



## Client Profile

**Organization :**  
Sharda Medical University

**Location :** Gr. Noida

**Industry Segment:**  
Healthcare & Education

## CASE STUDY

### About Sharda University

Sharda Hospital is a well-equipped, 900+ bedded Multispecialty Hospital with modern facilities situated at Gr Noida. It's associated School of Medical Sciences and Research (Medical College) with 150 MBBS students intake provides rich opportunities for students to pursue collaborative and interdisciplinary education and independent study projects in the field of medical education. Sharda Hospital offering medical care at par the global excellence. It provides global comprehensive healthcare as preferred destination of healthcare. It's highly qualified and experienced medical professionals offer best in class expert care to the patients round-the-clock and is awarded as Best Emerging Hospital in the Medical Value Tourism and as Best Dental School in North.

### Customer Requirement

- ✓ Sharda Hospital required a Cost Effective UC Solution for their upcoming Cancer Hospital buildings and integrating it with their existing old 1000 users EPABX system.
- ✓ Detailed Report of Incoming, outgoing calls, Recording Calls, Abandoned call, etc. all reports downloadable in CSV, PDF and Excel format.
- ✓ Centralized UC Solution which should work on existing OFC backbone connecting old & new buildings across huge Multi acre premises covering the Cancer Hospital, Dental College, Heart Institute & Research Centre. The existing EPABX system to be seamlessly interconnected with new UC solution.
- ✓ Video Calling & Mobile extensions for Senior Doctors and Consultants for immediate accessibility.

### Solution Offered

Based on the requirement these are the products offered to them:

- UC Server GS with 3000 Extensions
- Grandstream PoE IP Phones & FXS Gateways at each building across the campus
- UC Solution connecting all Hospital buildings, Corporate Office with all blocks and back office operations made a unique solution.
- Video Phones and Soft Phones for all Senior Management, all HODs and Senior Doctors.
- With free Wave application on mobile, the Senior Doctors and Top Management enjoy mobility & UC for better manageability.

### Competition Faced

The entire Telecom Industry including Progility, Alcatel, NEC, Avaya as well as Coral being their existing EPABX vendor who challenged us with their brand images and credentials.

### About Cohesive Technologies

**Cohesive Technologies** is a Global Telecom Solution Provider on VoIP and IP Platform, as well a leading 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 **Grandstream, Epygi, Akuvox, Milesight, Yeastar, Snom, 2N, Cyberdata, Guardian & Tonmind** helps us delivering state-of-the-art-technology Products to Premise and Cloud based requirements for various companies that span across multiple segments.

### Goal/Purpose of the new deployment

- ✓ To offer cost effective solution which incurs zero recurring cost for intra branch connectivity
- ✓ To offer integration solution which communications all end points with centralized communication server.
- ✓ To offer Centralised Management System
- ✓ To offer Mobility Solution



### Summary of Solution



- Unified Communications with Voice, Video & Mobility
- Video Conferencing Solution