



R.K.
TRADING Co.

CASE STUDY

Client Profile

Organization :
R.K. Trading Co.

Location :
Indore, MP

Industry Segment :
Electrical
Consumables and
Equipment

About R. K. Trading Co.

R.K Trading Co. trader, supplier and wholesaler having turnover of Rs 75 crores, having started their operation in the year 1989, offering vast range of Electrical Consumables & Equipment that is procured from reliable and trusted manufacturers from across the globe.

The comprehensive range of Electrical Consumables available with R. K Trading Co. comprises of both LT & HT items ranging from Transformers, VCBs, CT / PT, RMUs, LT Switchgears, wires and cables, Fans and LED lightings, Metering HRC & Semiconductor Fuses, Power Capacitors , Capacitor Banks, Cable Jointing Kits etc. They are the Authorized Distributors for Polycab, Schneider Electric, Crompton, Valmont, Socomec, EPCOS, EATON (Cooper Bussmann), OBO Bettermann, Secure, 3M, Gloster etc.

Customer Requirement

- They wanted an IPPBX for their premise with PRI Gateway.
- They wanted voice logger for all the extensions.
- Intercommunications within their branches where they want to reduce telephone bills.
- They Wanted to use their Centrex system on IP Phones.
- Conferencing on IP Video Phones with their Clients and Employees.

Solution Offered

We installed Yeastar S100 with Yeastar EX30 1 PRI Gateway at their premises with IP Phones and Video Phones. Integrating all extensions via SIP so that all branches are connected as an intercom and simultaneously work independently. 1 PRI Gateway was enough to handle their 120 seats Premises. Provided them with with Voice logger facility for quality monitoring. Video Phones has Built in Video Conferencing Option through which they were able to connect with their Employees and Clients. Yeastar UCM is one box solution which gives all features.

Challenges Faced

Competitors like Avaya, Alcatel and Coral Telecom were there in the race and Coral being existing vendor was tough to be replaced.

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.

Key Points

- *Single IPPBX with IP and Video Phones for bundle of requirements including Video Conf., voice logger and CDR.*
- *Used EX30 PRI Gateway for their Outgoing SIP Calls.*

Competition Faced

“
Competitors like Avaya, Alcatel and Coral are also in the race
”

Product Used

