



Client Profile

Organization:
HO of Mangalam Cement Ltd.

Industry Segment:
Cement Manufacturing

CASE STUDY

About Mangalam Cement

Mangalam Cement Limited, the ISO 9001:2015, ISO 14001:2015, ISO 45001:2018 and Energy Management System(EMS) ISO 50001:2018 certified company was incorporated on 27th October 1976. The company was promoted by Kesoram Industries & Cotton Mills Ltd., The Century Spinning & Mfg. Co. Ltd., The Gwalior Rayon Silk Mfg. (Wvg.) Co. Ltd., and Pilani Investment Corporation Ltd. Rajasthan State Industrial & Mineral Development Corporation Ltd. (RIMC) also participated in the promoters capital. As a B.K. Birla Group wing, the company is producing cement in 43 grades, 53 grades and Portland Pozzolana Cement (PPC) using the dry process and marketing under the brand name of "Birla Uttam".

The Company started commercial production in March 1981 with an installed capacity of 4 lakh tonne per annum of Cement. The Company then took up two further expansion scheme envisaging increase in the installed capacity from 4 tonne per annum to 20 lakh tonne per annum in between 1994 to 2005. The Company has recently expanded its capacity from 2.0 MTPA to 3.25 MTPA upgrading its Kiln I capacity by 0.5 MTPA in 2013 and establishing a New Cement Mill of 1.25 MTPA in 2014. All the units of the Company namely Managalam Cement and Neer Shree Cement are located at Adityanagar - 326520, Morak, Distt. Kota, Rajasthan. Morak is 65 Kms away from Kota towards Mumbai side on main Delhi-Mumbai train route. The Company had set up two Captive Thermal Power Plant of 17.5 MW each. The first power plant was set up in 2007 whereas the additional 17.5 MW power plant was set up in 2011. Apart from this, the Company also owns 13 Wind Mills at Jaisalmer, Rajasthan with a capacity of 13.65 MW generation per day and Waste Heat Recovery plant with 11.00 MW capacity. During the year 1996-97, the company had accredited with ISO-9002 certificate in recognition of its quality systems.

Customer Requirement

Customer wanted to upgrade his existing EPABX system for their HO. They also wanted to expand their PBX system to other office in the same building using their existing wired & wireless LAN. They also wanted to use their wi-fi network to give roaming extensions to their senior management employees who can roam around their office & also they can receive calls in their extension phones. They mainly wanted to remove analog wiring & shift to IP platform so that they can optimize the use of IP network there.

Solution Offered

We had supplied them UCM6304A IP-PBX model where they can terminate 4 numbers GSM-FCT of other brand as trunk lines. Also we had given them around 28 basic PoE phones which will be powered through their PoE switches. 2 numbers WP822 for their roaming executive level employees who roams around the offices & they are connected through their Wi-Fi network with their IP-PBX system. We also supplied here 4 numbers GRP2616 phones which they can use in either wi-fi or LAN any mode. These 4 phones are given to their senior management level employees there. 1 number Operator console GRP2624 with GBX20 expansion module had been installed there at the reception desk. Total 34 extensions had been mapped in that console phone.

Challenges Faced

Other traditional EPABX system vendors were also there in the competition and they were giving huge competition in this project and commercially they were cheaper & few competitor Grandstream dealers were also there against us in competition who were giving price competition against our SI partner.

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.

Goal/Purpose of the New Deployment

- ✓ We had installed 1 number UCM6304A system, 28 Numbers GRP2601P, 2 numbers WP822, 4 numbers GRP2616, 1 operator console GRP2624 with GBX20.
- ✓ Used customers existing LAN.
- ✓ HD sound quality is good enough for their intercom for seniors & roaming employees.
- ✓ We had allotted extension numbers to each & every SIP phones.

Competition Faced

Other traditional EPABX System OEMs were there against us & customer also never experienced SIP telephony products before this project

Product Used

