



CASE STUDY

Client Profile

Organization:
Everest Instruments Pvt. Ltd.

Location:
Gandhinagar, Gujarat

Industry Segment:
Manufacturer

Key Points

- One Brand with all Telecom Products including Grandstream UCM6304 with Soft phone Applications
- Offer seamless connectivity to Grandstream and other brands to give customer user friendly Telecom solution

Competition Faced

Avaya, Cisco, NEC and Matrix

Product Used



UCM6304 IPPBX



GRP2601P / GRP2615 IP Phones With GBX20



GXV3380 Video IP Phones

About Everest Instruments

Everest Instruments is a Leading manufacturer of dairy and food testing equipment, Everest brings to the industry, the most precise and advanced technology to simplify the dairy and food testing process. All our products facilitate better functionality, which ultimately leads to better products reaching the consumers. This is only possible by making our products and services technologically innovative and accurate. Our vow to serve the purest evokes in us, the zeal to deliver the best, through precision, whatever we do. Our endeavor is to be the personification of the concept of "Precision Behind Purity"

Customer Requirement

Everest Instruments is a manufacturer Based in Gandhinagar, needs unified Telecom solution for expandable up to 2000 users with in built call recording and free desktop application. also they needs Basic IP Phones for operators and for Reception Requires High End IP Phone which support DSS Module and for Directors requires they requires Video IP Phone

Solution Offered

After understood customer's requirement for Unified IPPBX solution we proposed our latest Grandstream **UCM6304 IPPBX** with Softphone application for 2000 users, built-in CDR, with free desktop app along with The system is so user friendly that IT team of Customer can manage 90% of basic Telecom functionality on their own. For Operators We have given 25 nos. of **GRP2601P IP Phones** and for reception we have given **GRP2615 IP Phone** with **GBX20** Module and for Directors we have given **GXV3380 Video IP Phones**

Challenges Faced

Competition with existing vendors of Siemens and other companies like Matrix, Avaya, Cisco, and NEC, who have brand image but offered IPPBX solution at very high cost to customer. Where Cohesive offered him solution which suits customer budget and fulfil his all requirement in one box solution without any extra hardware or License cost and soft phone.

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.