

## Graduation Project Proposal Form

### **1. Project Information**

- **Project Title:** KAVS Relay product upgrade
- **Course/Track:** Management and ERP – Google Project Management
- **Team Members:**
  - Amr Said Elhusseiny Abohatab

### **2. Project Overview**

- **Objective:**

The primary objective of this project is to upgrade the KAVS relay production by integrating cutting-edge technology that enhances its performance and reliability. This upgrade aims to position the KAVS relay as a market leader, appealing to a broader customer base and ultimately increasing sales and maximize market reach.
- **Scope of Work:**

The scope of this project encompasses upgrading the production of the KAVS relay by using a higher speed processors, implementing cutting-edge IoT technology, developing innovative marketing and sales strategies, and develop our web page to integrate with IoT to be more dynamic, responsive and intelligent.
- **Expected Outcomes:**

It is expected for METZ Company to achieve a 20% increase in the KAVS relay product by the end of this year.

In addition, we aim to 10% increase in the customer retention by the first quarter of the year 2025.

### **3. Problem Statement**

Operational experience in the electrical network showed that the tripping time of KAVS protection relay is relatively long. It is about 80ms. This time is a very long time to clear the fault which in turn has a bad consequences on the network safety and stability. This problem has affected negatively on our customers as their equipments were subjected to damage due to fault presence for long time and accordingly our sales of KAVS product has been decreased which is a bad impact on our company METZ.

#### **4. Proposed Solution**

Upgrade the KAVS product by elevating the production by harnessing high-speed processors and integrating IoT technology, ensuring we remain at the forefront of global advancements.

Alongside this innovation, we will craft dynamic sales and marketing strategies and implement comprehensive training plans.

#### **5. Resources Needed**

- **Hardware/Software:**
  - New ageing electronic component materials like high speed processors.
  - Gateways.
  - IoT platform
  - Cloud data management and analytic tool.

#### **6. Approval**

- **Instructor/Advisor:** .....
- **Signature:** .....