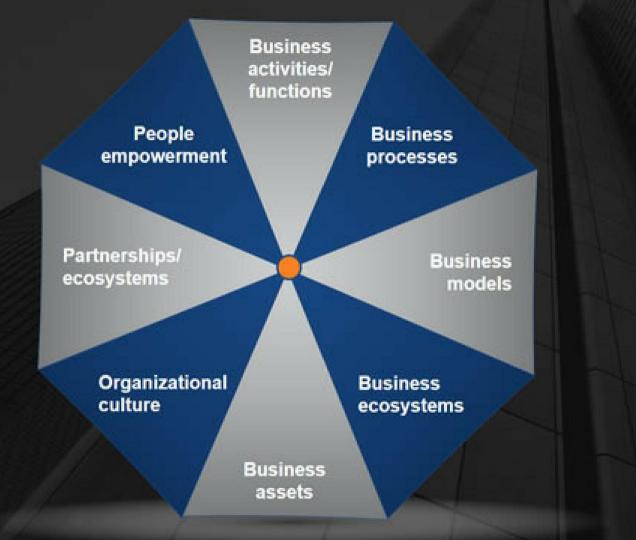








O uso de tecnologia para aumentar de forma significativa a perfomance e o alcance das empresas.



# 3 Core Capabilities

To successfully navigate digital transformation and protect against digital disruption, all organizations need to developed three core capabilities (Professor Michael Wade)

- 01 Hyperawareness
- 02 Informed decision-making
- 03 Fast execution

## How Blockbuster Almost Beat Netfilx

Before Internet killed the video store, Netflix and Blockbuster almost merged (twice) and the retail video store giant nearly toppled its upstart online competitor.

Aaron Sankin (AaronSankin) Nov 14, 2013 at 11:29AM

Last week, former movie rental behemoth Blockbuster announced the closure of its approximately 300 remaining company-owned storefronts, as well as the cessation of its rent-by-mail business by early 2014. While Dish Network (NASDAQ:DISH), the satellite TV firm that bought Blockbuster following its 2011 bankruptcy, has said its franchised stores will remain open and the streaming movie service Blockbuster@Home will continue operation, this decimation of Blockbuster's oncethriving business represents the end of an era in the world of home entertainment.

As told by author Gina Keating, the story of Blockbuster's downfall is also the tale of Netflix's (NASDAQ:NFLX) ascent. And the decade-long battle between the two companies over who would dominate America's television screens is far more interesting and complex than the simple narrative of a young, nimble upstart eating the lunch of its slow-moving, monopolistic competitor. The history of the two companies is intertwined with multiple mergers almost coming to fruition and one brief shining moment when it looked like Blockbuster might actually drive Netflix out of business.

### Where it all began

According to Netflix CEO Reed Hastings, the company was borne in 1997 after he racked up a \$40 late fee on Apollo 13 at Blockbuster, and thought there had to be a better way to rent movies. While Keating, in her book, Netflixed: The Epic Battle For America's Eveballs, argues that Netflix's inception was more about finding a way to sell things on a data-rich Internet platform than creating a Blockbuster-slaving killer app, the company's focus on a single rival is instructive. At virtually every stage. Netflix designed its system by asking a single question over and over again; How do we make this experience better than renting a movie from Blockbuster.

Netflix immediately started throwing ideas against the wall and seeing what stuck. There were originally late fees on movie rentals and the company initially made much of its profit through the sale of DVDs. However, Netflix eventually eliminated those fees, a big advantage over Blockbuster. And it got out of the DVD sales game when it realized there was no way it could compete with prices at big box stores like Wal-Mart and Best Buy, which sold DVDs below cost as loss leaders just to get people in the door to buy televisions and digital cameras.

