Hind Samachar

## About Hind Samachar

Hind Samachar Group is one of the old print media group of North India which has very popular news papers by the name Punjab Kesari & Jagbani & Sarvodya Times.

Case study

## Solution Requirement

The Group has so many offices in Punjab and Delhi. They want to establish communication network among these offices. As they expanding their business, so also wanted to get rid of the infrastructure cost that has to be spent on the copper cables for running across the entire length of the offices and wanted to use the already laid LAN network.

## Competition

As they were already using Siemens TDM Switch, so we faced stiff competition from Siemens.

## Challenges

The major challenge was to use their exsisting infrastructure of LAN Network which has multiple vlans established across their entire offices using MPLS. So to put across our solution work on different vlans was a challenge.

## Solution Offered

Offered our solution with UCM IP PBX appliance along with our Grandstream IP phones which helped us to communicate with different vlans using tagging.

## How our Solution was different than competition

The UCM6100 series IP PBX appliance is designed to bring enterprise-grade voice, video, data, and mobility features to small-to-medium businesses (SMBs) in an easy-to-manage fashion. By incorporating industry-leading features, the UCM6100 series offers quick and easy setup and deployment using the web-browser user interface – which features auto-discovery of Grandstream endpoints and Zero-Configuration provisioning.

The secure and reliable UCM6100 series delivers enterprise-grade features to SMBs at an unprecedented price point without any licensing fees, costs-per-feature, or recurring fees.

- Integrated 2/4/8/16 PSTN trunk FXO ports, 2 analog telephone FXS ports, and up to 50 SIP trunk options

- Gigabit network port with integrated POE, USB, SD; integrated NAT router with advanced QOS support (UCM6102 only)

- Supports up to 60 concurrent calls and up to 32 conference attendees

Another solution that we offered is our most powerful Enterprise IP Phone; the GXP2160 is a Linux-based device with 6 lines, 5 XML programmable soft keys, and 5-way conferencing. HD audio and a 4.3" color LCD screen create high quality calls, while the 24 BLF keys, Bluetooth, USB and EHS add versatility. The GXP2160 is perfect for Enterprise & SMB customers with the need for quality and versatility in their desktop communications.
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## About Cohesive

Cohesive Technologies is a leading innovator and implementer of business collaboration and communication tools, Cohesive has the competence in unified communication, contact centre and VOIP solutions. It caters to all verticals from a SOHO to big enterprises and plays a key role in making VOIP as a technology of future and delivering the true convergence. Working with the technology partners like EPYGI, Grandstream, Aculab, 2N and Ameyo helped Cohesive delivering a state of art technology products to premise and cloud based requirements of various companies that span across multiple segments.

Cohesive do cater requirements of SIP based technology from basic SIP phones, ATA, Gateways, SIP surveillance , SIP VDP to SIP based unified communication consulting voice video-IM and email.

Cohesive product portfolio dramatically simplifies and accelerates the process of multi vendor products and software applications ensuring reduced operational complexities for effortless management.

## Product Used