



Client Profile

Organization :

Bharati Vidyapeeth Medical College

Location :

Mumbai and Pune

Industry Segment :

Medical Equipments

CASE STUDY

About Bharati Vidyapeeth Medical College

Bharati Vidyapeeth (Deemed to be University) Medical College, was established in February 1989 and is renowned for its academic excellence and infrastructural facilities. The University and the College have been awarded 'A+' Accreditation (Third Cycle) by 'NAAC' in 2017, Category-I Deemed to be University Grade by UGC and 'A' Grade by Ministry of HRD, Government of India. The attached hospital not only functions for clinical training of undergraduate and postgraduate students but also caters to the medical needs of a large segment of population as well as the surrounding rural areas including poor and needy patients. Our partner Esbee Dynamed is a leading medical equipment and ORT services provider having tie-ups with brand leading MNC's eg Pivot .

Customer Requirement

- Client wanted a easy to use and setup Video Conferencing equipment that can relay live audio and video feed from a live surgery to a video classroom for medical professionals.
- Equipment need to match high standards of build quality , reliability & small form factor with very high resolution and full HD voice quality to reproduce every detail of the ongoing procedure.
- The client has multiple locations across India and Off-campus facility at Mumbai and video broadcast could e across their network.

Solution Offered

We understood customer need and addressed the main requirement for a reliable, easy to operate Android based VC equipment GVC 3210 that can easily be integrated with their other critical medical equipment eg Endoscopy rod camera and broadcast the live audio and video feed from the high resolution on board camera & simultaneous audio from the in built Mic array and speaker . The GVC 3210 being Android enabled also provided the client unique capability to broadcast over live video streaming channels eg You Tube for off campus and educational purposes as well as conduct live interactive conference from the ORT to their auditorium .

Challenges Faced

M/s Esbee Dynamed was our single point of interface with the client and had to be convinced about our technology and ability to deliver the solution and maintain it to ensure 100% uptime as expected from a critical medical setup.

A Proof of Concept demonstration at their Mumbai Head Office and Pune campus with complete live activation of our seamless Android enabled Video Conferencing solution and finally convinced them about our superior delivery credentials.

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 **Cyberdata, Digium, Epygi, Grandstream, Milesight, Wi-Tek and Yeastar** who support us in offering innovative products and solutions for the premise or Cloud-based requirements.

The company is aimed to work on the VOIP technology in a highly affordable and innovative manner. Our main vision is to allow the success & satisfaction of our employees, partners and customers who are connected with us by using our Products & Solutions.

Key Points

- The ORT -Operation Room Theatre equipment cart consists of high resolution monitors and video receivers and record and relay video feeds from various medical equipment cameras eg endoscopy rod Overhead Light cameras solution.
- The GVC 3210 is 1+1 VC equipment running Android 6 & has 16kMp camera with 90° ePTZ functionality with full HD 4 array Mic speaker arrangement. Its small table top or Monitor top form factor was ideal for the ORT cart. Live conferencing facility was provided at the Auditorium from the ORT.

Competition Faced

“ Cisco , Lifevision, Polycom ”

Product Used



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