



Client Profile

Organization:
Ballarpur Industries Limited

Industry Segment:
manufacturing and Exports

CASE STUDY

About Ballarpur Industries Limited

Ballarpur Industries Limited (BILT) is India's largest manufacturer of writing and printing (W&P) paper. BILT's subsidiaries include Ballarpur International Graphic Paper Holdings B.V. (BIGPH); BILT Graphic Paper Products Limited (BGPPL); Sabah Forest Industries (SFI), Malaysia's largest pulp and paper company.

Customer Requirement

The requirement was for a Centralised Video Conferencing Solution integrated with their Polycom MCU Server connecting multiple locations for Video Conferencing for Middle & Senior Management. The Video Conference System should be hosted at the Head Office and all remote locations connected on MPLS should be able to connect with centralized Polycom RMX1000 MCU.

Solution Offered

Grandstream **Video Conference System** at Head Office and VC End Points at all Regional offices served the purpose. All Regional Offices were seamlessly connected to HO with centralized Conference Management and recordings. All participants were able to join the Conference from any location. The top Management were also given an option to join the conference sitting in their Cabins without moving to conference rooms as well as while traveling thru their mobiles / tablets or laptops.

Challenges Faced

Various International brands like Polycom, Avaya and Tenburg challenged us with their brand images & credibility. We stood tall with Grandstream solution due to its UC Applications and our service support.

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.

Goal/Purpose of the this deployment

- To offer Cost Effective Solution which incurs Zero recurring cost for Intra Branch connectivity
- To offer Centralised Video Conference System
- To offer Integrated Solution which Communicates all End Points with Centralized Communication Server
- To offer Video Conferencing with Mobility



Product Used