

FACULTY OF COMPUTER AND MATHEMATICAL SCIENCES

BACHELOR OF INFORMATION TECHNOLOGY (HONS.) INTELLIGENT SYSTEM ENGINEERING

BLUEPRINT

ENT600 - TECHNOLOGY ENTREPRENEURSHIP

PULSE Traffic

PREPARED FOR: MR NURUL HAFEZ BIN ABD HALIL

CLASS: CS2436B

GROUP MEMBERS	STUDENT ID
NUR NADHIRAH BT DAMAKKHURAIRI	2017103535
NUR THAQIFAH BT MUSSORI	2017976507
RABI'ATUL ADAWIYAH BT AB JABAR	2017550321
SYAZWANI AFIQAH BT RIDZUAN	2016534757
QURRATU'AINI BT ABDULLAH	2017161903

TABLE OF CONTENTS

EXECUTIVE SUMMARY	1
1.0 INTRODUCTION	2
2.0 PRODUCT DESCRIPTION	4
2.2 The application of product service	5
2.3 Unique features of the product	6
2.4 Prototype design of the product	
3.0 TECHNOLOGY DESCRIPTION	10
4.0 MARKET ANALYSIS AND STRATEGIES	12
4.1 Customers	12
4.2 Market Size and Trends	14
4.3 Competition and Competitive Edges	22
4.4 Estimate Market Share and Sales	24
4.5 Marketing Strategy	26
4.5.1 Product Strategy	26
4.5.2 Price Strategy	30
4.5.3 Distribution Strategy	30
4.5.4 Promotion Strategy	31
5.0 MANAGEMENT TEAM	33
5.1 Organization	33
5.1.1 Key Management Roles	33
5.1.2 Organizational Chart	33
5.1.3 Key Management Personnel	34
5.2 Key Responsibilities and Duties	35
5.3 Management Compensation and Ownership	36
6.0 FINANCIAL ESTIMATES	37
6.1 Cash Flow	37
6.2 Income Statement	38
6.3 Balance Sheet	39
7.0 PROJECT MILESTONES	40
8.0 CONCLUSION	41
REFERENCES	42
APPENDICES	43

EXECUTIVE SUMMARY

Another steps to involve in this project is by developing the project prototype. PULSE Traffic as mentioned, is the innovation and enhancement made to the existing product by adding some Artificial Intelligence technique and motion sensor.

Design of the product basically are not based on the amendment made to the current design, but it is measured based on the functionality which is by adding features that involves with the circuit itself and how the camera perform detection (back end development) and how both of this system integrate their data online through cloud (IoT).

A survey was conducted to measure the problems currently faced by current solution and through the survey made, we managed to analyze some useful information to measure the effectiveness of our products to the road users. The technology and product description, marketing strategy and financial estimations are discussed and from the projection, FUSE Enterprise is having deficits of RM30,804.00. However, the following years promise a much stable income statement with increasing revenue and active marketing activity are to be expected to increase the sales of PULSE Traffic.

LIST OF TABLES

Table 1 Potential Target Market	15
Table 2 Market size	22
Table 3 List of competitors	22
Table 4 Target market size	24
Table 5 Market size, share, sales	24
Table 6 Sales Projection / Forecast	25
Table 7 Quality of products	29
Table 8 Key Management Roles	33
Table 9 Key management personnel	34
Table 10 Key responsibilities and duty	35
Table 11 Management compensation and ownership	36
LIST OF FIGURES	
Figure 1 2D version for installation of camera	7
Figure 2 Camera view with RCNN algorithm	
Figure 3 2D version for street lighting system.	
Figure 4 Motion sensor in the street light circuit	
Figure 5 Public perception on intelligent traffic light	
Figure 6 Public perception on smart street light	
Figure 7 Public perception on the proposed solution	
Figure 8 Target market size	
Figure 9 AES Camera	16
Figure 10 Camera installed at traffic light	
Figure 11 Example permission form to install traffic light or street light	
Figure 12 Phase cycle for road intersection	
Figure 13 KKR portal	19
Figure 14 3D view of Seksyen 7 road intersection	20
Figure 15 TNB Tariff category	21
Figure 16 Company logo and brand logo	26
Figure 17 Prototype PULSE Traffic	28
Figure 18 Poster	31
Figure 19 Signboard	31
Figure 20 Example business card	32
Figure 21 Fuse Enterprise Organizational Chart	33
Figure 22 Annual Cash Balance	37
Figure 23 Income Statement	
Figure 24 Balance Sheet	39
Figure 25 Project Milestones.	40

1.0 INTRODUCTION

According to the Nielsen Global Survey of Automotive Demand, Malaysia boasts the 3rd highest level of car ownership globally and the highest incidence of multiple car ownership globally, where 93% of Malaysian households own and utilise at least 1 car. This is a drastic increase from 2014 where 54% of Malaysian households owned more than one car. The expected continuous rise in population growth, urbanisation and increases to the car population is also bound to cause more congestion especially in highly dense urban cities like KL where the majority choose to travel by car and in the case of medical emergencies, it is harder for the emergency vehicles to pass through the road as there are cars that did not make way for the emergency vehicles to pass through which will costing lives as emergency vehicles stuck and delays in the race against the clock to reach hospitals. The dense population in urban areas worsens the congestion and reducing the efficiency (Platform, 2019).

Adding to the above problems, available street lighting systems are controlled by timer switch or light sensor that automatically turns the street lights on during sunset or at low light intensity and off during sunrise, also there are some of the states and area in Malaysia that use LED Street Light for example Klang Valley area. According to 'paultan.org' local news on "Penang to have 100% LED street lighting by 2020", some of the readers or commenters mentioned that, even LED street light is energy-efficient and better for the environment compared from traditional street light, however the issue on the LED light too bright and hurting their eyes if switch on for too long and more, arises from the consumers and road users. Some even mention that it is just a waste of power, distract drivers and light pattern leaks into residential area (Tong, 2018).

Faulty traffic light and street light may involve several issues to the road users and usually triggered the road users' safety on the road. According to The Star Online, accidents happened due to the malfunctioning lights that have not been fixed even complaints have been made more than 10 complaints to the authority. Despite accidents happened, unnecessary traffic jam in the area also became the consequences of the problem. A solution to have a controller that can notify the management to fix these kinds of problem is indeed in need (Kili, 2014).