

CASE STUDY



MDF KA DOOSRA NAAM



Client Profile

Organization:
Greenpanel

Location:
Gurugram, Haryana

Industry Segment:
Manufacturer

CASE STUDY

About Greenpanel

Greenpanel is the foremost wood panel manufacturer in India, renowned for our top-quality Medium Density Fibreboard (MDF), Plywood, and Flooring. With state-of-the-art facilities in Uttarakhand and Andhra Pradesh, we prioritize innovation and sustainability.

Customer Requirement

Customer has multiple offices and plants PAN India with Corporate office at Gurgaon, which he shifting to new place and want to change the old PBX system with latest technology including Video IP Phones. The system should be able to interconnect with other locations Analog / Hybrid systems over IP and customer wants to give few Video Phones to other locations which will be connected on HO IPPBX only, so that senior management can speak with each other over video calls.

Solution Offered

Cohesive Presales team done with site visit along with our Partner and understand the topology and offered him our Unified SIP Server of Grandstream with around 30+ Video IP Phones and around 100 nos. different IP Phones. We have done the integration with our Grandstream IPPBX with their existing Panasonic PBXs, so that all branches can speak with HO smoothly as Intercom calls. We also registered few Video Phones to their different offices over VPN so that they can have table top Video Calls from desk Phone itself.

We Showed to the customer that all features which we are taking about and showing comes Free of Cost along with IPPBX system without any charges, which he very much like.

Challenges Faced

The client was using Panasonic Brand of PBXs in multiple places including old HO in Gurgaon. After Panasonic exit from Telecom Market, he was looking for few brands like Matrix, Alcatel, NEC etc. because their existing Vendor of Panasonic PBX was offered them NEC brand.

After few live Demos done at site, we make them understand the capability of Grandstream SIP Server and show them that all High-End Features like Video Codec, Voice recording, Redundancy etc are in-built in the system without any license cost.

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 Voice and Video 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 .

Competition Faced

Matrix, Alcatel, and NEC

Product Used



UCM6301 IPPBX



GRP2612 / GRP2612G
IP Phones



GXV3450/GXV3480
Video IP Phones

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