



MORE RAILWAYS CONNECTING WITH CORAL IN INDIA

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CUSTOMER: North Central Railway, Jhansi Division, India

PRODUCTS SOLD: Coral IPx 4000, PRI, QSIG, FlexSets

BUSINESS PARTNER: BPL Telecom



CUSTOMER BACKGROUND: North Central Railways came into existence in April, 2003. Its present network extends over a large area of North Central India, covering the states of Uttar Pradesh, Madhya Pradesh, Rajasthan, and Haryana. NCR is the geographic heart of the national Indian railway network. It consists of 202 main line stations and 221 branch line stations. NCR is headquartered at Allahabad and is organized into three operating divisions: Allahabad, Jhansi, and Agra. The company has a total staff of 69,644. The recent Tadiran IPX project was for equipment and services for the Jhansi Division.

SOLUTION: North Central Railways recently purchased a Coral IPX 4000. This new system will be networked to an existing Coral Flexicom 5000 already installed at the Jhansi division HQ. One key factor in this sales success was the Coral IPX's reputation and the customer's own previous experience with the product. They required an IP enabled PBX with QSIG on PRI networking immediately and a future capability for QSIG over IP networking. They also required seamless integration and operation in a multi-vendor environment since they have an assortment of systems from other manufacturers currently installed in existing regional offices.