



## Client Profile

**Organization :**  
PDSC&GH

**Location :**  
Hyderabad, Telangana

**Industry Segment :**  
Hospital

## CASE STUDY

### About Princess Durru Shehwar Hospital

Princess Durru Shehwar Children's & General Hospital was established in 1989 to provide medical care to pregnant women and children of Hyderabad. The 200-bed hospital is named after Princess Durru Shehvar, Princess of Berar and daughter-in-law of HEH Mir Osman Ali Khan and mother of Prince Muffakham Jah.

The primary objective and unique feature of the not-for-profit hospital is to provide high quality affordable care to the populace of the community. Thanks to the leadership and uncompromising dedication of Prince Muffakham Jah, son of Princess DurruShehvar and Chairman of the Board of Directors, the mission of the hospital to provide the quality medical care to the underprivileged as well as the growing middle class is alive and well. It was the first not for profit hospital when it was opened and remains the same in the midst of corporate hospitals.

### Customer Requirement

The hospital was using Digital EPABX System and their requirement was to switch to a cost effective VoIP Telephony Solution with further possibility of integrating soft phones as well, they wanted a stable product and free from licensing costs.

### Solution Offered

Offered our solution of UCM6204 IP PBX allows businesses to unify multiple communication technologies, such as voice, video calling, video conferencing, video surveillance, data tools, mobility options and facility access management onto one common network that can be managed and/or accessed remotely.

**IP Phones** - The GXP1625 features effective and essential functionalities to create an easy-to-use experience for a user with light to medium call volume. Its focus on essential features and standard call support makes the GXP1625 a versatile and dependable phone. The GXP2170 supports a variety of automated provisioning options, including zero-configuration with Grandstream's UCM series IP PBXs, encrypted XML files and TR-069, to make mass deployment extremely easy.

### Challenges Faced

Competitors like Zycoo and Cloud Based Telephony system Providers were also their in the race, but our Subject understanding, direct presence and future technology upgrades helped us to gain confidence of customer.

### 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.

## Key Points

- Our Solution is simple and yet perfectly suitable for their purpose.
- The Scalability in our product did gave us the required competitive advantage.

## Competition Faced

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## Product Used



UCM6204 IP PBX  
GXP1625 IP Phone  
GXP2170 IP Phone