



## Client Profile

**Organization:**  
Kevadiya Wildlife Sanctuary

**Location:**  
Gujarat

**Industry Segment:**  
Tourism

## CASE STUDY

### About Reliance Industries limited

Reliance Industries Limited is an Indian multinational conglomerate headquartered in Mumbai. Its businesses include energy, petrochemicals, natural gas, retail, entertainment, telecommunications, mass media, and textiles. Reliance is the largest public company in India by market capitalisation and revenue, and the 100th largest company worldwide. It is India's largest private tax payer and largest exporter, accounting for 7% of India's total merchandise exports.

The Gujarat government given operations and maintenance of the jungle safari in Kevadia Zoo near the Statue of Unity (SoU) to Greens Zoological Rescue and Rehabilitation Centre Society (GZRRS), an NGO run by Reliance Industries Limited (RIL) The zoo is spread over 375 acres and houses 90- odd species of animals, birds and reptiles. Every day, about 9,000 visitors go on jungle safaris at Kevadia, which is famous for the 182-metre-tall statue of Sardar Vallabhbhai Patel.

### Customer Requirement

Reliance Industries Limited, requires PA Solution in 30 different area of Safari routes as well as in Zoo, Specifically they requires 30W Horn Speaker which works on SIP technology and Telecom solution for expandable up to 500 users with in built call recording and free desktop application. also they needs Basic IP Phones for operators.

### Solution Offered

After understood customer's requirement for PA Solution We proposed our latest Tonmind S21T 30W Horn Speaker which works on SIP Platform and for Unified IPPBX solution we proposed Grandstream UCM6302A IPPBX with Softphone application for 500 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 and it is easily integrate with Tonmind Speakers, For Operators We have given 100 no's of GRP2601P 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.

### Key Points

- One Brand with all Telecom Products including Grandstream UCM6302A with Soft phone Applications, Offer seamless connectivity to Grandstream and other brands to give customer user friendly Telecom solution

### Product Used



UCM6302A IPPBX



GRP2601P IP Phone



S21T 30W SIP Speaker