



Client Profile

Organization :

Balaji Steroids and Hormones Pvt Ltd

Location :

Indore, M.P

Industry Segment :

Pharmacy

CASE STUDY

About *Balaji Steroids and Hormones Pvt. Ltd*

BALAJI STEROIDS AND HORMONES PVT. LTD. Was founded in 2015, in Indore, India. The company will be specializing in the manufacturing and marketing of corticosteroids, for the local and foreign market. Commercial production and manufacturing will begin in earnest in 2017 at our state-of-the-art production plant in Pithampur, Madhya Pradesh.

The Company has also secured a plot in the Pharmaceutical Cluster in Betma, Madhya Pradesh for the establishment of a large scale manufacturing unit, and work on the same will start after the establishment of the first manufacturing unit.

Customer Requirement

- To create intercom at his Pithampur plant, with PRI line connection for inbound and outbound communication.
- Later they are planning to come up with more new establishments in M.P, for that he want a hardware, that should be interconnected.
- As they are having offices in different countries like India, China etc., therefore they also need extension over their, which should be connected to their Pithampur Plant.

Solution Offered

- Grandstream IPPBX & IP Phones connected through PRI line with the help of **Epygi PRI Gateway** for
- IP Telephony solution.
- Remote extension are made on Grandstream Soft Phone Mobile Application and Grandstream **GXV3240**.

How our solution was different than Competition

- To gain an edge towards the competition, we focused the prime need of customer, which is HD calling, Remote extension connected to Pithampur Plant, at China without any additional hardware.
- We provide them with future expansion with Grandstream converged solution and its services.
- We provided them with IP telephony, within cost effective budget.

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.

Competition Faced

Matrix – Telecom & Security was also trying to get this order with their Analog based technology. With low costing they are trying to get this order.

Challenge

Firstly, To create a remote extensions in different countries connected to single Grandstream IPPBX.

Secondly, The manufacturing plant was at the remote area, and hence their was no PRI line available.

Product Used



- ✓ Grandstream UCM6202
- ✓ Grandstream IP Phones GXP1625, GXP2140, GXP2200Ext. & GXV3240
- ✓ Epygi's one port PRI Gateway