



## Client Profile

**Organization :**  
East Central Railway

**Location :**  
Dhanbad

**Industry Segment :**  
Government

## CASE STUDY

### Key Points

- 2N Net Speaker standalone box as wireless music streaming Server.
- Yeaster S20 IP PBX to create Extensions for announcement and surveillance.
- 1 Milesight MS-C5373-PB Camera with multiport for video & audio surveillance.
- Some Soft Extensions for mobile.

### Competition Faced

“  
Competitors like CP Plus, Bose & Other local player also there in the race”

### Product Used



### About East Central Railway – Dhanbad Division

**Dhanbad railway division** is one of the five railway divisions under East Central Railway zone of Indian Railways. This railway division was formed on 5 November 1951 and its headquarter is located at Dhanbad in the state of Jharkhand of India. It is one of the highest earning division in Indian Railways. The administrative head of division is called Divisional Rail Manager (DRM). Present DRM is Mr. Anil Kumar Mishra.

### Customer Requirement

Customer wanted to have a stable and state of art but cost effective Music and Live voice streaming system. They want to Play music from their PC in Wi-fi to the existing Analog P.A. system situated in their high level residential complex.

### Solution Offered

We had installed Yeaster S20 IPPBX with 2N Net Speaker standalone box and Milesight multiport SIP camera. Using customer’s existing LAN and Analog P.A. we had implemented the solution. Now they are playing music from control room from laptop located in same network .

Also they are making Public addressing from control room from soft extensions of mobile also doing the video and audio surveillance through Milesight multiport SIP camera.

### Challenges Faced

First Challenge we had faced that the End user was not aware of this technology. They are showing more interest to conventional analog audio system offered by some local vendor.

### About Cohesive Technologies

**Cohesive Technologies** is a renowned Global Telecom service provider working on the platform of IP and VoIP. We are working with our technology partners like **Cyberdata, Digium, Epygi, Grandstream, Milesight, Wi-Tek, 2N and Yeastar** who support us in offering innovative products and solutions for the premise or Cloud-based requirements.

The company is aimed to work on the VOIP technology in a highly affordable and innovative manner. Our main vision is to allow the success & satisfaction of our employees, partners and customers who are connected with us by using our Products & Solutions.