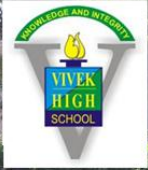
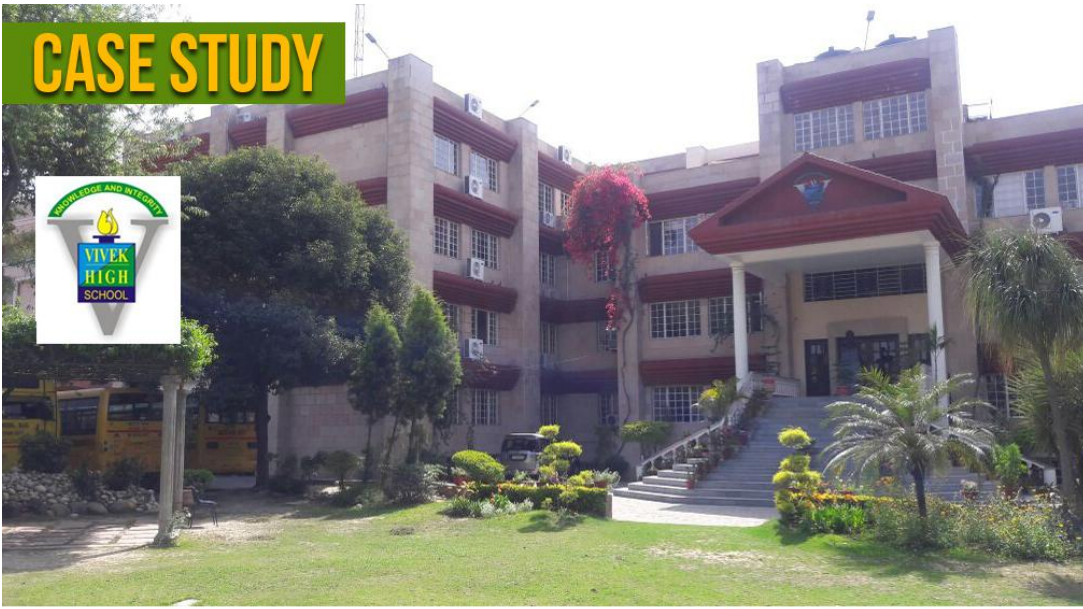


# CASE STUDY



## Client Profile

**Customer:** Vivek High School

**Industry:** Schools

**Competition:**

We had stiff competition against other branded MNC brands IP Cameras and Public Announcements & Paging systems who challenged us with their brand images and credentials.

**Solution Offered :**

Grandstream SIP Cameras with 2-way Audio Communication along with multimedia speakers in each classroom and Milesight SIP Cameras with built-in Microphones to capture Voice along with Video in Corridors and in common areas.

**Product Used:**



## CASE STUDY

### About Vivek High School

Vivek High School is a state of the art modern co-educational English medium School established in 1984 and being run under the auspices of the Bhagwant Singh Charitable Trust, with its existing since 1974. Vivek High School helps our Nation producing young adults with social awareness and leadership qualities with awareness of India's rich Indian culture without sacrificing academic excellence.

### Customer Existing Infrastructure & Requirement

The requirement was to have an integrated solution for a Video Surveillance System integrated with Public Announcement System and Video Telephony with very high quality yet cost effective solution which can not only be used for Video Surveillance but also for Paging facility within the school premises and simultaneously be monitored and accessed through Video Phones/ smart phones / tablets as well as from PCs / laptops.

### Competition Faced

We had stiff competition against other branded MNC brands IP Cameras and Public Announcements & Paging systems who challenged us with their brand images and credentials.

### Design Rationale

We did asked them few questions which were actually became a winning mantra for this.

A/ Will you like to use Paging and Surveillance on one Infra ,Instead of laying Different Cables for both and help us save Carbon Footing ?

B/ How good it would be if you can access any speaker from any Extension of PBX instead of Rushing for a Physical MIC for announcements?

C/ Will the Supervisors/Vice Principal/Principal and Trustee members will like to Call up any Camera in any Class as Extension from his/her Desk and see the Class room activity /Announce specific Message and all this with few finger movements on there Desk Phone ?

D/ The Zones of Paging is not based on any Amplifier and the multiple zones becomes equivalent to the Paging Capability of IPPBX with predefined codes ?

We did all this on one infra and all converged solution ,the surveillance /Paging and Communication all worked in tandem.

### Current Infrastructure

- Analog Camera's
- Analog PBX

### Customer Requirement

- Switching to IP Cameras from Analog
- Electrical (100V) Paging System

### 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 Convergent Solution. Working with Technology Partners like GrandstreamIndia, Epygi, 2N, Digium, Milesight & TelephonyKart helped us delivering state-of-the-art-technology Products to Premise and Cloud based requirements for various companies that span across multiple segments.

# CASE STUDY



## School Gallery



## CASE STUDY

### Solution Offered & Value Addition

Grandstream SIP Cameras with 2-way Audio Communication along with multimedia speakers in each classroom and Milesight SIP Cameras with built-in Microphones to capture Voice along with Video in Corridors and in common areas within school premises and with Video Management software to monitor all cameras along with Grandstream Video Phone at Principal's desk through which the Principal can not only dial any camera installed in each class and see the whole class but also speak through the camera and communicate with each class room by simply dialing the extension number of each classroom SIP Camera which are all SIP extensions to Grandstream IPPBX System.

The Milesight cameras with inbuilt microphones installed in all corridors and in common areas captures Voice also along with Video and thus the School Management ensures discipline and check & monitor the behavior of each student inside classroom as well as in common areas.

The integration of Video Surveillance System along with Paging System not only ensures ease of monitoring & Paging for School Management but also provides safety and quick response for announcements to be made in case of some emergencies where the Announcements can be made from any intercom extension in the school making an excellent tool for Voice & Video Communication for the School Management.

The Result was great and within weeks we got St Paul Kabir Chandigarh order with Repeat Solution.

The Impact was astonishing and wonderful

They were like astonished to see that how a small innovation leads to a better and efficient solution.

Our solution helped them gave all answers to all questions we had put across during our Design Rationale and also promised that no solution of ours is Proprietary and work on Open technology and the only promise we gave is Ease of use and the state of Art Technology.

I am sure our technology will give them some surge in their efficient working and get some proud Citizens out from their esteemed institute.

### How our Solution was different than Competition

Grandstream & Milesight SIP Cameras supporting 2 way Audio Communication have an unmatched superior image quality unlike other major competitive products it works on normal DSL broadband connection / mobile internet with very less bandwidth using H.264 & H.265 codec for Compressed video and delivers excellent real time video monitoring added with Grandstream Multimedia Video Phones through which a camera call be called upon and the School Management can not only see each & every class but also do Paging in each as well as all classes thus saving cost of external wiring and infrastructure cost for a separate PA System.

### Final Synopsis

State of Art Technology on Surveillance and Paging Solutions which can lead to a better efficiency and environment for the said Educational Institute.

Cohesive Technology was very clear not only in the Solutions which we intend to offer but also showcase the Road map on the technology which we were going to offer them in time to come and how it will lead to a better and efficient environment for every one in the institute.

