



## Client Profile

**Organization:**  
Waaree Energies

**Location:**  
Mumbai

**Industry Segment:**  
Solar Plant manufacturer

## CASE STUDY

### About Waaree Energies

Waaree Energies Limited founded in 1989, with headquarters in Mumbai, India. Waaree has India's largest aggregate installed capacity of 12GW as of June 30, 2023 at its plants in Chikhli, Surat, Tumb and Nandigram in Gujarat and is a top player in the solar module export for Fiscal 2023. As of June 30, 2023, the total number of customers served by Waaree were 407 in India and 20 outside India. The Company has supplied more than 6GW of solar modules and commissioned more than 1.1GW solar EPC projects.

### Customer Requirement

- Waaree Energies Ltd for their spanking new corporate office at Mumbai wanted state of the art communication facilities including the latest video conferencing facility to communicate with their multiple associate offices across the country.
- The mandate was to provide an integrated solution for Voice and Video over IP collaboration across their multiple offices in India using existing VC equipment's as well as leverage cloud applications for across the nation reach.

### Solution Offered

We understood customer need and application and addressed the pain point for a robust, easy to operate and scale Unified Communication platform to integrate smoothly with the multilocal network topology of the organization with cutting edge VoIP system supporting voice and video communication simultaneously. Enterprise mobility for a mobile and agile workforce with efficient bandwidth utilization was another key factor. In addition we pitched our unique inbuilt Conference bridge with multiparty 2 way video participants registered as SIP extensions across devices ie Windows, Mac, IOS and Android support to offer integration of enterprise VC conferencing solutions within the IPPBX. Being a leading green energy producer, it was but natural for Waaree to also choose the world's best energy efficient Gigabit IP phones ie SNOM with proximity sensor and ambient light sensors built in to the phones.

### Challenges Faced

Legacy hybrid TDM/PCM systems offered along with no video conferencing facility that were slow to adapt and modify to a modern network topology had to be replaced in a phased manner at remote sites with similar or better specifications and results. Ensuring this while ensuring higher resolution but lower bandwidth utilization.

### 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, Auvovox, 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

- High availability, reliable and upgradable Unified Communication Platform. Flexibility in work environment, enterprise mobility and easy scalability were the specific functionalities that were key performance criteria.
- Grandstream UCM series of IPBX offering flexible, easy to manage and extremely feature rich with IVR, Voice Mail, audio and video conferencing bridge, Call recording, Security encryption and scalable up to 3000 users.
- SNOM Germany range of open SIP Phones working seamlessly with UCM and offering one of the most energy efficient endpoints in the industry. Proximity sensor, Ambient light sensor etc.

### Competition Faced

**NEC, Cisco, Avaya, Alcatel, Matrix**

### Product Used



**GXV3480-6 Nos., GRP2670, UCM6302**

**D140 IP Phones – 200 Nos.**