



# Uttar Pradesh Metro Rail Corporation Limited

उत्तर प्रदेश मेट्रो रेल कॉर्पोरेशन लिमिटेड

A joint Venture of Govt. of India and Govt. of Uttar Pradesh  
Formerly Lucknow Metro Rail Corporation Limited  
An ISO 14001:2015 & OHSAS 18001:2007 Certified Organisation



## Client Profile

**Organization:**  
LMRC

**Industry Segment:**  
Public Transport

## Key Points

- To offer cost effective solution which incurs zero recurring cost for intra branch connectivity
- To offer Vedio Conferencing solution
- To offer integration solution which communications all end points with centralized communication server.

## CASE STUDY

### About Lucknow Metro Rail Corporation

Lucknow is the capital of Uttar Pradesh, the most populous state of India. The rapid growth of the city and the associated urban sprawl has accentuated the demand- supply mismatch amidst constrained public transport infrastructure. To strengthen the transport infrastructure of the city with a holistic multi-modal transport system, government of Uttar Pradesh has decided to implement Lucknow Metro Rail Project. The project is being implemented on 50:50 model with equity sharing by GOI and GoUP. To implement the Lucknow Rail Project, a special purpose Vehicle. Lucknow Metro Rail Corporation was incorporated on 25.11.2013 under the companies Act, 1956. The Company is Jointly owned by GOI and GoUP.

### Customer Requirement

Video conferencing solution to communicate majorly b/w Head Office located in Lucknow & branch offices at two different locations Kanpur and Agra Respectively . Occasionally the client also hosts virtual meetings with vendors and executives across the Globe.

### Solution Offered

For hosting video conference meetings among the mentioned three locations we have installed Grandstream **GVC3200** along with **GAC2500** at each locations. The client was successfully able to do Video Conference among offices situated at remote locations. One of the biggest advantage of supplying GVC 3200 was that client was able to host video conference through Skype with their remote vendors and executives situated at different locations of globe without the necessity of a VC hardware set-up at all locations.

### Challenges Faced

As the client was very well known to brands like Polycom and Cisco. Initially it was very tough to convince them for Grandstream which was completely new for them. But when given a chance to demonstrate our product range, we were able to win the confidence of client because of outstanding quality and performance of system . They found the solution very user-friendly with least requirements to get it installed and make it operational. Authorities were mainly fascinated by the multiple platforms the GVC3200 uses for video conference like H.323, Skype, Blue Jeans, Hangout. Which made them to communicate with their vast group of vendors, RnD teams, Gov. Officials not only in India but abroad too without the necessity of a costly hardware set-up at all locations. GAC2500 stood as cherry on the Cake enabling crystal clear audio during the virtual conference and also letting the participants communicate with their normal tone without putting extra energy to get audible.

### 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 **2N, Cyberdata, Epygi, Grandstream, Milesight, Sangoma, Planet, Wi-Tek** and **Yeastar** who support us in offering innovative products and solutions for the premise or Cloud-based requirements.



## Product Used

