

Outline

- Game Business Overview
 - Stats
 - Shape
- Game Companies
 - Structure
 - Timeline



Random Statistics

- 60% of all Americans play video games
 - In 2000, 35% of Americans rated playing computer and video games as the most fun entertainment activity for the third consecutive year
- Computer/video game industry on par with box office sales of the movie industry
 - \$6.35B/year for U.S. Sales in 2001
- Development
 - Costs \$3M to \$10M to develop average game
 - Takes 12-24 months
- 70+ million Playstations worldwide
 - 30 million PS2's, 4 million Xbox's, 4 million GameCubes
- 400,000 pay \$12.50/month to play Everquest



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Hit-Driven, Entertainment Business

- Entertainment, not packaged goods
 - Consumers say, "I have to have the next WarCraft game from Blizzard!"
 - No one says, "I have to have that next razor blade from Gillette!"
 - Games generate
 - emotional responses
- fulfill fantasies
- escape from reality
- stimulate the senses
- Causes of success are intangible
- "Quality is king"
- Consumers are smarter than often thought
- Hits are made by:
 - those who are: creative, instinctive, and who know what a great gaming experience feels like
 - not by marketing executives

Business Models

- Software developers and publishers
 - Money from game sales
 - Internet games
 - Initial game
 - · Monthly fee
- Console developers
 - Proprietary media delivery
 - Lose money on consoles (the faster they sell, the faster they go out of business)
 - Charge fee for each game sold
- Tool developers
 - Create "engines" and "middleware" and sell to game developers
- Contract services:
 - Motion capture, art, cut-scenes, audio, ...



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Sales

- 2003 U.S. sales of console games totaled \$5.8 B
 - Computer games \$1.2 billion, consoles \$4.6 billion
- Only entertainment industry to grow in 2003
 - Movie and music industries reported losses
 - According to Exhibitor Relations and Nielsen SoundScan
- Console game players:
 - Action (30%), sports (20%), racing (15%), RPG (10%), fighting (5%), family entertainment (5%), and shooters (5%)
- Computer gamer players:
 - Strategy (30%), children's entertainment (15%), shooters (15%), family entertainment titles (10%), RPG (10%), sports (5%), racing (5%), adventure (5%), and simulation (5%)

The Entertainment Software Association

Online Growth

- Grew from 38 million (1999) to 68 million (2003)
- Not just for PC gamers anymore
- 24% of revenues will come from online by 2010 (Forrester Research)
- Video gamers
 - 78% have access to the Internet
 - 44% play games online
 - Spend 12.8 hours online per week
 - Spend 6.5 playing games online



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- Game Business Overview
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 - Timeline
 - The Role of Documentation



Shape of Industry (1 of 2)

- Hardware:
 - Sony, Nintendo, Intel, Microsoft
- Software:
 - Publishers
 - Electronic Arts, Activision, Sony, Microsoft, Infogrames, UbiSoft, Mindscape, Interplay,...
 - Developers
 - Electronic Arts, Sony, Microsoft (Bungie), Blizzard, Lucas Arts, id, Namco, Square, Valve, Raven, Relic, Red Storm, High Voltage, Outrage, 3DO, ...



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Shape of Industry (2 of 2)

- Similar to Film Industry
 - About 1 in 10 titles breaks even or makes money
 - Sequels and franchises are popular
 - EA Sports, Sims, Star Trek, ...
 - Few self-published titles
 - Fewer small developers as development costs go up
- Internet
 - Increasingly sales
 - Updates
 - Multiplayer versions of games
 - Massively multiplayer games



Game Studios - Vertical Structure

- Developers
- Publishers
- Distributors
- Retailers
- Much like a mini-Hollywood



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Developers

- Design and implement games
 - Including: programming, art, sound effects, and music
 - Historically, small groups
 - Analogous to book authors
- Typically work for royalties & funded by advances
 - Do not have the capital, distribution channels, or marketing resources to publish their games
 - Can be unstable



Publishers

- Fund development of games
 - Including: manufacturing, marketing/PR, distribution, and customer support
- Publishers assume most of the risk, but they also take most of the profits
- Relationship to developers
 - Star Developers can often bully Publishers, because publishers are desperate for content
 - Most Developers are at the mercy of the almighty Publisher
- Originally grew out of developers
- Massive consolidation in recent years
- Most also develop games in-house



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Moving Projects Forward

- Most Publishers have a "Greenlight Process"
 - Use to determine which projects go forward
- Developers submit to committee at five, independent stages:
 - Concept
 - Assessment
 - Prototype
 - First Playable
 - Alpha
- At each stage, committee reviews:
 - Decides whether or not to continue funding
 - Evaluates market potential
 - Adjusts unit forecasts accordingly



