

CASE STUDY

CHANGING PERSPECTIVE
OF HAPPINESS



Client Profile

Organization :
R K County

Location : Gujarat

Industry Segment :
Housing Society

CASE STUDY

About R K County

R K County is one of Premium Builder in Gujarat. They make projects that helps customer's reshape their life, giving them and their loved ones plentiful reasons to smiles.

RK County is designed to be much more than a joyful home for its dwellers. With landscaped large open spaces, gaming arenas and pleasure points, it is a whole world to cherish every day, year after year.

Designed to be the epitome of luxury, the whole project is designed to gift you a world of happiness. From welcoming, luxurious lavish foyers to well articulated club, we have painstakingly worked to create the ultimate lifestyle of your dreams.

Customer Requirement

Builder was looking for latest Technology of Video Intercom and IPPBX not only as Household commodity but he actually want to show his customers the latest impressive Video Phones for intercom purpose which add value to his flat and overall security of Society.

Solution Offered

We (Cohesive Technologies) provided Grandstream's IPPBX device with few hundreds of Video IP Phones (4.3") through one of our SI Partner. We also offered him our Video Door Phone as Lobby Station. Customer like the idea and installed one unit as demo purpose in one Tower.

Challenges Faced

Competitors like CP Plus and few of China make Video Door Phone solution which is available at half of the price of our Grandstream's Video Phones.

About Cohesive Technologies

Cohesive Technologies is a Global Telecom Solution Provider on VoIP and IP Platform As well a leading Integrator and Solution Provider with the Best Innovative IP Solutions which adds value to Customers through a combination of different high end technologies for a true Converged Solution.

Working with Technology Partners like **CyberData, Grandstream, Epygi, Digium, Milesight, Wi-Tek & Yeastar** helped us delivering state-of-the-art-technology Products to Premise and Cloud based requirements for various companies that span across multiple segments.

Key Points

- Customer want latest Technology which looks impressive and add value to his built houses.
- Customer wants Video Intercom and IPPBX which runs on single platform and also cost effective as per his budget.

Competition Faced

“
Competitors like CP Plus, China make Brands were very well in the race
”

Product Used

-  **GRANDSTREAM**
CONNECTING THE WORLD
- Grandstream IPPBX
- Grandstream IP Video Phones
- Grandstream Video Door Phone

