



## Client Profile

**Customer:** Saupin's School

**Industry:** Education

**Competition:**

Competition faced was with Hikvision, Dahua

**Challenges:**

To Compete with the low cost products of Dahua & Hikvision

**Solution Offered:**

GXV3672 series is a powerful weather-proof Infrared HD IP camera of outstanding performance and quality. Its advanced ISP (Image Sensor Processor) powered with state-of-the-art auto-exposure/auto-white-balance algorithm and a high quality lens, ensures high fidelity video quality that matches digital still camera color grade in a wide range of light environments.

**Product Used:**



## CASE STUDY

### About Saupin's School

The foundation of Saupin's School was laid by Mrs. June Saupin in the year 1977. A lady of vision, Mrs. June Saupin, set out to create a centre of learning and education where children experienced the wonder and harmony of life - a place where their hearts and minds could be engaged in pursuit of truth, wisdom, beauty and knowledge.

**Mission Statement:** We help children reach their potential in terms of natural talent, independence, confidence, leadership, interpersonal skills, a scientific attitude, a spirit of inquiry, a spirit of equality and compassion, a spirit of competition and a passion for excellence!

Saupin's School is an English medium, co-educational high school housed on 1.5 acres of land in Sector 32, Chandigarh. The school building is beautifully designed and is the only school in the vicinity with a ramp upto the top floor, to cater to children with special needs. Our covered area is 3857 sq. feet with 54 spacious, well ventilated rooms.

### About Cohesive

Founded in 2009, Cohesive Technologies is a leading distributor for VoIP and IP Products in APAC and EMEA Region with headquarter in INDIA. Cohesive Product Portfolio includes Surveillance, IP Phones, IPPBX, SS7PRI, Analog & GSM Gateways, and IP Access Control along with IP Paging. As a leader in VoIP solutions, Cohesive integrates and designs solutions, which use state of art technology and delivers the Value added solutions, based on customer insights and our promise of Convergence.

To achieve the customer delight and the right solution Cohesive Partners its technology with Digium, 2N, Grand stream, Epygi to cater all verticals from a SOHO customer to a big enterprise or BPO.

### Solution Requirement

The client was looking for the solution where he wants to use a single network and hardware for two purpose, monitoring Video as well as which gives the functionality of the broadcasting system also.

### Competition Faced

Competition faced was with Hikvision, Dahua

### Challenges

To compete with the low cost products of Dahua & Hikvision

### Solution Offered

Offered our solution of Surveillance based on SIP which catered to the need of the customer both in respect of video as well as the broadcasting system, which helped us compete with the really low cost competitors like Hikvision and Dahua. Where customer calculated the whole project cost of our solution was far less than the said low cost solution of Hikvision and Dahua.

### How our Solution was different.

GXV3672 series is a powerful weather-proof Infrared HD IP camera of outstanding performance and quality. Its advanced ISP (Image Sensor Processor) powered with state-of-the-art auto-exposure/auto-white-balance algorithm and a high quality lens, ensures high fidelity video quality that matches digital still camera color grade in a wide range of light environments.

### Features

1. High quality 1.2 Megapixel CMOS sensors and vari-focal HD lens
2. Support Motion Detection and Notification on PC client.
3. Full ONVIF conformance with extensions in the near future.

### Product Used

