



CASE STUDY

Client Profile

Organization :
National Institute of Technology

Location :
Durgapur,
West Bengal

Industry Segment :
Education

Key Points

- GVC3202 as Video conferencing System for one of their department.
- GAC2500 as their Audio conferencing system integrated with Video conferencing systems.
- It is a 1+2 parties Video conferencing system with 9X optical Zoom, Android based.

Competition Faced

Competitors like Avaya, Cisco, Polycom, Panasonic and Yealink in Tender

Product Used



- Video Conferencing
- SIP Speaker
- GAC2500 Audio Conference Phone

About National Institute of Technology, Durgapur

The National Institute of Technology, Durgapur (formerly Regional Engineering College, Durgapur) was established in 1960 under an Act of the Parliament of India as one of the eight such colleges, as a co-operative venture between the Government of India and the Government of West Bengal aimed to function as a pace setter for engineering education in the country and to foster national integration. It is a fully funded premier Technological Institution of the Government of India and is administered by an autonomous Board of Governors. The college was given autonomy in financial and administrative matters to achieve rapid development.

Customer Requirement

Customer was looking for latest technology, powerful, robust and good video quality conferencing solution for their conference room which should support recording, SIP, H.323 and Skype platform in a very simplified way.

Solution Offered

We had supplied Grandstream make 1+2 parties Video Conferencing system (GVC3202) with SIP speaker and microphone enabled GAC2500 device through their Kolkata based dealer. Through our Video conferencing they are using IP to IP Video calling with all third party latest technology Video Conferencing systems through H.323 protocol, SIP to SIP calling after registering the same with their IP-PBX system. We have also integrated Video calling with Skype platform and other android based Video platform and running successfully.

Challenges Faced

We faced challenges here with competitors like Avaya, Cisco, Polycom , Panasonic, Yealink etc. All Video conferencing players were in our competition but their costing was very very high and customer was very specific of their needs and requirements from the day-1. They were asking for good picture quality with good sound quality Video conferencing systems in this procurement Tender. Being Grandstream is a new comer in this portfolio other competitors wanted to de-sale Grandstream to pitch their own brands but during the tender technically and commercially we became L1 in the Tender process.

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, Wi-Tek & Yeastar helped us delivering state-of-the-art-technology Products to Premise and Cloud based requirements for various companies that span across multiple segments.



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