



Client Profile

Organization:
Indoco Remedies Ltd

Location:
Mumbai

Industry Segment:
Large Enterprise

CASE STUDY

Key Points

- Offered IPVT10 with Multi Party + Point2Point VC for HQ Mumbai and rest of branches branch.
- Integrate with existing infra and connect with IPVT10 + Multi Party VC + Point 2 Point VC for their rest of branches.
- Introduced powerful features of IPVT10 and rest i.e. Built-In Android, Conference Video Recording, Multi Call Mode, Zoom & Lens Rotation Capability and third party app integration.

Competition Faced

Polycom, Cloud based VC

Product Used



About – Indoco Remedies Ltd, Mumbai

Indoco Remedies Ltd., is a fully integrated, research-oriented pharma company engaged in the manufacturing and marketing of Formulations (Finished Dosage Forms) and Active Pharmaceutical Ingredients (APIs). They have seven decades of presence in the Indian Pharma market and a strong foothold in the international market across 55 countries. Indoco, is a USD 140 million company, employs around 6000 personnel, including over 300 skilled scientists. Indoco is a top performer in the BSE under Pharma sector.

Customer Requirement

Indoco is Headquartered in Mumbai and multiple branches across states in INDIA. They were basically looking at a future proof, cost effective, easy to operate multi party Video Conferencing Solution for their multiple location with minimum hardware fuss. Over and above their specific requirement was for multiple video feeds from all their locations to be presented on a large single screen as well broadcasting important events and reaching the feed to all of their 6000 personnel. Ie “ a virtual town hall” as well as professional boardroom video conferencing solution in one solution

Solution Offered

Cohesive, with it’s rich solutions integration experience, understood the challenges and limitations in existing/legacy solutions and stitched an end to end solution with multiple MCU’s with integrated cameras, audio speakers and a powerful Video server forming the Grandstream Boardroom Video Conferencing portfolio. A Proof of Concept demonstration was given at their Mumbai Head Office with complete integration of Video server of IPVT10, multiple Units of GVC3200/3202/3210 MCU with GAC2500 in these factories and offices. The Flexibility ease of use & clarity of video with no latency, made us win this deal.

Challenges Faced

Multiple meetings with the client to understand their network topology and security concerns . Client IT team worked closely with our support team checking their branch side connectivity and aligning their security firewall.

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.