



## Client Profile

**Organization:**  
Maira Resort & Convention center

**Location:**  
Umariya Raipur

**Industry Segment:**  
Hospitality

## CASE STUDY

### About Maira Resort & Convention center

Maira Resort & Convention Center is a company know for the high quality of rarest of luxuries in the lap of nature. Maira lake is a testament to our unwavering commitment to providing a haven where luxury meets nature’s grandeur.

### Customer Requirement

The client is one of leading Hospitality Company in India looking for new PBX system for his upcoming new Resort. They had an existing setup of Hybrid EPABX and PBT’s in his office and they also have multiple small PBXs in different branch offices and Hotels. The customer was looking to migrate to a cost effective, easy to operate IP Telephony solution for their luxuries resort, which can also integrate with other branch offices and Hotels PBXs in future for seamless communication. The customer was also looking for Wi-Fi Solution for his this new resort without any Subscription or Cloud charges.

### Solution Offered

We designed the entire topology using our range of GS UCM 63xx series of IPPBX with Multiple range of GHP Audio IP Phone’s & Wi-Fi Phones and GWN76xx Aps (Indoor and Outdoor) range of network for communication Voice and Video calls and our ability to deliver the solution in totality and to ensure 100% uptime as expected from the high profile client.

A Proof of Concept demonstration at their Head Office with complete integration of UCM server with Hotel Phone & Wi-Fi Phones with Access Point.

### Challenges Faced

The client had mind make up for few brands like Matrix, NEC and Avaya and because customer already using few brands in his different offices. After our meeting with the client along with our SI Partner we convince Customer with a ROI (Return on Investment) that showed them multiple benefits of a single Unified Communication platform thereby reducing costs, increase productivity by offering video calling and collaboration on the UCM platform, Hotel Phones and Wi-Fi APs. Unfortunately none of these value adds could be provided by the existing suppliers and other competitors or require almost double of cost, which was the one of reason that Maira Resort decided to move with Integrated solution offered by Cohesive Technologies at without any licenses and cost effective 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, 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.

## Key Points

- Offer Unified Communication Platform for Voice and Video with the Grandstream UCM server, wide range SIP Based IP Hotel Phone and Wi-fi Phones with Redundant SIP Server.
- Replace existing Analog EPABX and deploy complete IP Telephony solution. Improve efficiency, reduce costs, be future proof with true collaboration .

## Product Used



UCM63xx IPPBX



Hotel Wi-Fi IP Phones



Wireless Access Points