



## About KPMG

KPMG is a global network of professional firms providing Audit, Tax and Advisory services and have more than 1,55,000 outstanding professionals working together to deliver value in 155 countries worldwide. Clients value the advice, expertise and experience KPMG firms bring to their organizations. Some of the world's most successful companies choose KPMG's services

including 18 of the top 50 global banks, government and public bodies world wide. KPMG in India is headquartered in Gurgaon and have multiple offices PAN India spread across 14 different cities across the length and breadth of the country and have huge expenses for their interoffice voice communications.

## Pain Areas

- Inter operability and inter connectivity of different makes EPABX's installed at different locations PAN India as one centralized system.
- Very rapidly increasing interoffice communication cost with around 15,000 employees and 14 locations across India.

## Solution Required

With its wide spread across all Metro cities, KPMG wanted to have a centralized telecom solution PAN India which should work as a single solution making its PAN India locations speak to each other free of cost.

The requirement was to have a cost effective converged solution with Unified Communications to connect all locations through VoIP to make the inter office Voice & Video communication free of cost.

The media gateways connected to the existing EPABX systems at all locations have to be self sustainable and should work as independent units even if the MPLS network is down and the solution should be integrated with the existing EPABX system at each location.

We are serving the world with New Technology by Converging Voice, Video, Data and Mobility on one Platform.



## Competition

All big players like Aastra, Siemens, NEC, Panasonic as being their existing EPABX vendors challenged us with their brand images and credentials.

## Challenge

Integration of Grandstream Unified Communication Manager with existing EPABX system at each location. Each location having different brand EPABX system. A very heavy interoffice traffic between PAN India locations required a rugged and a stable solution which can also interoperate with other big MNC brands.

## Solution offered

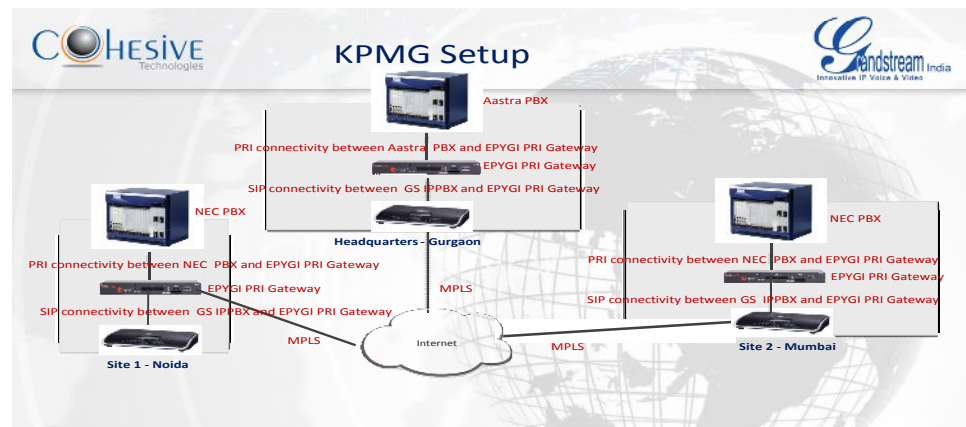
Grandstream Unified Communication Manager (UCM) at each location connected with EPYGI Quadro E1/PRI gateway through SIP and with PRI on the existing EPABX side at each location. All EPYGI Gateways are also interconnected to each other through SIP on their MPLS PAN India locations making voice & video communication free of cost.

## How our Solution was different than competition

Grandstream UCM and EPYGI Quadro are the world class US products and have an edge above the completion and unlike other major competitive products are very easy to configure and deploy using very less bandwidth with G.729 and H.264 licensed codec for excellent voice and video call even at 180 kbps. Grandstream UCM is a very cost effective IPPBX and is a one box solution which converges Voice, Video, Image, Surveillance, Access Control, Paging, Unified communication all together in one box and has a very easy maintenance and user friendly operations.

Epygi E1/T1 Gateways are very rugged and flexible gateways and provide excellent connectivity on SIP/VoIP as well as on TDM with any EPABX system and support excellent call routing capabilities.

## Network Diagram



Product used:

