



Comsa Emte Runs a Global Business on Grandstream's Video Conferencing Solutions

Comsa Emte is one of the largest construction and engineering firms in Europe. Headquartered in Barcelona, Spain, the company specializes in road and rail transportation construction, electric grid infrastructure and general building construction. They have 25 offices across the world, 8,500 employees spread out between those offices and remote workers, and achieved \$1.5 billion USD in revenue in 2016.



Requirement: A Flexible, State-of-the-Art Video Conferencing Solution



As Comsa Emte continued to grow, their requirements for their communications networks began to expand. The company needed a communications solution that would be able to support full video, data and mobility features to offer them more productivity-enhancing tools and resources. At the advice of local system integrator Vunkers IT, Comsa Emte chose a Grandstream unified communications solution. Their new Grandstream solution gave Comsa Emte a state-of-the-art unified communications network that links multiple sites, offers scalability to expand as the company does and offers network redundancy. Now that the company had instituted a new unified communications solution, they needed to update and expand their video conferencing solution.



GRANDSTREAM

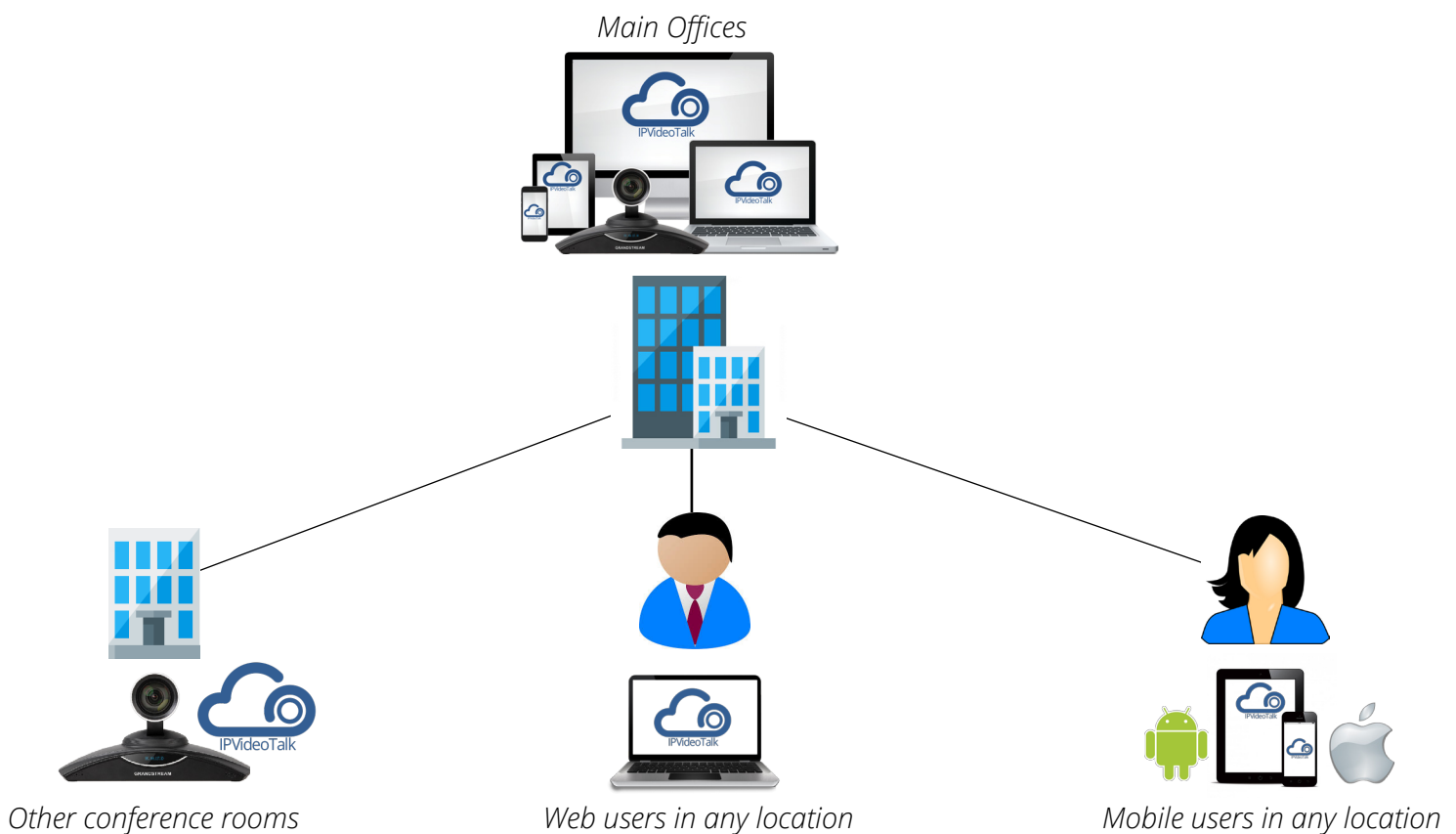
Highlights of Comsa Emte's Grandstream Video Conferencing Solution

