

## Client Profile

**Organization :**  
Asansol Engineering College

**Industry Segment :**  
Education

## Key Points

- ✓ GWN Cloud controller of Grandstream Wi-Fi access points is in use.
- ✓ Mesh network created with GWN cloud.
- ✓ Good coverage and excellent concurrent registrations.
- ✓ Multiple SSIDs supported.
- ✓ Dual band W-i-fi 6 APs.
- ✓ Good through put means proper upload and download speed.
- ✓ Good signal strength and with excellent coverage by each Grandstream Aps
- ✓ More than 42 Wi-fi access points already installed
- ✓ 24 ports L2 Switch also installed
- ✓ Milesight Panoramic AI Camera installed at Gate with 64 channels NVR where other brand cameras integrated.

## Competition Faced

- ✓ Existing network OEMs like Cisco, HP & Unify were there in competition for their Wi-Fi network upgradation requirement

## Product Used



## CASE STUDY

### About Asansol Engineering College

Asansol Engineering College, a self financing institute was established in the year 1998. It is situated at Asansol, Burdwan, West Bengal. It offers B.Tech, MCA and M.Tech in various disciplines. The college is approved by All India Council for Technical Education (AICTE), affiliated to Maulana Abul Kalam Azad University of Technology (MAKAUT) [Formerly - West Bengal University of Technology (WBUT)] and recognized by UGC under section 2f of the UGC Act, 1956. Asansol Engineering College, -a self financing institute, established in 1998 under the society of The Academy of Engineers (India). The College is approved by AICTE, New Delhi and Dept. of Higher Education, Govt. of West Bengal, affiliated to WBUT, West Bengal and recognized by UGC, under section 2(f) UGC Act (1956). The college started with four departments and 180 students. Now the college offers seven streams of B.Tech courses in Engineering, namely Electronics and Communication Engineering, Applied Electronics & Instrumentation Engineering, Computer Science, Information Technology, Electrical Engineering, Mechanical Engineering and Civil Engineering and three Master degree courses, namely M.Tech in Electrical Engineering, M.Tech. in Electronic & Communication Engineering and Master of Computer Application.

### Customer Requirement

Customer was using Unify networking Wi-Fi access points in their Hostel areas for students. They were facing coverage issue as well as speed issue. They wanted to replace the solution with a powerful, with good coverage, dual band, cost effective, advanced Wi-Fi access points with controller built-in, multiple SSIDs but products should be very stable and efficient enough to replace their existing AP infra. They did not want to purchase controllers separately.

### Solution Offered

We had installed Grandstream make Wi-Fi access points for few couple of weeks to test the product in their network environment. After giving demo successfully, we started supplying Grandstream GWN7660 wi-fi access points. After that we are increasing the numbers of Wi-Fi access points. At present there are around 28 numbers GWN7660, 12 numbers GWN7660LR, 1 number GWN7664, 1 number GWN7630LR supplied by our SI partner. Also we had supplied 1 number GWN7802P L2 Switch also. All the devices are controlled through GWN Cloud controller. We also provided Milesight MS-C5365-PA & MS-N8064-UH products for gate surveillance.

### Challenges Faced

As it is a Private Institute where other vendors were like Cisco, HP, Unify were also in competition. we had to do multiple time testing and demos of Grandstream APs in their network infra to win their trust & approve our Wi-Fi products.

### About Cohesive Technologies

Cohesive Technologies is a renowned Global Telecom service provider working on the platform of IP and VoIP. We are working with our technology partners like **2N, Akuvox, Akubela, Cyberdata, Epygi, Grandstream, Guardian Telecom, Milesight, Snom, Tonmind, Wi-Tek and Yeastar** who support us in offering innovative products and solutions for the premise or Cloud-based requirements.

