

Client Profile

Organization :
A-1 FENCE Products

Location :
Mumbai, Maharashtra

Industry Segment :
Physical Perimeter Fencing

Key Points

- UCM at Mumbai H.O and Sanjan Vapi Factory for communication between both the location.
- The Extensions are to be used on GS Wave Application



Product Used



- Grandstream UCM6208 & UCM6204 IPPBX
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- Grandstream Audio/ Video Conferencing (GAC2500/GVC3200 /GVC3202)
- Grandstream IP Phones

CASE STUDY



CASE STUDY

About A-1 FENCE

A-1 Fence manufactures and supplies perimeter fencing made out of steel. That defines our core competency. A-1 Fence's foundation was laid in 1998 in a small shack in the suburbs of bustling city of Mumbai. It was a small setup, with one chain link weaving machine. On that foundation, A-1 Fence has grown manifolds today, supplying complete suite of fencing products, all around the globe – India, GCC countries, America, UK, Australia, Spain, France, Guatemala, Poland, etc. A-1 Fence's operations are spread over five manufacturing units – Khopoli (Maharashtra, India), Umbergaon (Gujarat, India), Silvassa (UT of India), Oman & Dubai (UAE).

Customer Requirement

- ✓ They want to inter-connect their 2 locations which is Vapi and Mumbai H.O
- ✓ They want to use their extensions on GS Wave application
- ✓ Intercommunications within their branches where they want to reduce telephone bills.
- ✓ They wanted a unified environment by interconnecting both of their H.O as well as Factory through PBX.

Solution Offered

We Provided them with Grandstream **UCM6208** at Head Office which is in Mumbai and **UCM6204** at their factory in Vapi Sanjan locations, now they would be running all their extension on GS wave Extension, we also have Installed Grandstream Video Conferencing System at both their locations so they would be doing Video Conference on our PBX too, Basically they have one more locations which will be covered soon.

Competition Faced

They are basically migrating their whole Analog System with IP PBX, so they were quite reluctant to do so in the first place, but then we showed them quite few demos and then they were convinced for the same.

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

