CASE STUDY

AJ Group Industrial Park

About the Textile Company

The AJ Group began its journey as sourcing agent AJ International in the year 1997 in Bangladesh. Since its inception, the organization has been run by highly qualified, experienced, professional management and staff, accelerated by the latest machinery, technology, and skilled workmanship with substantial marketing. The proficient management of the company won the respect of the customers in terms of quality assurance and timely delivery.

Today, AJ Group boasts a workforce of 3000+ employees managed by experienced professionals from its head office near the Parliamentary building in the center of Dhaka.

The Problem

The AJ Group was using a standard Wi-Fi system that included a Netgear WNR2000v2 router, other routers, and an access point. Their previous system would not allow users to access the Wi-Fi with a password or a Wi-Fi scanning system. The AJ Group's management team were the only ones to grant access to the Wi-Fi which was not an ideal process.

excel technologies ltd.

Provided By Excel Technologies

Excel Technologies Ltd. is one of the diversified business houses of Royal Group. Today, Excel Technologies Ltd has emerged as a respected ICT company by upholding high ideals and values, solemn integrity & honesty, excellence, service and innovation in all spheres of the company's activities building on the already established foundation

Products Deployed

GWN7630
Enterprise Wi-Fi
Access Point
Small to Medium Business

GWN.Cloud
Cloud Management
Platform
Access Point Management

GWN7660
Wi-Fi 6
Access Point
Enterprise-Grade

Why Grandstream?

The installer, Grameen Cybernet referred Grandstream to AJ. Due to the Mac filtering system such as whitelist and blacklist, and Grandstream's bandwidth rules as per SSID, it seemed like the perfect solution for this textile company. Grandstream's GWN Wi-Fi Access Points were chosen due to their ability to provide excellent mesh functionality and accuracy on the cover ranges that aligned with AJ Groups goals and price range.

To test the solution, Grameen Cybernet chose (20) GWN7630 (dual-band 4×4:4 MU-MIMO) and a GWN7660 Wi-Fi6 (dual-band 2x2:2 MU-MIMO). The accuracy of both of these AP's is exactly what AJ Group was looking for to replace to their Netgear Router and other devices being used in the textile warehouse. Grandstream's GWN Cloud option allowed their team to manage these devices to give more time back to their management team who previously were the only ones managing the devices and passwords.

GRANDSTREAM
CONNECTING THE WORLD

Competitors Considered

Excel Technologies who provided equipment along with the installer Grameen Cybernet, considered Ubiquiti Unify Solutions and Cambium along with Grandstream solutions. However, they decided to go with Grandstream's solutions after testing the other brands. Grandstream's solutions had better accuracy than other competitors. Additionally, Grandstream's access points offered better prices and performances compared to Ubiquiti access points.

The Result

AJ Group is now using 40 Grandstream APs. They are able to use a MAC filtering system properly, which works like a firewall feature. They now can create whitelist and blacklist on SSID, which is easily filters MAC by utilizing Grandstream's free GWN.Cloud management platform. Also, they can control bandwidth based on SSID per client. AJ Group is very happy and highly satisified with their new Grandstream solution.