



## CASE STUDY

### About Roongta Group Builders & Developers

Founded on the values of family, Lalit Roongta Group prioritizes trust, transparency, and customer satisfaction. Embedded in this belief system, every structure is built to cater to the needs of the ever-progressive fabric of society; be it the landscaped green pockets, luxurious meeting rooms, serene worship places, or the highly equipped gyms; every space is highly functional, in sync with the Vaastu, and exceptionally aesthetic. Implementing the practice of amalgamating its principles with cutting-edge technological advents in the construction industry, today the Lalit Roongta Group has scaled unsurmountable heights of success and has established itself as one of the most unrivalled names of Nashik's Real Estate scenario.

### Customer Requirement

IP-PBX with 45 IP extensions with 120 Port Analog Extensions with 4 FXO (Co Lines) for the builders corporate office. Requirement is where 3 Managing Directors wanted Digital Phone with LCD Module DSS Console at their desk for speaking to concerned people in the Office by one touch dialing & they required easy solution for frequent Calling to the Concerned Persons & If the Concerned Person is Not Available or Logout from the System, then to contact him by the Mobile Extension by using an Grand stream Wave APP.

### Solution Offered

Grandstream UCM6304A IP PBX with 4 FXO & 4 FXS with GRP2624 IP Phones with GBX20 for the LCD Module. For all three Directors & at the Reception Place. With 120 Analog Extensions By Using Grand stream 16/24/32 Port Gateways for the Other Office Analog Phone Users.

### Challenges Faced

Competition with existing vendors of Siemens and other companies like Avaya, Cisco, NEC, Hikvision, Siemens and Matrix 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.

## Client Profile

**Organization:**  
Roongta Group Builders & Developers  
**Location:**  
Nashik Maharashtra  
**Industry Segment:**  
Real Estate

### Key Points

- ✓ For Corporate Office our Partner Installed UCM6304A with 4 Port trunk FXO and 4 FXS with 45 Nos. of GRP2601P and GRP2624 + GBX20 4 sets, for their Requirement.
- ✓ For Builders Corporate Office our Partner Installed UCM6304A with 4 Port trunk FXO and 4 FXS with 45 Nos of GRP2601P and GRP 2624 + GBX 20 – 4 sets, for their Requirement.

### Product Used

