

## Client Profile

**Organization :**  
AMBALIKA INSTITUTE OF  
MANAGEMENT &  
TECHNOLOGY

**Location:**  
Lucknow

**Industry Segment:**  
Education

### Goal/Purpose of the new deployment

- To offer cost effective solution which incurs zero recurring cost for intra branch connectivity .
- To offer IP Desktop video telephony solution
- To offer integration solution which communications all end points with centralized communication server.
- To offer Centralised Management System
- To offer Mobility Solution

### Product Used



- Grandstream UCM6204 IPPBX
- EPYGI E1/PRI Gateway
- Grandstream SIP Camera GXV3611 IR HD
- Grandstream Video Phone GXV3240
- Grandstream IP Phone GXP1625

# CASE STUDY



## CASE STUDY

### About AIMT

Ambalika Institute of Management and Technology (AIMT) was established in 2008 as a private engineering and management college in (Mohanlalganj) Lucknow, Uttar Pradesh India and is affiliated to AKTU and BTE and Approved by AICTE. The Lucknow campus is spread over 200 acres and is located near NH-56B, surrounded by lush green field and enhanced by a beautiful lake. Ambalika center of excellence has become the most dominating center delivering high-end technical skills to our engineers to make them highly employable. AIMT, Lucknow is imparting training and joint certification programs of innovative technologies in collaboration with the Industry giants such as Microsoft, KUKA Robotics, Siemens, Ace Micromatics, MTab, Master CAM etc.

### Customer Requirement

- AIMT was using a traditional EPABX System in their campus and wanted to connect its multiple buildings within campus and its Corporate office with Voice & Video Communication for better Manageability.
- Connect existing PRI into IPPBX System and use same PRI for Corporate office as well.
- Integrate IPPBX System with existing Call Center Solution
- Detailed Report of Incoming, outgoing calls, Recording Calls, Abandoned call, etc. All reports downloadable in CSV, PDF and Excel format.
- Centralized Management System

### Solution Offered

Based on the requirement these are the products offered to them:

Grandstream UCM6204 IPPBX with 500 Extensions at Institute with remote extensions at Corporate Office  
EPYGI E1/PRI Gateway For existing PRI connectivity and connectivity with Call Center Solution  
Grandstream IP Phones GXP1625 along with SIP Cameras GXV3611IRHD and Video Phones GXV3240  
Single Solution connecting the Institute, Corporate Office with all back office operations and Call Center with SIP Cameras and SIP Video Phones made us way ahead of Competition.  
With free GS wave application on mobile, the top management enjoys mobility and better manageability.

### Challenges Faced

Biggest Competition was Panasonic and Matrix as being their existing EPABX vendors who challenged us with their brand images and credentials.

### About Cohesive Technologies

Cohesive Technologies is a Global Telecom Solution Provider on VoIP and IP Platform As well a leading Integrator and Solution Provider with the Best Innovative IP Solutions which adds value to Customers through a combination of different high end technologies for a true Converged Solution.

Working with Technology Partners like **CyberData, Grandstream, Epygi, Digium, Milesight, TelephonyKart & Yeastar** helped us delivering state-of-the-art-technology Products to Premise and Cloud based requirements for various companies that span across multiple segments.

