



## Client Profile

**Organization :**  
Gift International Centre

**Location :**  
Gandhi Nagar, Gujarat

**Industry Segment :**  
Hotels & Hospitality

## CASE STUDY

### About Gift International Centre

The Gift International Centre is Gujarat's first Premier Business and Leisure Club located in the heart of Gujarat International Finance-Tec (GIFT) City, a first-of-its-kind financial services hub in India.

A private members club servicing professionals and entrepreneurs, GIC offers the very best of luxury as well as business facilities along with a feeling of community, and a place to call home away from home. Here you are not only welcomed but revered by association.

### Customer Requirement

End User wanted to install a completely new system for the GIFT International Centre where he had a requirement of about 300 extensions at an initial stage but was willing to expand it in future.

### Solution Offered

They now have a system which does not require any addition of cards/modules which they were considering prior to this or features which they get without purchasing any extra license. They now have a cost effective system which gives them flexibility and mobility.

Grandstream's Products are scalable as per his future requirement and can provide remote Extn on Fiber or Radio. Also, it is cost Effective solution compare to the competition with lots of built-in feature.

**Based on the requirement these are the products offered to them:**

- ✓ Grandstream IPPBX UCM6510
- ✓ Grandstream Analog Gateway GXW4248
- ✓ Grandstream Basic IP Phones GXP1620 & GXP1628
- ✓ Grandstream High End IP Phone GXP2160

### Competition Faced

Yes, they looked Matrix, Panasonic Products but the converged solution offered by us gave us an edge and hence the customer relied on our solutions.

### 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.

## Goal/Purpose of the new deployment

To install a completely new system for the International Centre with about 300 extensions at an initial stage but in future he wanted to expand it. The IP Technology helps them with mobility and gives them the flexibility to expand it whereas the TDM system in the competition doesn't give them this flexibility.

## Product Used



- **Grandstream UCM6510 IPPBX**
- **Grandstream GXW4248 Analog Gateway**
- **Grandstream High End IP Phone GXP2160**
- **Grandstream Basic IP Phone GXP1620 & GXP1628**