Distributors and Retailers

- Distributors
 - Get software from publisher to retailer
 - Originally modeled on book distribution
 - Becoming less important as the retail market changes
- Retailers
 - Sell software
 - Started with mail-order and computer specialty stores
 - Shift in 80's to game specialty stores, especially chains (Today 25%)
 - Shift in 90's to mass market retailers (Today 70%)
 - Target, Best Buy, WalMart
 - Internet sales big but still not huge (Today 5%)

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Development Team Size

- As late as the mid-80's teams as small as one person.
- Today, teams today ranging from 10-60 people.
- Programming now a proportionally smaller part of any project
- Artistic content creation proportionally larger
- See Gamasutra, (www.gamasutra.com)
 - Search "post mortem"
 - Game data at bottom includes team size and composition

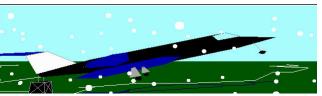


Development Team 1988

- Sublogic's JET (early flight sim)
 - Sublogic later made scenery files for MS flight sim
- 3 Programmers
- 1 Part-Time Artist

Total: 5

1 Tester





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Development Team 1995

- Interplay's Descent
 - Used 3d Polygon engine, not 2d sprites
- 6 Programmers
- 1 Artist
- 2 Level Designers
- 1 Sound Designer
- Off-site Musicians

Total: 11



Development Team 2002

- THQ's AlterEcho
- 1 Executive Producer
- 1 Producer
- 4 Programmers
- 2 Game Designers
- 1 Writer
- 3 Level Designers

Total: 19+

- 3 Character Modelers and Animators
- 1 2d and Texture Artist
- 1 Audio Designer
- 1 Cinematic Animator
- 1 QA Lead and Testers



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Development Teams for Online Games

- Star Wars online (2003?)
- Development team: 44 people
 - 50% Artists
 - 25% Designers
 - 25% Programmers
- 3 Producers
- "Live" Team (starting at Beta, 6 months before done)
 - 8 Developers
 - 50-60 Customer support (for 200K users)
 - 1000 Volunteer staff (for 200K users)

WP

A (Larger) Developer Company Today

- Designing and creating computer games is serious business
 - Large budgets (\$100000+)
 - Large number of people involved
 - Large risk
- Wisdom
 - Use modern software development techniques
 - Keep creativity were it belongs
 - In the design
 - Not during the programming



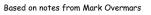
Based on notes from Mark Overmars

What's Involved?

- People involved
 - lead designer
 - project leader
 - software planner
 - architectural lead
 - programmers artists
 - level designers
 - testers

- Time involved
 - 12-24 months

(Will walk through what phase Each plays a roll, next)





Game Development Timeline (1 of 4)

Inspiration

- getting the global idea of the game
- duration: 1 month (for a professional game)
- people: lead designer
- result: treatment document, decision to continue

Conceptualization

- preparing the "complete" design of the game
- duration: 3 months
- people: lead designer
- result: complete design document



Based on notes from Mark Overmars

Game Development Timeline (2 of 4)

Blueprint

- separate the project into different tiers
- duration: 2 months
- people: lead designer, software planner
- result: several mini-specification

Architecture

- creating a technical design that specifies tools and technology used
- duration: 2 months
- people: project leader, software planner, lead architect
- result: full technical specification



Based on notes from Mark Overmars

Game Development Timeline (3 of 4)

Tool building

- create a number of (preferably reusable) tools, like
 3D graphics engine, level builder, or unit builder
- duration: 4 months
- people: project leader and 4 (tool) programmers
- result: set of functionally tools (maybe not yet feature complete)

Assembly

- create the game based on the design document using the tools; update design document and tools as required (consulting the lead designer)
- duration: 12 months
- people: project leader, 4 programmers, 4 artists
- result: the complete game software and toolset



Based on notes from Mark Overmar:

Game Development Timeline (4 of 4)

Level design

- create the levels for the game
- duration: 4 months
- people: project leader, 3 level designers
- result: finished game with all levels, in-game tutorials, manuals

Review

- testing the code, the gameplay, and the levels
- duration: 3 months (partially overlapping level design)
- people: 4 testers
- result: the gold master

Î WP

Based on notes from Mark Overmars

Role of Prototypes

- Prototypes
 - Build prototypes as proof of concept
 - In particular to test game play
 - Throw them away afterwards
- Projects 1-5 ... prototype!
 - Pitch to publisher



Based on notes from Mark Overmars

Is This the Way for Everyone?

- Some companies still work in oldfashioned ways
 - No good division of tasks
 - No good schedule/deadlines
 - No good design
 - Feature creep
 - No good software development techniques
 - No reusable components
 - Not object oriented (or even assembly)
 - No working hours, dress codes, etc.
 - Bad salaries

- Things need to change
 - It is getting too expensive
 - Games are getting too complex
 - Many projects fail
 - Many companies go bankrupt
 - Divide tasks and responsibilities
 - See the timeline above



Based on notes from Mark Overmars