

Sales & Presales support on Wifi, Networking, leading telecom company's enterprise business in India

Installation, Integration, Testing, Commissioning & Support

Customer Situation

- Leading Indian telecom major looking for a partner who can provide sales , presales solutions which included Wired and wireless network connectivity in India.
- Commedia was involved in the Installation, Integration, testing and commissioning of this project.

Challenges

- Customer had a strict timeline received from the end customer for the rollout across India.
- Non availability of down time at some locations.
- Solution to be cost effective also & quality standards to be met.
- Dealing with multiple OEMs and Multi site simultaneous rollout across India.

Actions Taken

- Commedia provided complete sales and pre sales support for choosing the solution/product keeping in mind the customer preferences, quality standard.
- Commedia used its network across India to have a smooth rollout pan India.
- Commedia provides complete technical support for the pre sales solution design based on the major networking , enterprise mobility based solutions, wifi solutions.
- Commedia team had to ensure the down time was taken during the non working hours at some sites as business could not be hampered.
- Completed the installation within the stipulated timeframe

Results and Benefits

- Successful deployment of the complete network with best in class products.
- Easy and seamless project rollout without any hit to business within the timeline promised.



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