#### **AUTHOR**



#### **ARTICLE INFO**

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The Business

#### STOCKS



Netflix NASDAO:NELX \$377.88 \$8.45 (2.29%)

**DISH Network** 



### Xerox Star

USA 1981

Editor: Cornelis Robat



papers & manuals

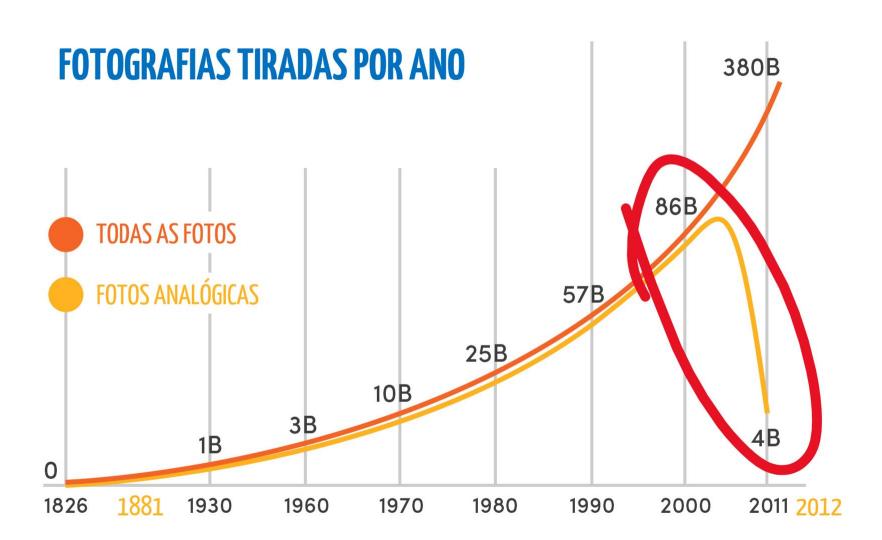
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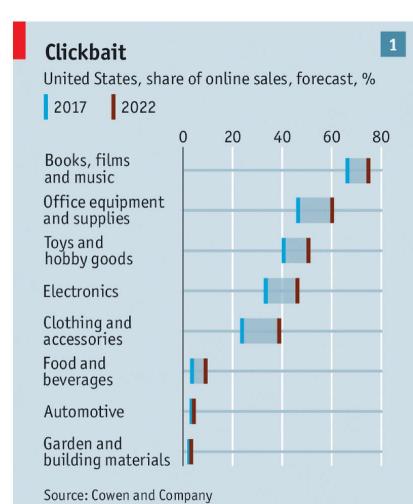
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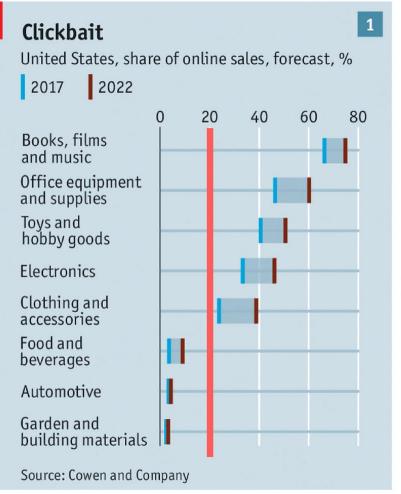
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Ao chegar a 20% da receita num mercado, o digital provoca uma ruptura; a partir daí, se você não estiver razoavelmente digital, já era.

Paul Proctor, VP, Gartner



























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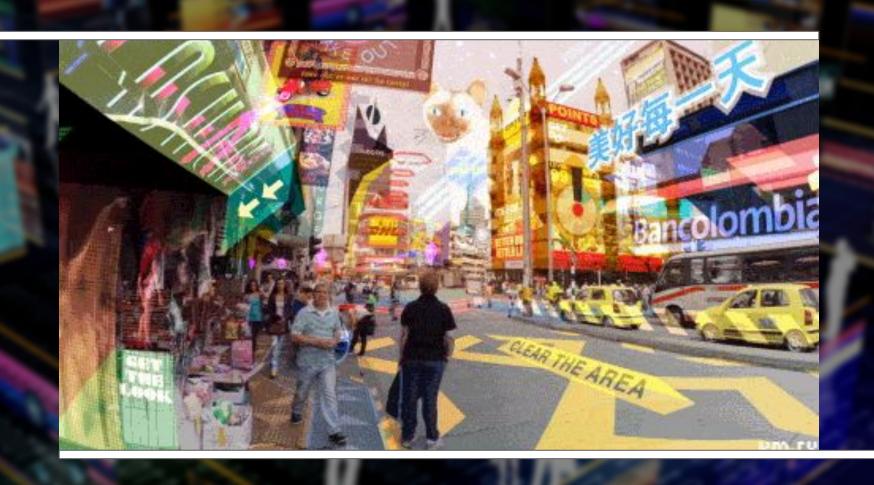


































