

## Sales & Presales support on Global Enterprise Business for leading telecom's Global Business

Supply, Installation, Integration, Testing, Commissioning & Support

### Customer Situation

- Leading Indian telecom major's global enterprise business team was looking for a partner who can provide presales solution and support which included Broadcast, Wired and wireless network connectivity across the Globe.
- Commedia was involved in the Supply, Installation, Integration, testing and commissioning of this project.

### Challenges

- Customer had multiple foreign locations where the solution was to be installed & commissioned.
- Simultaneous deployment keeping in mind, the end customer has an emergency of solution deployment.
- Solution to be future proof, ensuring International Quality Standards to be met.
- Dealing with multiple OEMs and Multi site simultaneous rollout across India.

### Actions Taken

- Commedia provided complete pre sales support for choosing the solution/product keeping in mind the end customer preferences, International Quality Standards.
- Commedia provides complete technical solution design, support for the solution implementation.
- 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 in foreign locations.

### Results and Benefits

- Presales support to the Telecom's Global Enterprise team.
- Smooth deployment of the complete network with best in class products.
- Easy and seamless project rollout without any hit to business within the timeline promised.



### Commedia Solutions Pvt Ltd

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