



## CASE STUDY

### About Defence Research and Development Organisation (DRDO)

DRDO was formed in 1958 from the amalgamation of the then already functioning Technical Development Establishment (TDEs) of the Indian Army and the Directorate of Technical Development & Production (DTDP) with the Defence Science Organisation (DSO). DRDO was then a small organisation with 10 establishments or laboratories. Over the years, it has grown multi-directionally in terms of the variety of subject disciplines, number of laboratories, achievements and stature.

### Customer Requirement

The requirement was for Smart Poles with Emergency Call Buttons for SOS Callings and IP Paging & Announcement System along with Video Surveillance System on each Smart Pole connected to the Command Center.

In case of some Road Emergency, a Person should be able to make a Video call from a Smart Pole to the Command Center and the Command Center should not only be able to See and Communicate with him on Video, but also Broadcast messages and make necessary Announcements in the region.

### Solution Offered

Grandstream Video Intercoms along with Cyberdata SIP Paging Solution and Milesight Video Surveillance System all connected to the Command Center as an Integrated System. The Command Center was not only able to Communicate two-way but also Monitor and do necessary Broadcasting & Announcements based upon the situation. This was possible through a very Tightly Integrated & Converged Solution provided by Cohesive Technologies.

### Competition Faced

All big players like Sterlite & Ifcon vendors challenged us with their brand images and credentials, but our convergence of sos button with surveillance and IP-Paging resulted in our favour.

### 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:

Defence Research  
Development Organisation

### Industry Segment:

Defence & Army

## Goal/Purpose of the new deployment

- To offer cost effective solution for smooth crowd management & security reasons
- To integrate IP Paging and Video Surveillance Solution with Emergency Call Buttons with two way Video Communication with Command Center
- To offer an Integrated Solution which can Communicate with all End Points and with Centralized Communication server.

## Products Used



- Grandstream Intercom
- Cyberdata SIP Paging Solutions
- Milesight Video Surveillance