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## CASE STUDY

### About CenturyPly

CenturyPly has been the front-runner in applying innovation at work. This simple philosophy has been the cornerstone of all our processes and technologies. It has led us to design and deliver contemporary lifestyle statements that have become synonymous with modern living. Our award winning products have been redefining Indian realty and bringing about a paradigm shift in the concept of living spaces. Century Plyboards (India) Ltd. our mother concern, came into existence in 1986 as a result of the foresightedness of two visionaries, Mr. Sajjan Bhajanka and Mr. Sanjay Agarwal. Since then, the company has taken giant strides and is today, the largest seller of multi-use plywood and decorative veneers in the Indian organized plywood market.

### Customer Requirement

- Customer wanted to have a stable and state of art advanced IP-PBX solution for their branch as well as multiple office communication.
- They want to use their existing analog wiring and as well as want to introduce IP phones for their office voice and video communication using their existing LAN and WAN.

### Solution Offered

We did installed Grandstream **UCM6202** at Kolkata, Junglepur and Chennai locations with IP Phones, PRI gateways, Video phones and FXS gateways. Integrating Kolkata and Junglepur locations via SIP Trunks through their VPN so that both the branches are connected as an intercom and simultaneously work independently. Senior Management is using Grandstream **GXV3275** so that they can do video communication. This not only makes their communication easy but reduced their telecom bills also. Grandstream UCM is one box solution which gives all features (No expansion, license cost). The TDM/Trunk

ISDN in different offices were managed by Yeastar PRI Gateways & Grandstream FXS gateways.

### Challenges Faced

Competitors like Avaya, NEC were there in the race and Avaya 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.

### Client Profile

#### Organization :

Century Ply & LED

#### Location :

West Bengal & Chennai

#### Industry Segment :

Manufacturing

### Key Points

- UCM as central PBX systems for communication, FXS gateway to connect Analog phones, Video Phones for video communication. SIP phones as staff new phones.
- Two UCMs are connect with each other through VPN .FXS gateways for Analog phones. Yeastar PRI gateways for PRI lines. SIP phones using existing LAN

### Competition Faced

“

Competitors like Avaya, NEC are also there in the race

”

### Product Used

