

CASE STUDY

SAMI Pharmaceuticals Pvt. Ltd.

About SAMI Pharmaceuticals Pvt. Ltd.

SAMI Pharmaceuticals was established in 1961 and has been at the forefront of healthcare innovation, touching the lives of millions in Pakistan and beyond. With a diverse portfolio ranging from life-saving prescription medicines to over-the-counter remedies, SAMI Pharmaceuticals addresses a myriad of healthcare needs with utmost dedication and precision.



THE PROBLEM

SAMI Pharmaceuticals initially installed a hybrid Wi-Fi solution, incorporating brands such as D-Link routers and TP-Link Deco series among others across their premises. However, this approach resulted in the absence of a centralized controller to effectively manage all routers. Recognizing the limitations of this decentralized setup, SAMI Pharmaceuticals needed to replace the existing outdated routers with a reliable networking setup from a reputed brand.

The team's search led them to evaluate several different brands, aiming to find one that could meet their technical requirements while remaining cost-effective. Ultimately, Grandstream was chosen as the ideal choice, fulfilling all of SAMI Pharmaceuticals' technical and financial requirements for an ideal networking deployment. Additionally, the company appreciated the comprehensive features offered by the GWN.Cloud Controller, particularly its centralized management system and user-friendly interface, which significantly contributed to the decision to go ahead with Grandstream's Wi-Fi solution.

PROVIDED BY LINURO SYSTEMS PVT. LTD.



Linuro Systems has proved itself as a reliable, stable, and trustworthy partner for Business Communication including IP Voice & Video Telephony, Wi-Fi Infrastructure, Business Conferencing, Audio/ Video Visualization, and Digital Signage Solutions in Pakistan. They develop and apply hybrid technologies, by envisioning their new or existing customer's necessities in ever-changing and complex industry patterns to always stay ahead.

THE NEED

SAMI Pharmaceuticals (Pvt.) Ltd is well known for high-quality medical products and services. There are a lot of IOT devices, and a lot of people are in the office working during peak hours. Due to the large number of devices seeking to connect to the same network in busy areas, Wi-Fi connectivity problems were frequent with the previous deployment. Some typical issues are described below

1. Facilitating Collaboration and Communication:

Wi-Fi connectivity would enable seamless communication and collaboration among employees, regardless of their location within SAMI Pharmaceuticals' facilities. This would enhance teamwork, knowledge sharing, and decision-making processes, ultimately improving operational efficiency and productivity.

2. Support for IoT Devices:

The pharmaceutical industry increasingly relies on Internet of Things (IoT) devices for various purposes, such as monitoring equipment, temperature control for storage, or automated processes. Grandstream Wi-Fi connectivity is crucial for IoT devices due to its ubiquitous coverage, scalability, and ease of deployment, enabling seamless communication and data exchange among devices within various environments.

3. Ensuring Regulatory Compliance:

Compliance with industry regulations and quality standards is essential in the pharmaceutical sector. Grandstream Wi-Fi solutions with robust security features would help SAMI Pharmaceuticals protect sensitive data, maintain data integrity, and comply with regulatory requirements, thereby mitigating the risk of compliance violations and safeguarding the company's reputation.

4. Support for Wireless IP Phones:

The previous deployment didn't have a proper roaming system and used only wired phones which were outdated. Now with Grandstream's access points, they can use wireless IP phones very reliably and efficiently. Additionally, the employees can move from one place to another and converse without getting disconnected. This solution reduces any cabling problems.

5. Device Overload:

The previous networking devices utilized by Sami Pharmaceuticals struggled to effectively support concurrent users, exceeding 100 people. Under the strain of numerous simultaneous connections, these devices frequently experienced performance issues, including frequent hang-ups and system freezes. Consequently, some users encountered disconnections from the network, and when attempting to reconnect, faced persistent challenges, particularly during peak usage periods when many devices were connected.

6. Enhancing Customer Service:

For pharmaceutical companies involved in direct customer interactions, such as through pharmacies or healthcare facilities, Wi-Fi solutions can enhance the customer experience. By providing internet access for patients, caregivers, and visitors, SAMI Pharmaceuticals can improve customer engagement and satisfaction, as well as deliver educational content and promotions through Wi-Fi-enabled digital signage and displays.

7. Performance and Scalability:

Pharmaceutical companies deal with vast amounts of data, from research findings to production processes. Grandstream's access points offer better performance and scalability, allowing for increased data throughput and supporting numerous connected devices simultaneously.

8. Reliable Connectivity:

Pharmaceutical companies often have large facilities or multiple locations that require seamless and reliable network connectivity. Enterprise-level access points can provide robust and scalable Wi-Fi coverage to ensure connectivity across various departments, laboratories, and production areas.

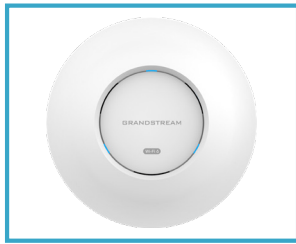
9. Network Congestion:

A significant number of users utilize bandwidth-intensive services, such as video streaming or heavy downloads, because of this the network became congested, which resulted in sluggish and inconsistent connections.

10. Driving Business Intelligence and Analytics:

Wi-Fi data analytics can provide valuable insights into employee behavior, facility usage, and operational efficiency. By analyzing Wi-Fi usage patterns and metrics, SAMI Pharmaceuticals can identify opportunities for process improvements, resource optimization, and strategic decision-making, ultimately driving business performance and competitiveness.

