

Matrix Comsec

Marketing Communication

Prominent Zimbabwe Electric Utility Company Utilizes Power Lines to Establish Communication between Substations using Matrix Communication Products

As one of the leading Telecom and Security solutions company, Matrix has led by legacy, providing superior communication experience to enterprises with its wide yet varied product portfolio. An innovator in the business communications with an ever so growing reach in the Indian and the international markets, it specializes in providing solutions in different industrial verticals like Banking, Manufacturing, Retail, Hospitality, Healthcare and Education. Designed to be highly scalable, reliable, secure and flexible, these solutions help reduce costs and simplify management.

Power transmission companies usually have power stations and substations located in the remote locations which make it difficult and rather costly to set up a communication network over the fiber and cables. The electricity distribution company, hence, uses the existing electric wiring as network cables to carry data signals and extend the communication network into new places without adding more wires. The entire arrangement not only saves a huge overhead as far as the cabling cost is concerned but also constructs a private secured communication network between the utilities.

In one of the installation cases done recently with a power transmission and distribution company in Zimbabwe, the basic requirement was the need for a communication web in the company. Unlike the conventional requirements, necessity was to establish a hotline for instant and secured communication. The medium of exchange was the three-phase electric supply over the power lines. The company understood the importance of continuous communications, and hence, was looking for a solution that supported calling activities even if one of the power supply or CPU units was down. An ideal solution the company was hunting for was to interface an EPABX with the power lines to facilitate communication and configure the network as per their requirement. The owners weighed all solutions available in the market on the parameters of ruggedness, reliability and performance, and decided to invest in Matrix Telecom solutions after judging the system deliverables in different conditions.

A brief overview of the case is as follows:

Challenges:

- Continuous Communication
- Convenient Dialing Patterns
- Multiple Trunk Access
- Ease of Connectivity with Field Employees
- Secured Communication

Solution:

- Enterprise IP- PBX
- GSM CUG Trunking to Connect with the Field Employees
- Advanced Network Security Protocols

Results:

- Panel- to- Panel Communication

Saved Overhead Costs
Secured Communication
Communication Redundancy

“Agility and versatility of Matrix devices has aided in providing comprehensive solutions to our valued clients belonging to various industrial segments. Such extensive yet challenging installation in an international project shows that we, as a telecommunication company, are ready to take on the global market”, said Ganesh Jivani, Managing Director.

About Matrix

Established in 1991, Matrix is a leader in Telecom and Security solutions for modern businesses and enterprises. Matrix, an innovative, technology driven and customer focused organization, is committed to keep pace with the revolutions in the telecom and security industries. With more than 40% of its human resources dedicated to the development of new products, Matrix has launched cutting-edge products like IP Video Surveillance, Access Control, Time-Attendance, Unified Communications, IP-PBX, Universal Gateways, Convergence, VOIP Gateways and GSM Gateways. These solutions are feature-rich, reliable and conform to the international standards. Having global footprints in Europe, North America, South America, Africa and Asia through an extensive network of more than 1,000 channel partners, Matrix ensures that the products serve the needs of its customers faster and longer. Matrix has gained trust and admiration of customers representing the entire spectrum of industries. Matrix has won many national and international awards for its innovative products.