CASE STUDY

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About *AAI*

Airports Authority of India is a statutory body working under the Ministry of Civil Aviation is responsible for creating, upgrading, maintaining and managing civil aviation infrastructure in India. The government owned Airports Authority of India (AAI) operates 122 airports and civil enclaves out of a total of **449 airports** and airstrips located throughout India. Less than **80 airports**/aerodromes receive regular commercial flights. The **AAI** was **formed** on 1 April 1995 by merging the National **Airports Authority** (NAA) and the International **Airports Authority of India** (IAAI), to create a centralized organization that could effectively manage both the international and domestic **airports**.

Customer *Requirement*

- AAI wanted open SIP base Audio and Video IP phones to connect with their existing SIP base IPPBX
- Customer was using earlier Analog TDM PBX system and recentaly switch over to IPPBX. He wanted some branded and cost effective solution on which their senior can have video calls including three party VC call through their desk phones.
- Customer wanted to connect Speed dial keys module to be connect with Video IP Phones for senior Management.

Solution *Offered*

We (Cohesive Technologies) installed Grandstream's **SIP** base **Audio and Video IP Phones** through one of Partner. With our Video IP Phones we also offered Extension Module which offer speed dial with digital display for all senior management of customer. Our SIP base Phones gave the user flexibility, State of Art technology in price effective manner.

Challenges *Faced*

Competitors like Progility / Siemens, Cisco, Polycom etc were there. But the price & quality of our IP Video & Audio Phones made customer to buy Grandstream IP Phones.

About *Cohesive Technologies*

Cohesive Technologies is a Global VoIP Solution Provider on VoIP and IP Platform as well as one of 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 at reasonable cost.

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

Key Points

- *SIP base IP Phones and Video IP Phones to connect with Unified IPPBX*
- *Customer was using Analog Infra since long and want to switch over to IP network*
- *Customer wants all seniors should able to connect via Video Phones*

Competition *Faced*

" *Competitors like Siemens, Cisco and Polycom were in the race* "

Product Used

- **Grandstream IP Voice Telephony**
- *Grandstream IP Video Phone for Android*