PRODUCTS DEPLOYED



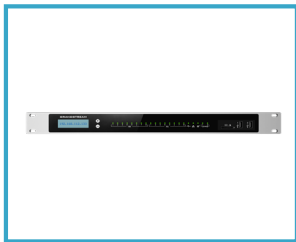
GWN7660
Wi-Fi 6 Indoor Access Point
Corridors and Meeting Rooms



GWN7624
In-Wall Wi-Fi Access Point
Enclosed spaces - smaller rooms



GWN7660LR
Outdoor Long Range Wi-Fi 6 Access Point
Outdoor Spaces and Parking Areas



UCM6308
Unified Communications and Collaboration Solution
IP PBX Server



GRP2602W
2-Line Essential Wi-Fi IP Phone
Voice Communication Setup



WP820
Enterprise Portable Wi-Fi IP Phone
Voice Communication Setup



WP822
Cordless Portable Wi-Fi IP Phone
Voice Communication



GXV3470
High-End Smart Video Phone for Android
Voice and Video Communication



GRP2614
4-Line Carrier Grade IP Phone
Voice Communication



GRP2615
10-Line Carrier Grade IP Phone
Voice Communication

WHY GRANDSTREAM?

SAMI Pharmaceuticals deployed Grandstream Wi-Fi 6 Indoor Access Point GWN7660, In-Wall Access Point GWN7624, and Wi-Fi 6 Outdoor Long-Range Access Point GWN7660LR for this solution. A total of 96 Wi-Fi access points were deployed to cover the whole building. Additionally, SAMI Pharmaceuticals also deployed Grandstream's UC solutions which included the UCM6308 IP PBX, WP820 Wi-Fi Cordless IP Phone, WP822 Wi-Fi Cordless IP Phone, GRP2614 4-Line Carrier-Grade IP Phone, GRP2615 10-Line Carrier-Grade IP Phone, High-End Smart Video Phone GXV3470 and 2-Line Essential IP Phone GRP2602W for their voice communication setup.



Product Details:

GWN7660 = 28 Units
GWN7624 = 60 Units
GWN7660LR = 8 Units
UCM6308 = 1 unit
GRP2602W = 50 Units
WP820 = 20 Units
WP822= 10 Pcs
GXV3470= 5 Units
GRP2614= 5 Units
GRP2615= 2 Units

1. Smooth Connection:

Grandstream's access points provide a strong Wi-Fi signal with high internet speeds, which was SAMI Pharmaceutical's top demand. The employees wanted to use Wireless solutions for their IOT devices, laptops, mobile phones, and IP phones. With Grandstream's deployment, they can now connect IOT devices, GRP2602W, and WP820 wireless IP phones and they can communicate very smoothly.

2. Cost-Effectiveness:

Grandstream offers a range of cost-effective networking and communication solutions, which was appealing to Sami Pharmaceuticals from a budgetary standpoint whilst at the same time not compromising on any key features. Cost-effectiveness is often a significant consideration for businesses when choosing technology solutions.

3. Strong Roaming System:

Grandstream's access points provide the best roaming system. When the employees are moving from one place to another and communicating via WhatsApp or IP Phone, the call does not get disconnected anymore and there are no voice drop issues.

4. Technical Support and Service:

Grandstream provides comprehensive technical support and services to assist with deployment, configuration, and ongoing maintenance of its products. SAMI Pharmaceuticals valued the availability of reliable support and services from Grandstream to ensure the smooth implementation and operation of their Wi-Fi solution.

5. Integration Capabilities:

Grandstream solutions are designed to integrate seamlessly with existing IT infrastructure and systems, making them an attractive choice for businesses looking to streamline deployment and management processes. SAMI Pharmaceuticals selected Grandstream products for their compatibility and integration capabilities with other IT systems used within the organization.

6. Reliability and Performance:

Grandstream products are recognized for their reliability and performance. SAMI Pharmaceuticals chose Grandstream's Wi-Fi solutions based on their reputation for delivering high-quality, robust performance, and reliable connectivity, which are essential requirements for pharmaceutical operations.

7. Industry Reputation:

Grandstream is a well-established company with a strong reputation in the networking and communications industry. SAMI Pharmaceuticals was influenced by Grandstream's reputation for delivering innovative and high-quality solutions that meet the needs of businesses across various industries.

THE RESULT

SAMI Pharmaceuticals (Pvt.) Ltd was delighted with the successful installation of their new, state-of-the-art indoor and outdoor Wi-Fi access points, featuring the GWN7660, GWN7624, and GWN7660LR models by Grandstream. The deployment strategy involved placing GWN7624 units strategically within enclosed spaces, such as rooms, while GWN7660 units were positioned in open areas like corridors and meeting rooms. Lastly, the outdoor spaces and the parking area were covered with the long-range GWN7660LR units.

Now, all employees have seamless communication capabilities and can report to management using the WP820 IP phone from any location within SAMI Pharmaceuticals (Pvt.) Ltd premises. The introduction of this advanced Wi-Fi solution enables SAMI Pharmaceuticals (Pvt.) Ltd to offer both customers and employees a fast and reliable network connection, facilitating online work and communication across the entirety of their facilities. The setup process for the Grandstream solution was straightforward, and ongoing maintenance was made convenient through the GWN.Cloud platform.

The success of Grandstream's deployment has garnered interest from other pharmaceutical companies looking to enhance their networking capabilities, highlighting the effectiveness and appeal of Grandstream's Wi-Fi and UC solution.

