



Client Profile

Organization :
Ratnabali Capital

Location :
Kolkata, West Bengal

Industry Segment :
Share Broking

CASE STUDY

About Ratnabali Capital Markets Pvt. Limited (RCML)

It is a SEBI registered stock broking Company having its registered office in Kolkata. RCML has the membership of National Stock Exchange of India Limited (NSE) and BSE Limited (BSE), and is engaged in providing broking services in the Capital Markets Segment, Futures & Options Segment and Currency Derivatives Segment. RCML is also a Depository Participant of National Securities Depository Ltd. (NSDL) and Central Depository services (India) Ltd. (CDSL). Ratnabali Commodities Pvt. Ltd., a sister concern is providing commodity broking services through various exchanges such as MCX, NCDEX, and NMCE. The operations and systems of the Company are ISO 9001:2008 certified by the certifying agency Det Norske Veritas (DNV), Netherland.

Customer Requirement

- ✓ They wanted to have an PBX solution with latest technology with clear voice recording facility.
- ✓ They wanted to use their LAN for their new state of art office set-up.
- ✓ They did not want to do analog wiring and wanted to have a PBX solution which is featurestic and futuristic as well.
- ✓ They wanted single vendor solution, Video conferencing, clear voice quality for 100 share broking agents, paging solution, IVR.

Solution Offered

We installed Grandstream UCM6510 at Kolkata location with more than 110 numbers SIP Phones, Video phones and GVC3200. Customer has a requirement that new PBX system should be better than Siemens EPABX System. We had implemented complete 120 extensions PBX system with-in 7 working days and completed the site before committed deadline. Our PBX system not only satisfies their agents with HD audio quality also the system supports video calling feature as well. Using Epygi PRI gateways multiple PRI lines were configured. All the trunk channels recording was a challenge for this broking house earlier which we easily solved installing a n external Had Disk. We offer Paging solution for all extensions from IP-PBX system.

Competition Faced

Competitors like Avaya, Cisco and NEC were there in the race and Siemens being existing vendor was tough to be replaced.

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, 2N, 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.

Key Points

- UCM at Kolkata locations for branch voice-video communication. Their Share broking agents are quite satisfied with the HD voice quality as compared to analog siemens EPABX system. GVC for video conferencing.



Product Used



- Grandstream UCM6510 IPPBX
- Grandstream GVC3200 Video Conferencing System
- Grandstream GXV3275 Android IP Video Phone
- Grandstream GXP1615 Basic IP Phone
- Epygi QXE1T1 Pri Gateway