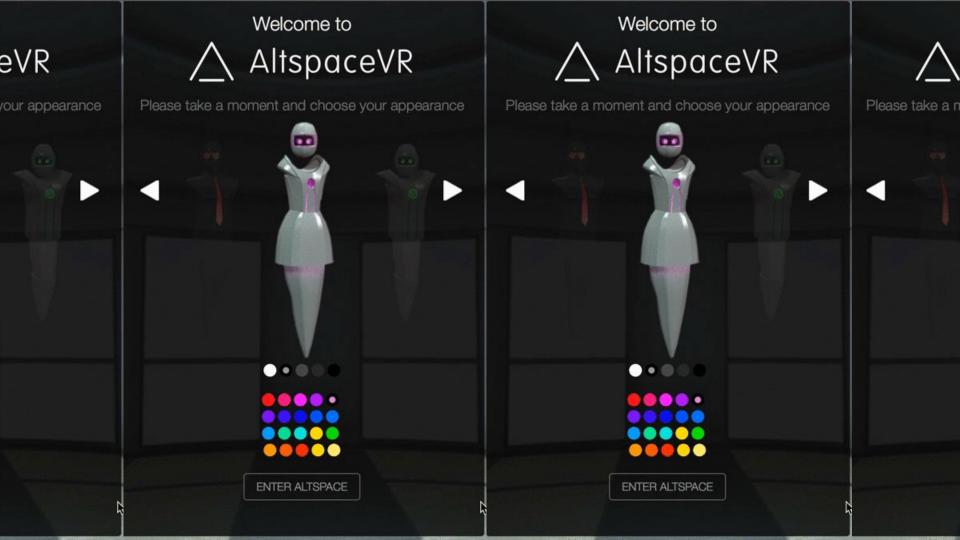




















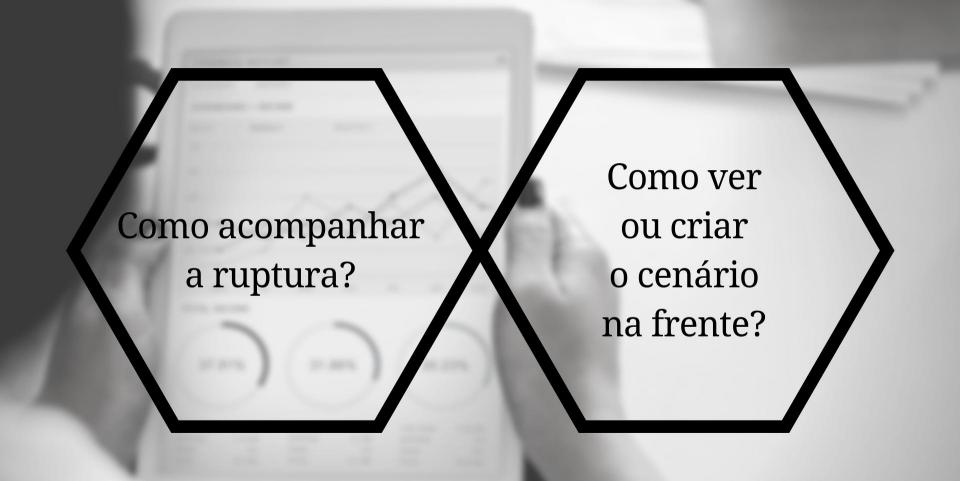


















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