- ✓ Multi-site support
- ✓ Easily Expandable
- ✓ Flexible
- ✓ Web and mobile support
- ✓ Lower travel costs
- ✓ Increased productivity



Video collaboration was becoming an important tool for Comsa Emte. Therefore updating and expanding their video conferencing solution was a major priority. Video conferencing is one of the best tools that any business has to communicate at a high-level between different locations, whether it be with employees, partners, clients or perspective clients. Video conferencing not only offers one of the most productivity-enhancing communication tools but it also allows business to drastically lower travel costs while giving off a great impression of their company. As the company began to expand and open new offices, they needed to have productive meetings between employees in different offices. They also needed to have remote workers and workers in the field (at construction sites, for example) to be able to join video meetings.

Comsa Emte had a video conferencing network in place that was made up mostly of old Tandberg video conferencing hardware units. Their video network also utilized Polycom and Huawei hardware units. The whole video conferencing solution was setup through the Cisco Call Manager platform and therefore only supported in-network units and would also not be able to support any additional expansion. The company began to look at their options to build a new video conferencing network that expanded their current solution while also being able to support web, mobile and cloud video conferencing. This would allow the company to easily video conference between multiple locations and support remote workers.



The Solution: Grandstream's GVC series and IPVideoTalk

At the advice of Vunkers IT, Comsa Emte expanded their video conferencing solution with Grandstream's GVC series and IPVideoTalk Collaboration platform. In terms of the hardware, Grandstream's GVC series offered a combination of features and functionality that could not be found elsewhere. The GVC series is extremely easy-to-use thanks to its' Android operating system and offers them the flexibility they need to implement any SIP or H.323 video conferencing platform. Because of that flexibility, it could easily communicate with the Polycom and Huawei devices they already had. Grandstream's GVC3200 has a built-in MCU to allow it to host meetings with up to 9 video participants, which allows Comsa Emte's network to better manage incoming video traffic. This Android device supports any Android app, including Skype and Google Hangouts. To top it all off, the GVC series offers all of this a price point that is essentially unprecedented on the video conferencing marketplace.



IPVideoTalk for Video, Audio, Web and Mobile Conferencing

Now that Comsa Emte chose the video conferencing hardware devices they needed, the next step was to find a video collaboration platform that would allow them to hold video meetings that could be joined remotely from other video conferencing devices, web users or mobile users. At the advice of Vunkers IT, Comsa Emte chose Grandstream's IPVideoTalk Video, Audio and Web Conferencing platform. IPVideoTalk is a cloud-based platform that can facilitate all of Comsa Emte's video conferences that use Grandstream's GVC series and supports web and mobile attendees. All IPVideoTalk meetings can be joined by Grandstream's GVC series hardware devices, web users from any PC or MAC, or mobile users through the IPVideoTalk Android and IOS apps. This award-winning video conferencing platform allows Comsa Emte to hold meetings that anyone can join no matter if they are in the office, a conference room, working from home, travelling, at a job site, etc.

The result

Comsa Emte now has the flexible, state-of-the-art collaboration and conferencing solution they need to connect all of their offices, remote workers and job sites. Grandstream's GVC series of Video Conferencing devices and IPVideoTalk conferencing platform delivers a complete solution that is extremely easy-to-use, can be accessed from a wide-variety of devices and offers robust video resolutions and productivity features. The GVC series allows Comsa Emte to integrate third party devices they already had while IPVideoTalk allows them to seamlessly link all GVCs and supports web and mobile attendees. Thanks to Grandstream, Comsa Emte has the high-end video conferencing solution they need to increase productivity and expand their business.

About Vunkers IT



With more than 10 years of experience, "Vunkers. IT Experts" is a Telecom and IT company based in T ermens, Spain. With five different business lines (Telecommunications, IT Systems, Software, Cybersecurity and Data Center), the company is able to provide a full technological service to its clients, with a total customer centric approach. For more information, visit www.vunkers.com.

About Grandstream



Grandstream Networks, Inc. has been connecting the world since 2002 with SIP Unified Communications solutions that allow businesses to be more productive than ever before. Our award-winning solutions serve the small and medium business and enterprises markets and have been recognized throughout the world for their quality, reliability and innovation. Our open standard SIP-based products offer broad interoperability throughout the industry, along with unrivaled features, flexibility and price competitiveness. Grandstream was named the 2016 Global Enterprise IP Endpoints Company of the Year by renowned market research firm, Frost & Sullivan.