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Client Profile

Organization :
Surya Hospital

Location :
Mumbai

Industry Segment :
Hospitality

Goal/Purpose of the new deployment

- Offered Multi Party VC for HQ Mumbai and Point 2 Point VC for remote branches.
- Integrate with existing infra and all VC devices for Video calling.
- Introduced powerful features i.e. Built-In Android, Conference Video Recording, Multi Call Mode, Zoom & Lens Rotation Capability and third party app integration.

Competition Faced

- Polycom, LifeSize, Logitech are also in the race.

Product Used



CASE STUDY

About Surya Hospital, Mumbai

Surya Hospitals has been a pioneer in offering modern healthcare services for Women & Children in India since 1985. Over the last three decades they have regularly embraced the latest advancements in medical science and introduced cutting-edge medical technology to offer 'best-in-class' clinical outcomes and patient experiences.

Customer Requirement

The Hospital is HQ'd in Mumbai and remote branches are in other states in INDIA. They were looking at a future proof, cost effective, flexible and easy to operate Video Conferencing Solution, which should help them to communicate with remote branches without any interruption using H.323 as well as the new UCM protocol i.e. SIP RFC3261.

Solution Offered

Our team pitched our unique range of Grandstream Boardroom Video Conferencing solution to meet the above expectation. Our ability to deliver the solution in totality and to ensure 100% uptime as expected from their high profile client across their multiple geographies in India as well as their overseas principles. A Proof of Concept demonstration at their Mumbai Head Office with complete integration of **GVC3202 & GVC3210 with GAC2500**. And we successfully connected our device with their existing VC device over the H.323 feature.

Challenges Faced

We did a POC at their 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 boardroom conferencing solution with high resolution camera, PTZ and layout as well as content sharing with on premise recording, they were convinced about our solution across their premises at Mumbai, Pune and Jaipur.

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.