



## CASE STUDY

### Client Profile

**Organization:**

Unidrug

**Location:**

Indore, MP

**Industry Segment:**

Pharmaceutical

### About Unidrug

UNIDRUG is an API manufacturing company based in Indore, India. For the past 3 decades, we have been focusing on API development, manufacturing and marketing of API's and intermediates and supported by state of the art manufacturing facilities. It is a state GMP certified plant facility and is spread over a land area of 58,000 sq.ft.

With strong commitment to excellence in product quality (which is never compromised) and adherence to strict delivery schedules, Unidrug are presently exporting to 14 countries around the world.

### Customer Requirement

The customer was using Analog and IP Cameras of different brands and want to install latest IP technology and open technology, so that in future integration with other brands / models would not be problem. Customer want to update all his local networking infra/Switches as per current and future requirement of Surveillance solution.

### Solution Offered

We (Cohesive Technologies) provided 5MP of Surveillance Cameras (Indoor and Outdoor) along with NVRs for Viewing and Recording. We have also given Wi-Tek Switches of 4/8 ports (Fast Ethernet and Gigabit, both) after survey and considering load balancing.

We have successfully installed our SIP-IP Surveillance Solution on open ONVIF Platform, which is ready to upgrade with any Open standard of Solution and can be integrate with SIP Server of customer, whenever customer will move from Hybrid PBX to Open SIP base IPPBX.

### Challenges Faced

Competitors like existing Vendors and other brands which have local presence like Hikvision, CP Plus which were ready to offer their own Proprietary Solution but Problem that they were offering different brands of Surveillance and does not have idea Networking Solution.

### 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, Cyberdata, Guardian Telecom, Epygi, Grandstream, Milesight, Sangoma, Planet, Wi-Tek and Yeastar** who support us in offering innovative products and solutions for the premise or Cloud-based requirements.

### Key Points

- Customer want latest IP base Surveillance solution on Open Technology.
- We have Provided open ONVIF as well as SIP base IP Surveillance of Milesight and Wi-Tel PoE (10/100 mbps and Gigabit) Surveillance Switches

### Competition Faced

“Competitors like Hikvision, CP Plus etc were there due to local presence”

### Product Used

