Case study

About HMA Agro Industries Ltd

HMA Agro Industries Ltd. is a heritage food processing organization. It has an integrated plant as modern abattoir slaughter house with hygienic processing plant with modern technology rendering from New Zealand. HMA Agro is an exporter, supplier and manufacturer of meat bone meal, frozen meat to Gulf as well as European countries.

HMA Agro has its Head Quarters at Aligarh and two food processing units at Aligarh as well as in Agra just connected over normal DSL Broadband connection.

Solution Required

The requirement was to have a cost effective converged solution to connect the Head Office to the two remote manufacturing units for voice connectivity, video surveillance as well as remote paging through VoIP to make the inter office Voice & Video communication free between different locations on just a normal broadband connection.

The MD wanted to see, speak and page at remote manufacturing units from his cabin without using 10 different devices on his table.

Competition

Being a NEC account, we had stiff competition against NEC and Siemens who challenged us with their brand images and credentials but could not offer a converged solution.

Challenge

Voice, video & paging at three different locations to be connected on a normal DSL broadband connection.

Solution offered

EPYGI Quadro Video IPPBX Systems with built-in firewall and router installed at head office and Media gateways, IP Video Phones and 2N SIP/NET speaker paging device at two different manufacturing units located at remote locations connected on DSL broadband making all three locations voice, video & paging converged together in one platform.

The MD is just having a single Video Phone on his table and can even page from his residence and has become a delighted customer.

How our Solution was different than competition

EPYGI Quadro is a world class US product and has an edge above the completion and unlike other major competitive products it not only works on MPLS / VPN but also works on normal DSL broadband connection and uses very less bandwidth using G.729 codec for voice and H.264 codec for video and delivers an excellent Video call even at 160 kbps. EPYGI Quardo is a one box solution which converges Voice, Video, Image, Surveillance, Access Control, Paging, Unified Communications all together in one box and has very easy maintenance and user friendly operations.

Competition could not offer a converged solution.

Network Diagram

About Cohesive

- Expertise in VOIP Solution – Provide state of art technology for voice and video network.
- Dealing with Best Brands
- Act as a consultant / System Integrator – Takes care of customer's current as well as future need.
- Cost effective Solution – Solutions got well fitted in customer's budget
- Reach in PAN India : Cohesive has offices at all Metros /Cosmopolitan cities and have partners across India, which gives confidence to Customer for support and installations

Product used: