



SHIPPING SERVICES



LOGISTICS SOLUTIONS



VESSEL OWNING



HOSPITALITY

CASE STUDY

About – Parekh Group, Mumbai

Parekh Group is a six-decade-old conglomerate with diversified business interests. Headquartered in Mumbai, the group has 26 office locations in India to enable seamless delivery of world-class solutions.

Today, the group holds deep-domain expertise across business lines and offers specialized and in-depth knowledge across key verticals like Shipping Services, Logistics Solutions, Vessel Owning & Hospitality.

Customer Requirement

The client is HQ'd in Mumbai and rest of sister companies and branches are in other states in INDIA. They already had an existing setup of Video Conferencing Solution of a leading brand at one of the branch but with limited resources and capacity to expand or to integrate Unified Communication solutions on their network, hence they were looking at a future proof, cost effective, flexible and easy to operate VC solution, which should help them to communicate with existing legacy VC setup without any interruption using H.323 as well as the new UCM protocol ie SIP RFC3261

Solution Offered

Our team pitched our unique range of Grandstream Boardroom Video Conferencing solution to meet the above expectation. Our ability to deliver the solution in totality and to ensure 100% uptime as expected from their high profile client across their multiple geographies in India as well as their overseas principles.

A Proof of Concept demonstration at their Mumbai Head Office with complete integration of GVC3200 & GVC3210 with GAC2500. And we successfully connected our device with their existing VC device over the H.323 feature.

Challenges Faced

Multiple meetings with the client to understand their need, we did POC at their HQ, Mumbai. While connecting the device with their existing setup the call was initiated but the video was blocked. Client IT team worked closely with our support team check their branch side connectivity and align their security firewall.

Client IT team was also comparing basic desktop Video camera accessories and cloud based collaboration solutions inspite of them being single user video calling and unable to offer multiparty , multi location boardroom video conferencing experience.

However, after the decision makers were demonstrated the superior quality of our boardroom conferencing solution with high resolution camera, PTZ and layout as well as content sharing with on premise recording, they were convinced about our solution.

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.

Client Profile

Organization:

Parekh Group

Location:

Mumbai

Industry Segment:

Large Enterprise

Key Points

- Offered Multi Party VC for HQ Mumbai and Point 2 Point VC for Delhi branch.
- Integrate with existing infra and connect to existing VC device for Video calling.
- Introduced powerful features i.e. Built-In Android, Conference Video Recording, Multi Call Mode, Zoom & Lens Rotation Capability and third party app integration.

Competition Faced

- ✓ Polycom,
- ✓ Logitech,
- ✓ Aver

Product Used

