



## CASE STUDY

### Client Profile

**Organization:**  
Indian Army

**Location:**  
Ministry of Defence, Delhi

**Industry Segment:**  
Government

### About

The Government of India is responsible for ensuring the defence of India and every part thereof. The Supreme Command of the Armed Forces vests in the President. The responsibility for national defence rests with the Cabinet. This is discharged through the Ministry of Defence, which provides the policy framework and wherewithal to the Armed Forces to discharge their responsibilities in the context of the defence of the country. The Raksha Mantri (Defence Minister) is the head of the Ministry of Defence.

### Customer Requirement

Video conferencing solution to communicate majorly b/w Head Office located in Delhi & other head Quarter at different locations. Occasionally the head quarter also hosts virtual meetings with other states head quarter across the Globe .

### Solution Offered

For hosting video conference meetings among the mentioned Delhi locations we have installed Grand Stream **GVC3220** along with **GMD1208** and **GAC2570** IN Delhi locations. The client was successfully able to do Video Conference among offices situated at remote locations. One of the biggest advantage of supplying **GVC3220** was that client was able to host video conference through Zoom and also any cloud application 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 **GVC3220** uses for video conference like IP Call, Zoom, and also any cloud application 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. **GMD1208** 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, Akuvox, Akubela, Cyberdata, Epygi, Grandstream, Guardian Telecom, Milesight, Snom, Tonmind, Wi-Tek and Yeastar** who support us in offering innovative products and solutions for the premise or Cloud-based requirements.

### Goal/Purpose of the New Deployment

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

### Product Used

