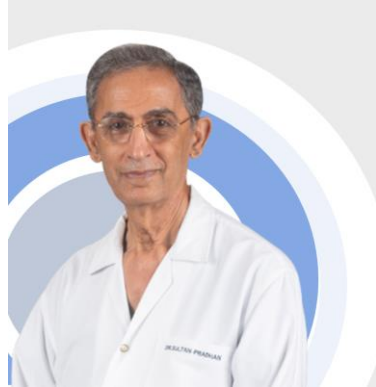


"ACCESSIBLE CANCER CARE, AFFORDABLE HOPE."

- ✓ Extensive Cancer Care For Head & Neck & Women's Cancers
- ✓ Holistic Care - Comprehensive Treatment, Rehabilitation & Palliative Care
- ✓ Centrally Located in Mumbai

📍 Barrister Nath Pal Marg, Dockyard, Cemetery, Naralwadi, Byculla, Mumbai, Maharashtra 400010



CASE STUDY

About Ahilya Bai Holkar Head & Neck Cancer Institute of India, Mumbai

A pioneering CSR initiative of Cancer Trust & Dr Sultan Pradhan who is a leading and world renowned Onco-surgeon. The hospital located at Mazagaon is a 18 storey, 93 bed super specialty healthcare facility focused on oral, Neck and Head cancer treatment which accounts for 30-40% of all cancer ailments in India. Dr Sultan Pradhan heads the facility along with a team of leading and experienced oncologists. Founder Dr Pradhan' motivating factor in creating this facility "There was a need to create an institution that would have three important arms-subsidized care ,training future generation of doctors and cancer research.

Customer Requirement

The Hospital is based out of Mumbai and future roadmap includes multiple centres across India. They were looking at a future proof, cost effective, flexible and easy to operate Unified Communication platform offering Voice, Video and collaboration across devices and mobility within the 18 storey facility, which would help them to establish immediate and critical communication without any interruption using multiple devices including hard IP endpoints, Mobile application and BOYD devices.

Solution Offered

Our team along with our partner M/s Procom, pitched our unique range of Grandstream Unified Communication Platform along to meet the above expectation. Our ability to deliver the solution in totality and to ensure 100% uptime as expected from their patients in off-site centers across multiple geographies in India as well as their medical specialists using Grandstream's unique in built Video collaboration application that is in built in its SIP appliance servers.

A Proof of Concept demonstration at their Mumbai Head Office with complete integration of BOYD devices . We successfully connected and demonstrated our device interoperability with their existing Laptop and Smart Mobiles.

Challenges Faced

We did a POC at their existing HQ, Mumbai. While connecting the device with their existing setup the call was initiated but the video stream was unable to pass through their firewall Client IT team worked closely with our support team check their branch side connectivity and align their security firewall.

After studying their network topology we successfully demonstrated the superior quality of our Call quality with audio and video conferencing solution using existing legacy as well as new devices.

After a successful technical demonstration, we had to face a commercial challenge from unrealistic and disruptive proposals from competitors like Avaya, Alcatel, Cisco etc.

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.

Client Profile

Organization :

Ahilya Bai Holkar Head & Neck Cancer Institute of India

Location : Mumbai

Industry Segment :

Healthcare

Key Points

High availability ,reliable and upgradable Unified Communication Platform. Flexibility in work environment, enterprise collaboration and mobility and easy scalability were the specific functionalities that were key performance criteria.

Scalability upto 3000 users was aao a mitigating factor in addition a liberating license free modularity

Competition Faced

- ✓ Avaya
- ✓ Alcatel
- ✓ Cisco

Product Used



UCM6302 IPPBX - 2nos.
GRP2602P x280nos.
WP810 - 25 nos.
GRP2624 & GBX20 x 1 nos., ucmmc

